

A night-time photograph of the London skyline, featuring several prominent skyscrapers with illuminated windows. The Gherkin is visible on the right side. The River Thames is in the foreground, with some boats and a bridge visible. The overall scene is dark with blue and white light from the buildings.

**TIN tech**

**LONDON MARKET**

**Supplier spotlights**





**TIN tech**

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# Supplier spotlight

 **GUIDEWIRE**





# TINTech London Market Supplier Spotlight

Paul Mallett  
4th February 2025



**Guidewire is the market-leading  
innovation platform in P&C  
insurance and has a global reach**

**540**

Global customers

**30%+**

Global DWP

**40**

Countries

**1,600+**

Implementations

**14**

London Market  
customers

**10+ years**

In the London  
Market

**\$250m**

Annual R&D

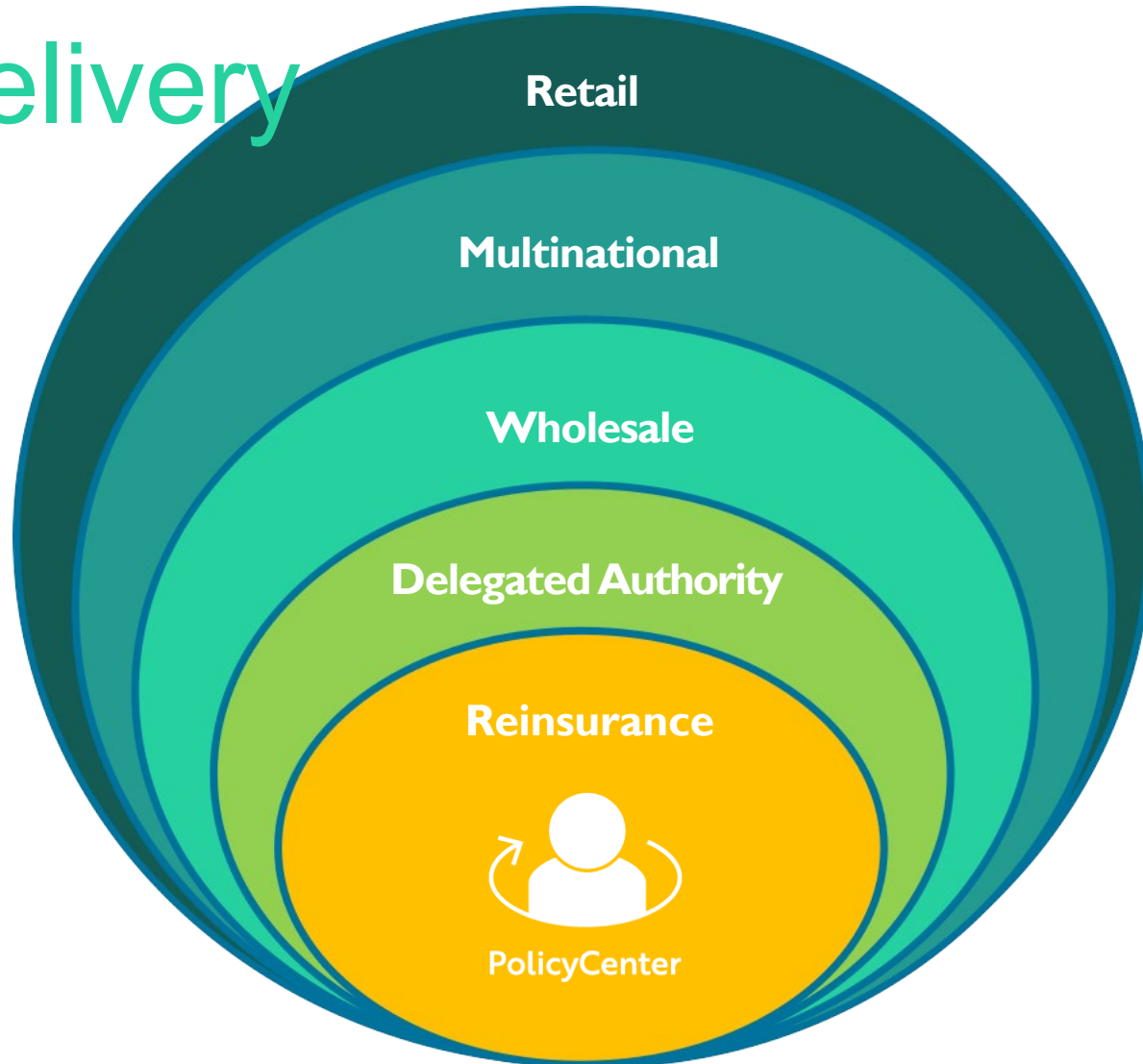
**190+**

Solution partners



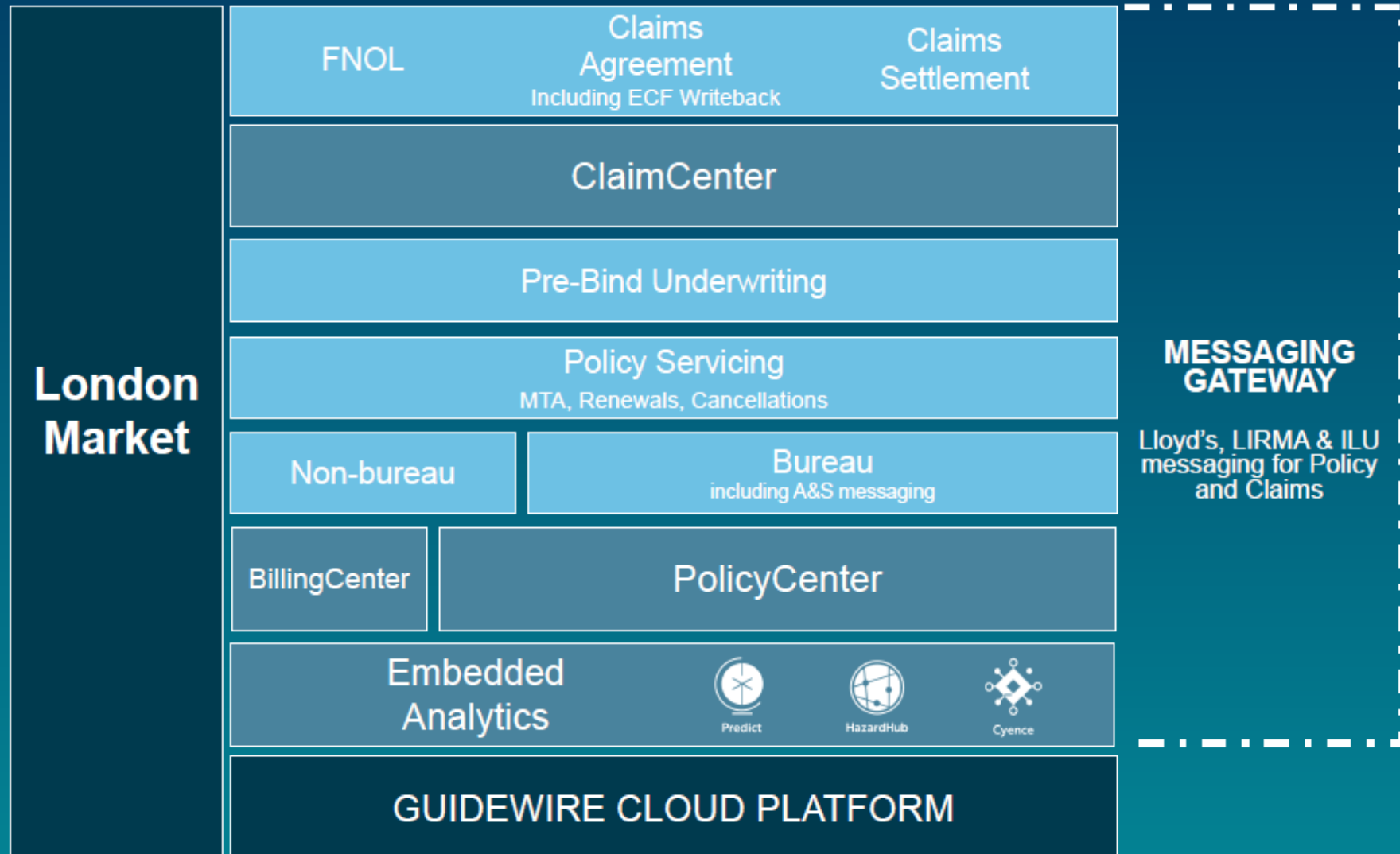


# Offering Functional Delivery



- ✓ Product Agility
- ✓ Quote & Bind Journeys
- ✓ Broker Connectivity
- ✓ Rating and Pricing
- ✓ STP & Custom Workflows
- ✓ Digital Self Service
- ✓ Data Ingestion & Augmentation
- ✓ Multi Currency & Multi Jurisdiction
- ✓ Embedded Analytics
- ✓ Custom Wordings
- ✓ Coinsurance & Layering
- ✓ Subscription
- ✓ Bureau Messaging
- ✓ Bulking & Non-Bulking Lineslips
- ✓ Reinsurance Attachment
- ✓ GenAI

# Guidewire's comprehensive **London Market** offering



# Fully Equipped for the London Market

## Experience



**+30%** of global P&C premium passes through a Guidewire core system

## Benefits



True **SaaS**: providing the latest functionality released through automated updates

## Vision



Supports growth by creating the conditions for **innovation**

## Commitment



**\$250m annual investment** in P&C insurance software development





**TIN tech**

**LONDON MARKET**

# Supplier spotlight

**appian**





# appian

the process company





# Ranked #1 by Gartner Business Workflow Automation with Integration

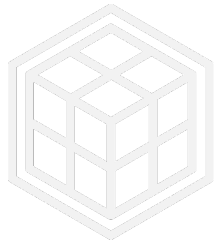
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Appian Supports 85+ Global Insurers, automating critical and enterprise-wide processes



Global Operations and Support with 2,300+ Employees



Full Delivery of Software and Services for End-to-end Process Automation





Gain efficiencies

Reduce costs

Customer satisfaction



## Global insurance platform

built with Appian to simplify underwriting processes.

## 226 partners

served in over 164 countries.

## 60%

savings in time.

## 20-30% underlier growth

on average each year.





# Appian Insurance Solutions



## Connected Underwriting P&C Workbench

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- Submission Portal
- Document Ingestion
- Triage and Prioritization
- Data Enrichment
- AI-Driven Underwriting



## Connected Underwriting Life Workbench

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- Case Management
- e-Apps Ingestion
- Requirements Mgmt.
- Swiss Re Integration
- AI-Driven Underwriting



## Connected Claims

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- Claims 360 view
- FNOL Intake
- Triage and routing
- Segmentation and STP increase
- Reserves and Payments

**Thank you.**





**TIN tech**

**LONDON MARKET**

# Supplier spotlight

 **earnix**





# End-to-end Pricing, Rating and Underwriting Solution

Andy How

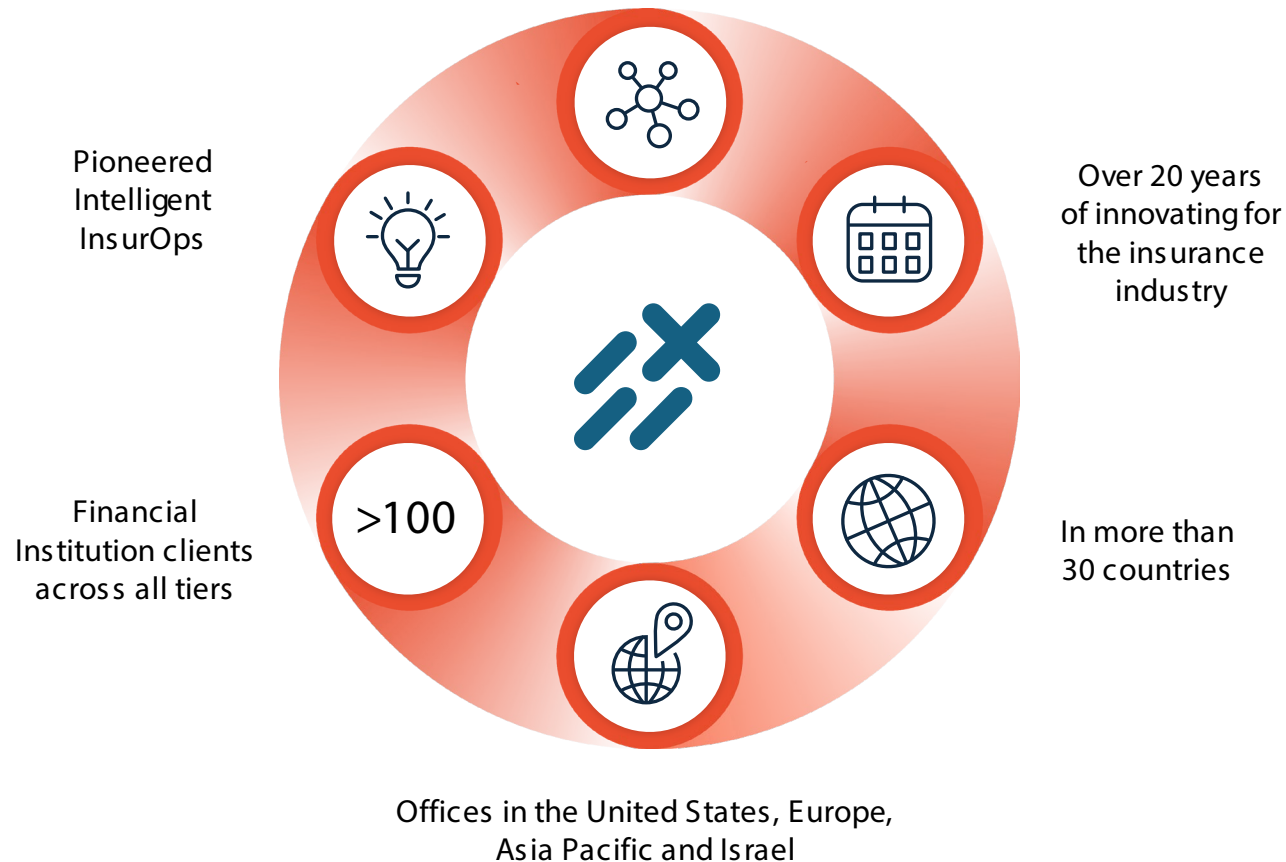
UK Sales Director, Earnix





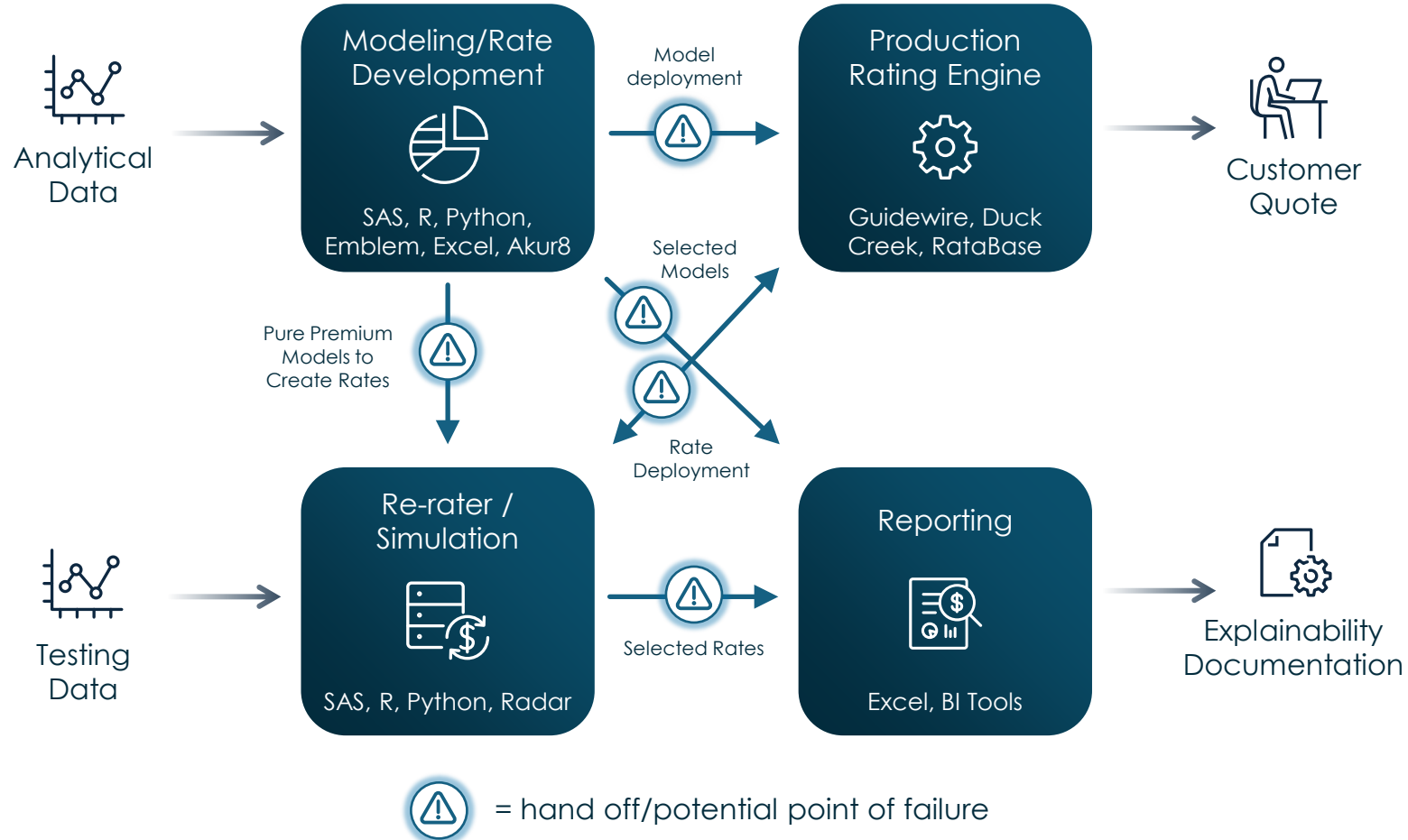
# Earnix is a Global InsurTech Leader and Innovator

SaaS, cloud-based  
software company



# Typical Pricing/Underwriting & Rating Process

## Too Many Hand-Offs

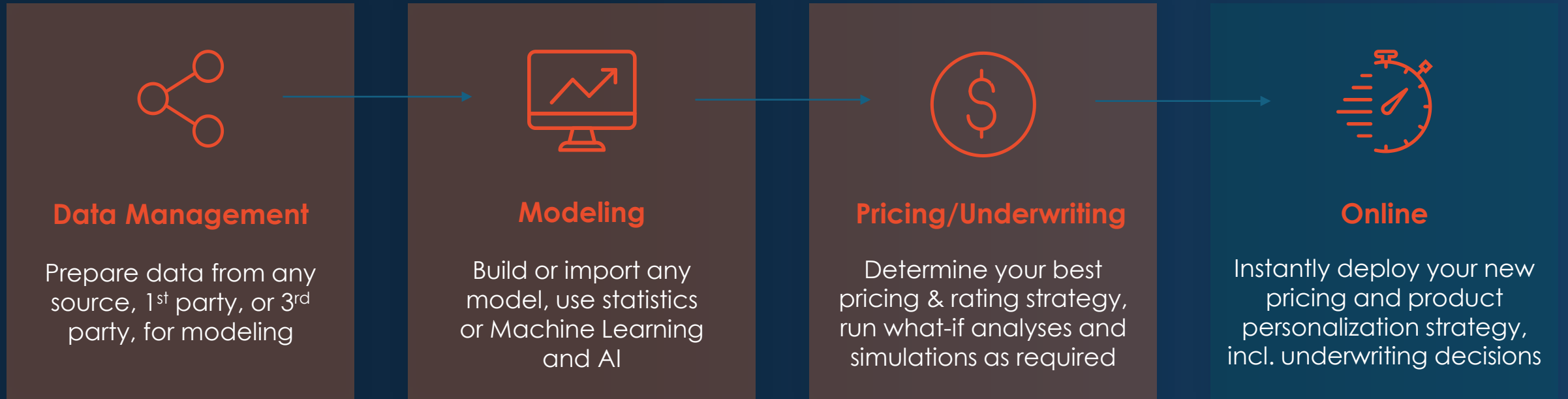


## Dangers of hand-offs

- Reduces speed and agility
- Limits pricing/rating sophistication
- Allows errors to creep in across steps
- Impairs visibility, transparency and governance



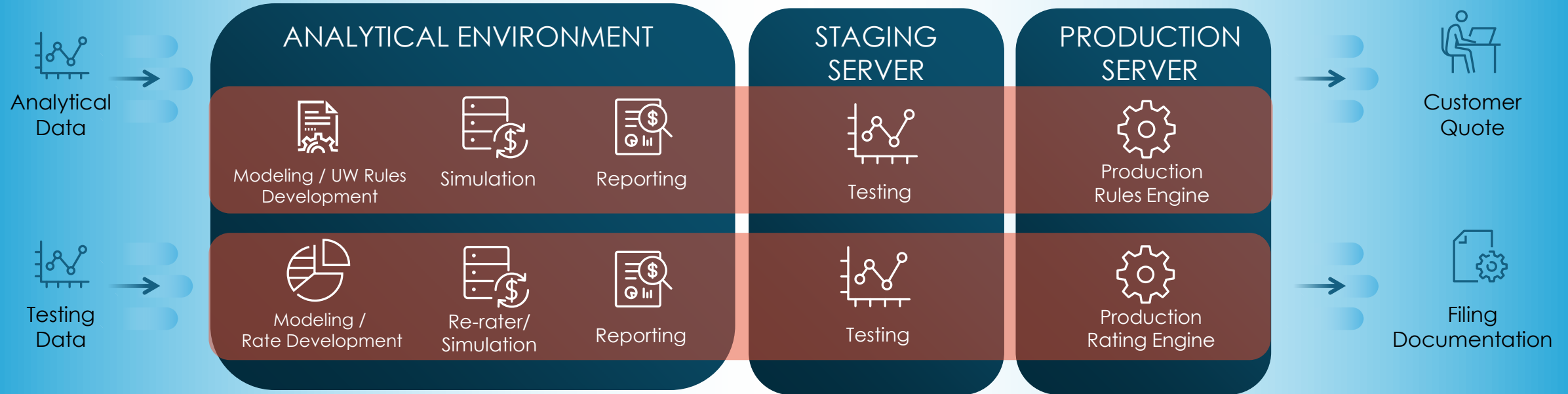
# Earnix Price-It: Key Product Components



- ❖ LOBs – Line of business: Health, Life, Motor, Home, Commercial, Specialty etc
- ❖ End-to-end platform to manage and control all aspects of a pricing decision
- ❖ Manage prices across different Lines of Businesses, brands, and business KPIs and enable full simulation and business monitoring in order to achieve corporate performance objectives – profits, business growth, volume targets, retention etc.

# Earnix Enables Unified Pricing, Rating & Underwriting

 **earnix** WITH UNDERWRITE-IT AND PRICE-IT



JOINT UNDERWRITING AND  
PRICING SIMULATIONS

SHARED MODELS AND EARNIX  
COMPONENTS

ONE SOURCE OF TRUTH FOR  
UNDERWRITING RULES AND PRICING





# Thank You

Visit us at our booth (S1)  
near the registration area!