

Fincons Group and Guidewire Partnership Journey

Financial Services and Insurance Business Unit



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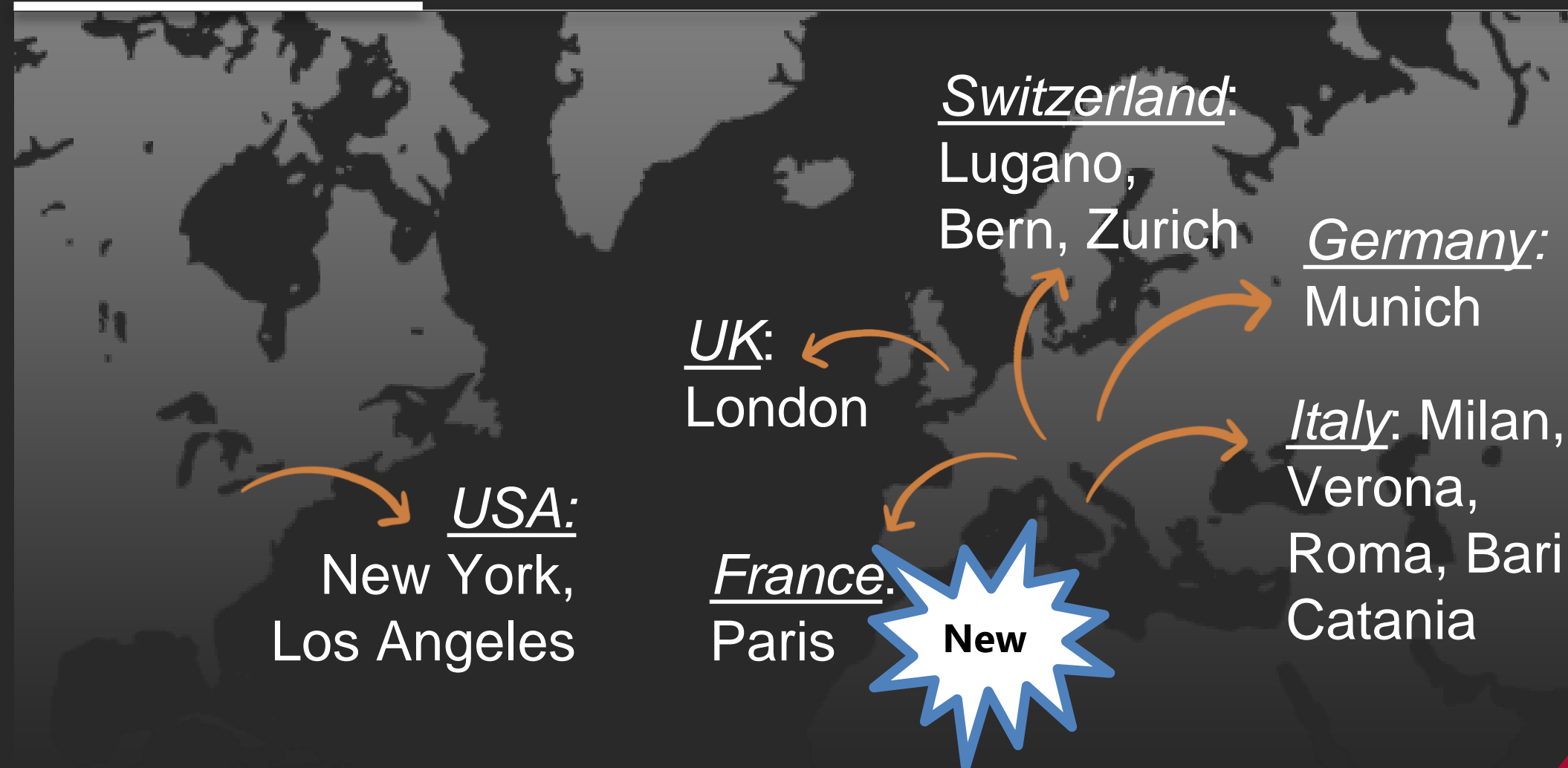
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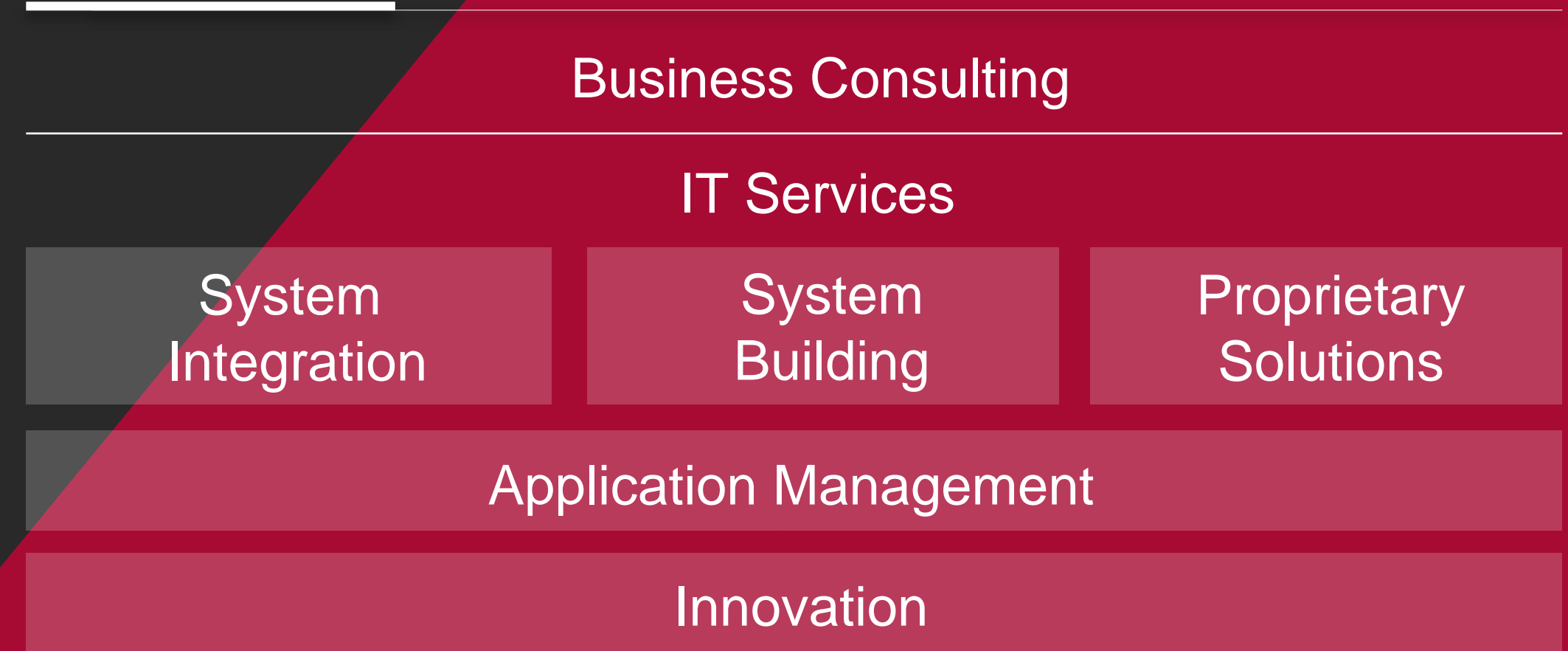
Guidewire Partnership Journey

Fincons Group at a glance

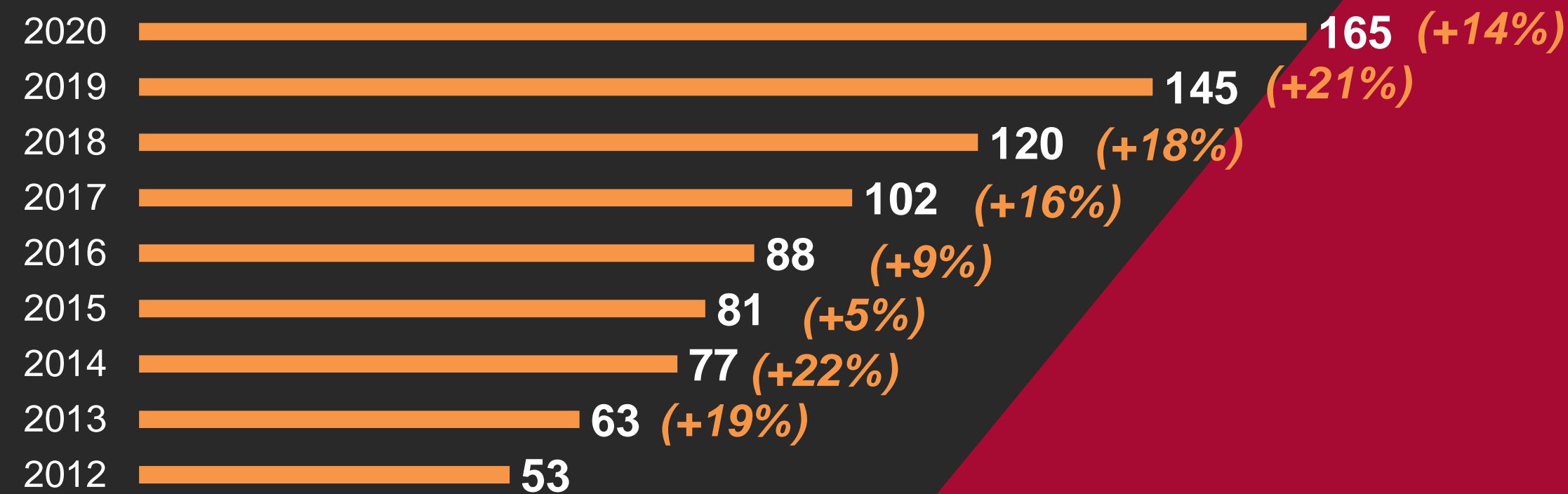
OUR LOCATIONS



OUR SERVICES

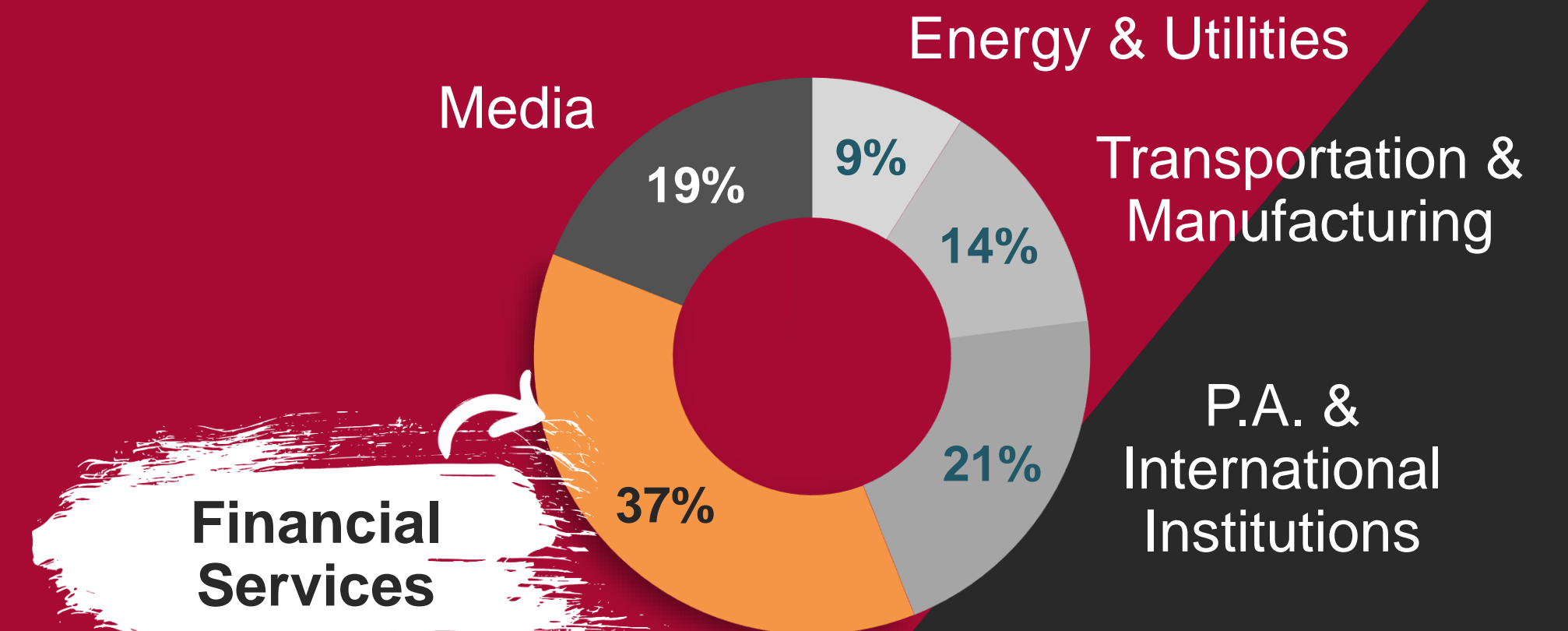


A CONSTANT REVENUE GROWTH > 2.000 PROFESSIONALS



Annual turnover in M. €

2020 REVENUE BREAKDOWN BY INDUSTRY

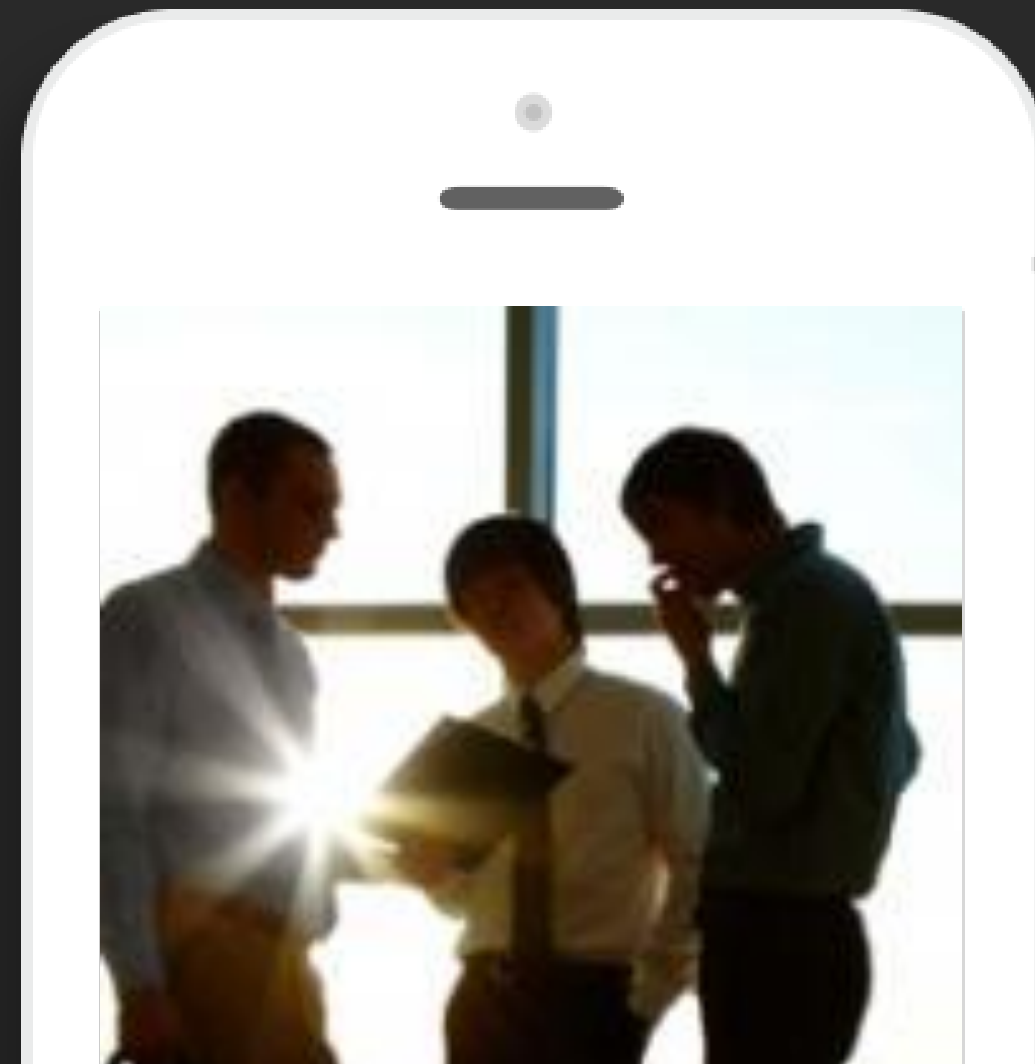


Fincons Group Pillars: “*Competence Integration*”

Strong Business know-how and a tailored systems integration approach, supported by a Smart-shore service model delivery, make Fincons Group Offering competitive and innovative

1 BUSINESS CONSULTING AND PROCESS KNOWLEDGE

Thanks to an extensive experience acquired working alongside our Clients, we have gained a wide understanding of the business requirements specific to each market sector and a talent for making the most of the possibilities presented by today’s technologies.



2 SYSTEMS INTEGRATION BEST OF BREED SOLUTIONS

A rich partnership model with the most important international leading Software Vendors to provide best-of-breed industry specific solutions and support business processes.



3 SMART-SHORE IT SERVICE

From Italy it’s possible to offer excellent IT services at competitive costs for clients’ companies all across Europe and US.



FINCONS GROUP COMPANY PROFILE

Reliable as a large company, agile as a small enterprise

The Shareholders design the strategy of the Group and are directly involved in market development and operations, ensuring:

- agile decision-making
- long-term perspective
- care for clients
- close focus on quality and on clients needs

Close to our customers since more than 30 years

IT Solution
Passion



Fincons Group



Francesco Moretti
Deputy CEO Fincons Group

SMART SHORE

The flexibility of sourcing teams onsite or remote. Nearshore. Made in Italy.

1

Application Management Services:
flexible, innovative and competitive services

2

System Building Services:
Custom turnkey projects on different technologies and platforms

A new prestigious office in Bari, organized on modern and secure parameters, with wide areas to support the growth of the business' needs in Italy and abroad.



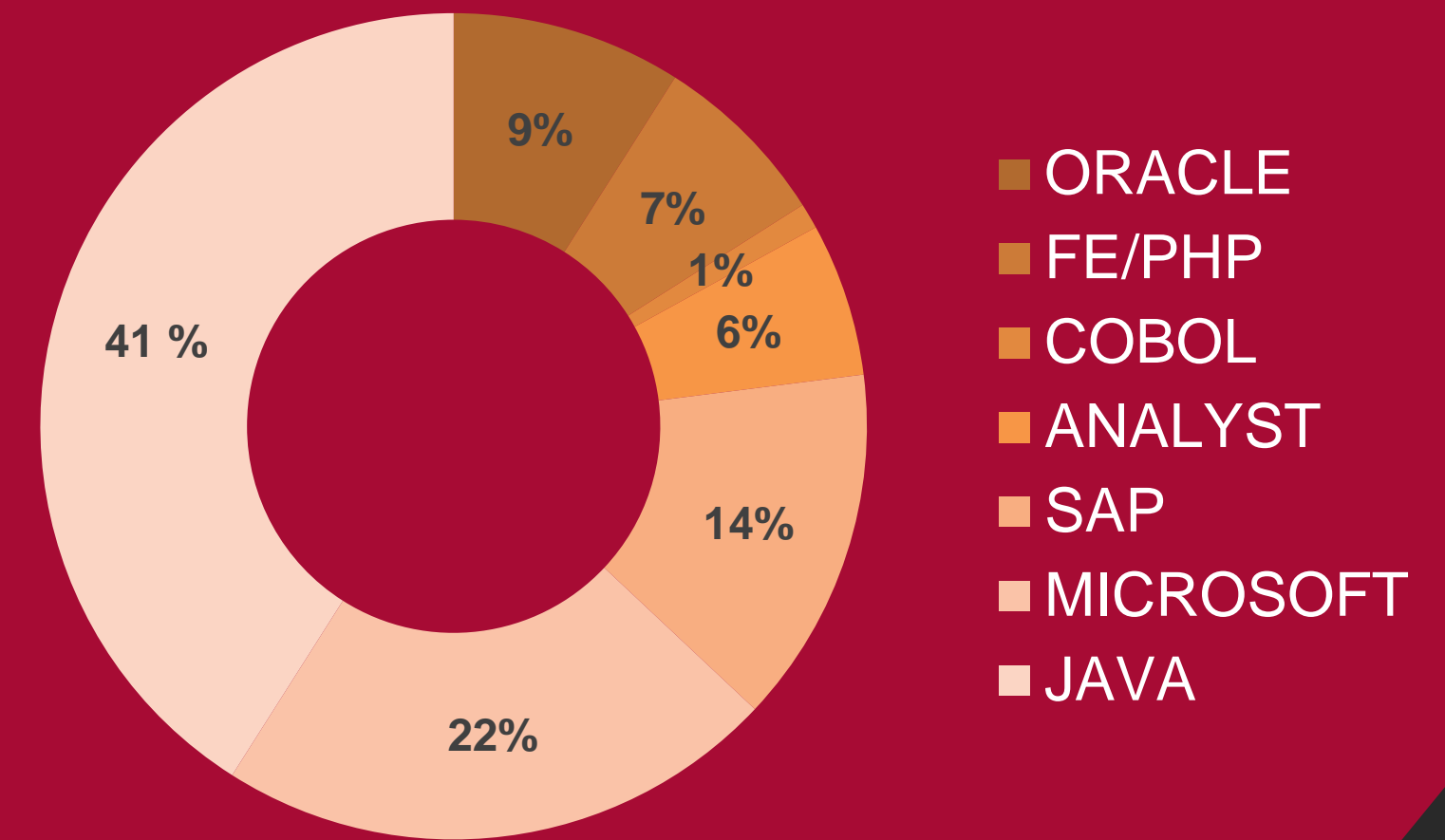
**FINCONS GROUP
DELIVERY CENTER**

A working team with over 700 high skilled resources (90% is graduate), working on different technologies, with a very low turnover (<5%).

RESOURCES TREND



TECHNOLOGY



Fincons Group invests in the territory and collaborates with local universities together with the Fincons Group Academy. This is the model we use to engage young and smart resources.

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Key propositions for Financial Services and Insurance

Our Solutions and Partnerships, a Strong Business and Digital know-how and a tailored system integration approach, supported by a Smart-shore service model delivery, make Fincons FSI Offering competitive and innovative.

PARTNERSHIPS

FINCONS SOLUTIONS

FF

FINCONS FAST DATA LAKE

DIGITAL INNOVATION

Self Service Digital Channels

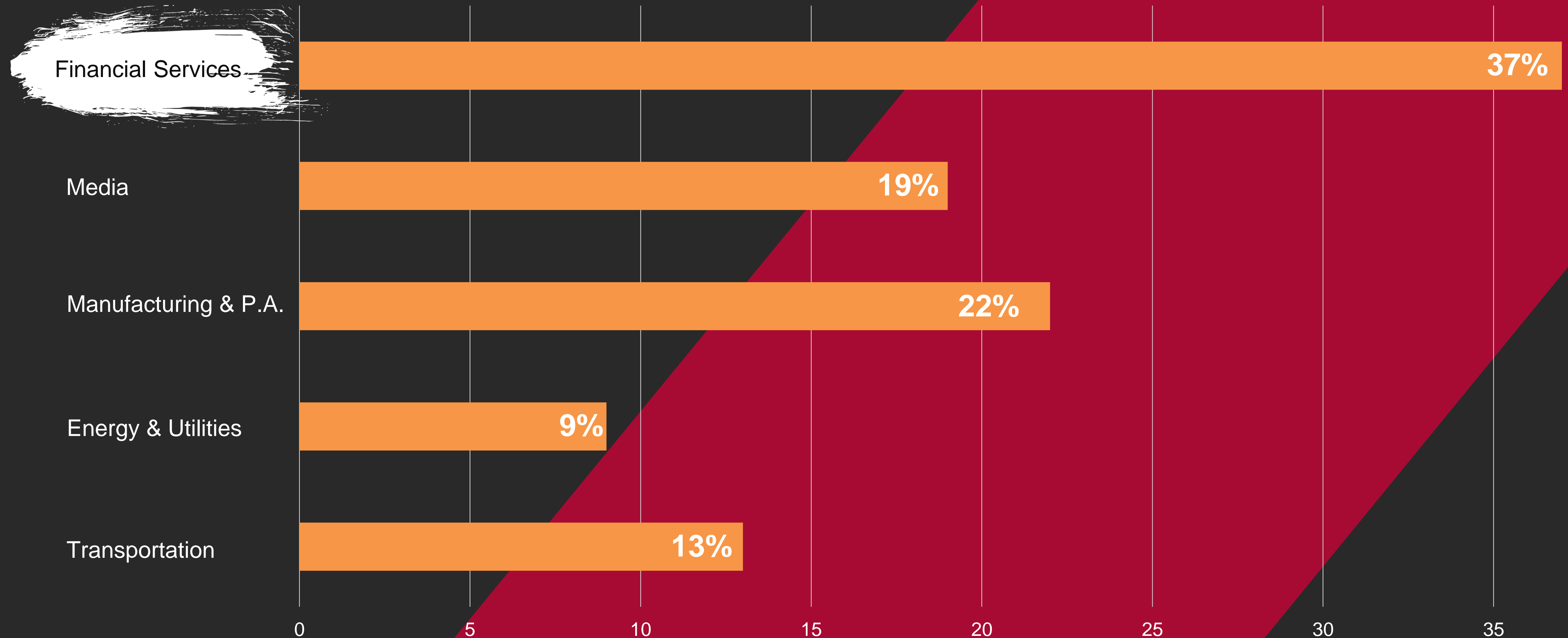
Sales network efficiency improvement

Operations efficiency improvement

IT modernization

Financial Services and Insurance is the greatest Business Unit in Fincons

With an annual turnover of more than 61 M. € in 2020, the Financial Services and Insurance Business Unit is the most relevant, in terms of volumes, references, competencies, know how and reputation.



Our clients are embracing their Digital Transformation focusing in four main areas:

You shape your strategy. We partner to achieve your goals!



Business goals

- ❖ Home Banking/Home Insurance
 - ❖ Smart Insurance
 - ❖ Mobile Banking/Payments
 - ❖ SelfService OnBoarding
 - ❖ Cross Selling
 - ❖ Smart Claims
 - ❖ Advanced Recommendation
-
- ❖ SmartWorking
 - ❖ Mobility
 - ❖ Cost Reduction
 - ❖ Cockpits/Next Best Action
 - ❖ Behaviour homogenization
 - ❖ Efficiency improvement and monitoring
-
- ❖ BO and Operations processes structuring
 - ❖ Cost Reduction
 - ❖ Quality Assurance
 - ❖ Behaviour structuring
 - ❖ Automation
 - ❖ TimeToMarket minimization
-
- ❖ Cloudification
 - ❖ Cost Reduction
 - ❖ Capacity Optimization
 - ❖ QOS
 - ❖ Standardization
 - ❖ Flexibility

Enabling propositions

- UX Design
 - Responsive, client-side technologies
 - Apps
 - Chatbots, Virtual Assistants
 - Digital collaboration
 - Social Media
-
- UX Design
 - Responsive, client-side technologies
 - 360° Customer View
 - Google-like search
 - Commissioning
 - Needs-based selling approach
-
- RPA
 - BPM, Case Management
 - Artificial Intelligence, NLU/NLP
 - AMS models
 - Test Factory / Test Automation
 - Continuous deployment / continuous delivery
-
- Integration Architectures / ESB
 - Microservices / API
 - Cloud / Containerization
 - Core System re-engineering
 - Mainframe decommissioning
 - Fast Data / Big Data

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Guidewire Partnership Journey

A new strategic Partnership

In 2019 Fincons defined its strategy for business development, in Italy and abroad: in continuity with the depicted history of partnerships, Fincons defined to invest in the partnership with Guidewire, soon starting the partnership path, leveraging on its existing contacts in Italy

Guidewire has been selected because:

- it is a recognized leader as platform for Claims and P&C portfolio areas
- most of the International Insurance Groups adopted GW as the reference platform
- Aviva Italy selected GW as the Claims platform after Unipol, Zurich, Verti and ConTe, thus generating potential market in Italy for system integration
- it is active in the Claims and in the P&C areas, where Fincons believes to have strong competencies and references; this, in addition to our system integration and application maintenance skills (in terms both of references and of methodology), makes us confident to be able to become an interesting partner for GW itself and for its Clients
- the setup of a vertical competence center on GW located in its Nearshore Delivery Center in Bari could make of Fincons an outstanding provider for GW services both in Italy and abroad, with an interesting quality/costs balance

Guidewire partnership is a strategic investment for Fincons Group in order to expand its presence and relevance in the Insurance sector, in Italy and abroad.

Fincons Guidewire Competence Center Delivery Model

To be attractive also costs-wise while maintaining an optimal quality/costs balance, Fincons set up its “GW Competence Center” as a cross-location team with Business Analysis activities delivered either onsite or near shore in Milan and development activities delivered near shore in Bari



GuideWire certified Fincons professionals onsite with experts in the business products and processes especially for the Insurance sector and for P&C and Claims in particular.

The principle profiles involved are:

- Project/Service Manager
- Business Analyst
- Architect

Onsite

GuideWire certified Fincons professionals in remote centers in Bari and Milan with a high level of efficiency: low turnover, large FSI delivery team, English proficiency, proximity, proven ramp-up ability, peaks management and proactivity.

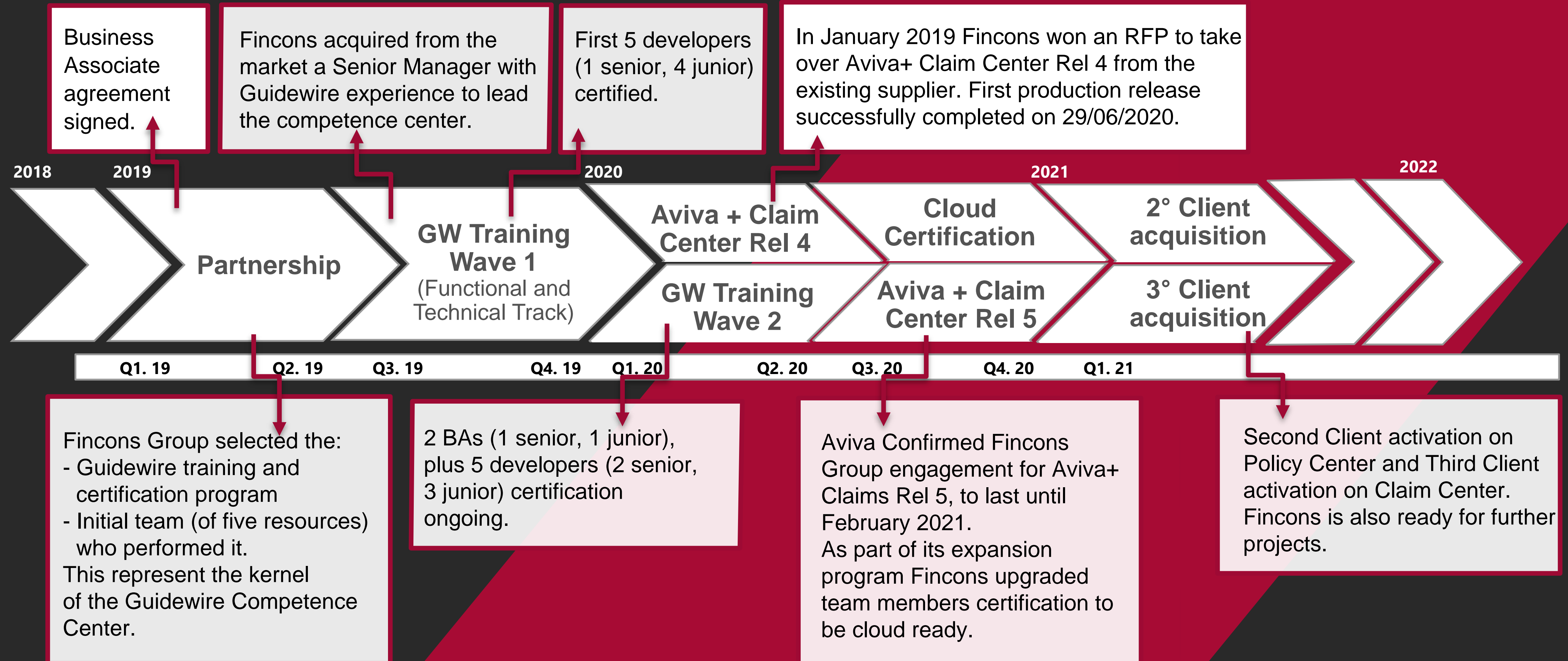
The principle profiles involved are:

- Team Leader
- Technical Analyst
- Developer

Competence Center

The Partnership journey

The Guidewire Partnership roadmap includes some well-defined steps which brought us to the Select Partner level at the beginning of 2021



Main achievements

- 10 developers certified specialist
- 6 developers ongoing to be certified professional
- 1 BA certified professional
- 1 BA ongoing to be certified professional
- First projects delivered
- Aviva high level of satisfaction achieved, and engagement confirmed for Aviva Plus Claims Release 5 (from September 2020 to February 2021)

Why choosing Fincons Group as partner for Guidewire

- ❑ End to end system integrator with Insurance as well Technical know how
- ❑ Deep know how of the Insurance business processes and regulations
- ❑ International presence (Switzerland, Italy, UK, US, France and Germany), supported by a strategic expansion initiative and deep local business and regulation know how
- ❑ Competitive pricing positioning and ability to scale up teams as needed thanks to the Near Shore delivery center located in Bari (Italy)
- ❑ Consolidated company with 38+ years presence on the market
- ❑ Constant growth (revenues doubled every 5 years)
- ❑ Last year goals (team ramp up and first client engagements acquisition) achieved, ready to expand footprint

FINCONS GROUP

Reliable as a large company
agile as a small enterprise

...let's work together...

FINCONS GROUP
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