



BRIAN WAINWRIGHT

GUIDEWIRE HEAD OF DISCIPLINE

CONTACT

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- [linkedin.com/in/brianwainwright](https://www.linkedin.com/in/brianwainwright)

SKILLS

- Expert in Guidewire PolicyCenter, ClaimCenter and BillingCenter
- Product Strategy & Roadmap Planning
- Stakeholder & Client Engagement
- Go-to-Market (GTM) Strategy for Insurance Tech
- Data-Driven Decision Making & Competitive Analysis
- Agile Product Development, SAFe & SurePath Frameworks
- Proficient in GOSU, Java, SQL and Web Services
- Extensive experience of the insurance industry, including P&C and London Markets
- Excellent problem-solving, analytical and communication skills
- Strong customer facing skills
- Experienced in pre-sales, sales support and opportunity management.
- Experienced Guidewire practice manager

CERTIFICATIONS

- Originally trained at certified directly by Guidewire in 2007
- Guidewire Certified Specialist - PolicyCenter / ClaimCenter / Integration
- Guidewire Certified Professional - PolicyCenter
- Guidewire Certified ACE (in progress)

PROFILE

Guidewire Practice Manager and Strategic Product Leader with 19+ years of experience driving innovation, digital transformation, and market-leading Guidewire solutions. Expert in aligning business needs with Guidewire's capabilities, shaping product roadmaps, go-to-market strategies, and feature enhancements to improve operational efficiency. Strong background in pre-sales, sales enablement, customer engagement, and Agile delivery, ensuring Guidewire products meet the evolving needs of insurers. Vastly experienced in P&C insurance and London Markets. Responsible for a wide range of areas including account, people and resource management, pre-sales and sales support, opportunity management, client engagement and customer success management, as well as project technical oversight.

WORK EXPERIENCE

Endava (via M&A)

2022 - PRESENT

Guidewire Head of Discipline

- Led product strategy and roadmap development for Guidewire solutions, ensuring alignment with insurer market trends and customer needs
- Collaborated with sales, engineering, and customer success teams to define product enhancements, features, and go-to-market strategies
- Championed the adoption of Guidewire Cloud & digital capabilities, advising insurers on modernization strategies
- Support pre-sales and sales
- Input to overall Guidewire strategy both commercial and technical
- Account, opportunity and resource management
- Delivery Location management, including management of project teams and direct people management
- Development of Endava GWCP transition programme strategy
- Member of the transition team as part of the Business Agility merger & acquisition process

Business Agility

2006 - 2022

Guidewire Managing Consultant / Senior Management Team

- Support of pre-sale and sales, responding to RFP/RFIs, responsible for architecture and program plans, including cost and resourcing estimates and active member of the sales team
- Overall management of all Guidewire resourcing, including technical and business analysts. Also responsible for hiring
- Account management and customer success management
- Responsible for professional development of team members
- Technical oversight and support for active Guidewire projects
- Delivery of over 18 successful Guidewire projects



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KEY PROJECTS

- **Stripe Marketplace Connectors** 2024 - PRESENT
 - Integrates Stripe Virtual and Physical Card Issuing and Recipient Payments with Guidewire ClaimCenter
 - Product Owner / Programme Manager
- **NFU Mutual - Bridge Programme** 2020 - 2024
 - PolicyCenter v10 Implementation / Solution Assurance
 - Technical Lead / Technical Architect / Customer Engagement Manager/ Design Authority
- **AXA UK - "Sherlock"** 2019
 - Integration of custom "Sherlock" fraud system into ClaimCenter & PolicyCenter v10
 - Integration Lead / Architect / Design Authority
- **ADAC Munich - ClaimCenter Implementation** 2019
 - ClaimCenter Implementation
 - Integration Lead / Architect
- **Ethias - Solution Assurance (*)** 2018
 - Solution Assurance / Health Check
 - Principal Implementation Architect / Project Lead
- **Direct Line Group - Upgrade (*)** 2018
 - ClaimCenter v5 to v9 Upgrade
 - Technical Lead / Principal Implementation Architect
- **Enstar - London Markets Implementation** 2016-2018
 - First London Markets Extension Pack (LMEP) for ClaimCenter implementation
 - Remediation and extension of LMEP product
 - Technical Lead / Technical Architect
- **Enstar - ClaimCenter Enhancements** 2015
 - Customisation of Policy Search Adapter to support multiple PAS and additional lines of business
 - Implementation of multi currency support
 - Technical Lead / Technical Architect
- **Hastings Direct - Digital Portal** 2013-2014
 - Implementation of Business Agility's "Agile Bridge" product to provide connectivity between PolicyCenter and Hastings Direct's existing legacy digital sales portal
 - Product Owner / Technical Lead / Technical Architect
- **RBS / Direct Line Group - Claims Transformation (*)** 2010-2014
 - ClaimCenter v5 implementation for personal and commercial lines
 - Guidewire Integration Trainer to class of 30+ RBS employees
 - Overall integration architecture / design
 - Change management
 - Leading/mentoring teams of integration client and SI developers
 - Go live deployments and warranty support
 - Integration Lead (Release 1) / Lead Integration Architect (Release 2)



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- **Towergate - ClaimCenter Upgrade** 2009
 - First UK ClaimCenter v3 to v5 upgrade
 - Technical Lead
 - **Homeserve** 2009
 - Business Agility delivered the first UK ClaimCenter implementation for Homeserve
 - Health Check
 - Enhancement of original implementation for new requirements
 - Integration Developer
 - **California Insurance Guarantee Association (*)** 2007-2008
 - Upgrade of ClaimCenter v3 to v4
 - Enhancement of core product for new business requirements
 - Integration Lead
 - **Montana State Fund - Upgrade (*)** 2007
 - ClaimCenter v3.2 to v4 Upgrade
 - Integration Lead
- (* indicates white labelled for Guidewire)