Tech Mahindra and Canal Insurance Sign Strategic Partnership to Accelerate Digital Transformation in P&C Commercial Auto Insurance

Technology

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Pune – September 30th, 2025: Tech Mahindra (NSE: TECHM), a leading global provider of technology consulting and digital solutions to enterprises across industries, announced a strategic partnership with Canal Insurance Company, a subsidiary of Canal Financial Group. The partnership will accelerate digital transformation across the Commercial Auto (Trucking) and Property & Casualty (P&C) insurance market in North America.

Combining Tech Mahindra's proven Guidewire, cloud, data, and AI capabilities with Canal Insurance's deep industry expertise in commercial auto underwriting and claims, the partnership will deliver a digital-first, modern, end-user experience and self-service capabilities. The partnership will include Guidewire managed services and API led digital transformation designed to provide best-in-class experiences, including self service capabilities and reduced turnaround time to process quotes. It will further reduce costs, improve speed to market, and address technology debt reduction for agents,

policyholders, and other stakeholders.

Roshan Shetty, Head of BFSI & Public Sector - Americas, Tech Mahindra, said, *"Insurers are under constant pressure to optimize costs while simultaneously delivering more value to their customers and agents. This dual challenge often limits their ability to innovate and scale effectively. Our partnership with Canal Insurance addresses this need by combining their deep industry expertise with our Guidewire, cloud, and AI capabilities. We are committed to enabling Canal Insurance with streamlined operations, accelerated digital transformation, and achieving sustainable efficiency gains."*

Through this partnership, Tech Mahindra will also design and develop a future-ready, AI-driven architecture to empower Canal Insurance's ecosystem with actionable insights and intelligence for its stakeholders. The partnership reinforces Tech Mahindra's position as an innovative and emerging leader in insurance technology, while further expanding its Guidewire practice across the P&C insurance industry. As the market-leading platform, Guidewire provides comprehensive, end-to-end functionality for insurers to conduct their business in line with industry standards.

Laura Beth Medley, Vice President, Chief Human Resources & Corporate Communication Officer, Canal Insurance, said, *"We're excited about our new AMS partnership with Tech Mahindra as Canal scales ambitiously in the commercial trucking industry. This collaboration strengthens our foundation and supports our broader digital journey to deliver faster, smarter*

solutions for all stakeholders."

Sai Thotapalli, Chief Technology Officer, Canal Insurance, said, *"Our AMS partnership with Tech Mahindra is central to Canal's modernization strategy. With Tech Mahindra's expertise in Guidewire and automation, we are simplifying operations and optimizing costs while laying the foundation for cloud adoption and digital innovation that will enhance experiences for our agents and policyholders."*

With over 25 years of experience in transforming the insurance industry, Tech Mahindra has been at the forefront of enabling carriers to modernize operations, embrace digital-first solutions, and unlock long-term value. Its proven expertise has helped global insurers drive product innovation and streamline processes. This partnership with Canal Insurance further reinforces Tech Mahindra's commitment to revolutionizing the P&C and Commercial Auto insurance landscape and solidifying its position as a trusted transformation partner.

About Canal Insurance Company

Rated A- by A.M. Best, Canal Insurance Company has specialized in providing insurance to commercial trucking and specialty transportation insured through selected professional agents for more than 85 years.

Visit canalinsurance.com for other news and information.

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About Tech Mahindra

Tech Mahindra (NSE: TECHM) offers technology consulting and digital solutions to global enterprises across industries, enabling transformative scale at unparalleled speed. With 148,000+ professionals across 90+ countries helping 1100+ clients, Tech Mahindra provides a full spectrum of services including consulting, information technology, enterprise applications, business process services, engineering services, network services, customer experience & design, AI & analytics, and cloud & infrastructure services. It is the first Indian company in the world to have been awarded the Sustainable Markets Initiative's Terra Carta Seal, which recognizes global companies that are actively leading the charge to create a climate and nature-positive future. Tech Mahindra is part of the Mahindra Group, founded in 1945, one of the largest and most admired multinational federation of companies.

For more information on how TechM can partner with you to meet your Scale at Speed™ imperatives, please visit https://www.techmahindra.com/

Our Social Media Channels 

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