

# Buyer Company Profile

Atlantic International BUY SIDE

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## Executive Summary

**\$2,000M**

Annual Revenue

**8,954**

Employees

**\$77.8M**

IT Budget

**3.9%**

IT % of Revenue

**568**

IT Headcount

**39**

Applications

**18**

Office Locations

**1983**

Founded

## Company Profile

<b>Headquarters</b>	Miami, FL
<b>Ownership</b>	Public
<b>Industry</b>	Insurance
<b>Data Centers</b>	4

## Application Inventory

**39**

**\$25,712,327**

Total Applications

**28**

Cloud/SaaS

**11**

On-Prem/Hybrid

### By Category

Category	Count	Annual Cost
Policy Administration	3	\$3,128,996
CRM/Agency Management	2	\$2,254,171
Billing	3	\$2,249,841
Claims Management	3	\$2,233,358
ERP	2	\$2,182,192
Underwriting	2	\$1,929,156
HR/HCM	2	\$1,881,205
Analytics & Actuarial	2	\$1,701,852
Document Management	2	\$1,591,448

Security	2	\$1,115,603
Finance	2	\$1,007,052
Collaboration	2	\$983,975
IT Service Management	2	\$940,070
Identity & Access	2	\$716,624
Data & Analytics	2	\$661,812
Email & Communication	2	\$593,288
Monitoring & Observability	2	\$389,883
Backup & DR	2	\$151,802

## Complete Application List

Application	Vendor	Category	Version	Hosting	Users	Annual Cost	Criticality
<b>Guidewire PolicyCenter</b>	Guidewire	Policy Administration	Innsbruck	Cloud	4,350	\$1,356,769	CRITICAL
<b>Oracle ERP Cloud</b>	Oracle	ERP	23D	Cloud	4,272	\$1,251,750	CRITICAL
<b>ADP Workforce Now</b>	ADP	HR/HCM	2024	SaaS	6,400	\$1,177,961	HIGH
<b>Microsoft Dynamics 365 Sales</b>	Microsoft	CRM/Agency Management	2023 Wave 2	SaaS	7,059	\$1,140,787	MEDIUM
<b>Salesforce Sales Cloud</b>	Salesforce	CRM/Agency Management	Spring '24	SaaS	5,721	\$1,113,384	MEDIUM
<b>Duck Creek Policy</b>	Duck Creek	Underwriting	11	SaaS	3,115	\$1,067,275	MEDIUM
<b>NetSuite</b>	Oracle	ERP	2023.1	SaaS	6,149	\$930,442	CRITICAL
<b>Amdocs Revenue Management</b>	Amdocs	Billing	2024.1	Hybrid	6,438	\$912,945	HIGH
<b>Duck Creek Policy</b>	Duck Creek	Policy Administration	11	SaaS	5,144	\$899,348	CRITICAL
<b>Qlik Sense</b>	Qlik	Analytics & Actuarial	May 2024	On Prem	5,701	\$898,192	LOW

<b>Concur</b>	SAP	Finance	evergreen	SaaS	4,578	\$885,617	HIGH
<b>DocuSign</b>	DocuSign	Document Management	evergreen	SaaS	3,937	\$880,837	MEDIUM
<b>Majesco Policy for L&amp;A</b>	Majesco	Policy Administration	2023.1	Cloud	4,849	\$872,879	CRITICAL
<b>Duck Creek Claims</b>	Duck Creek	Claims Management	12	SaaS	5,843	\$868,723	CRITICAL
<b>Duck Creek Policy</b>	Duck Creek	Underwriting	10	On Prem	4,232	\$861,881	MEDIUM
<b>Qlik Sense</b>	Qlik	Analytics & Actuarial	Nov 2023	SaaS	6,660	\$803,660	MEDIUM
<b>Netcracker Revenue Management</b>	NEC/Netcracker	Billing	16	On Prem	3,784	\$725,943	HIGH
<b>OpenText Content Suite</b>	OpenText	Document Management	23.4	Cloud	3,822	\$710,611	MEDIUM
<b>ADP Workforce Now</b>	ADP	HR/HCM	2024	SaaS	5,723	\$703,243	HIGH
<b>Duck Creek Claims</b>	Duck Creek	Claims Management	11	On Prem	6,294	\$691,189	CRITICAL
<b>Duck Creek Claims</b>	Duck Creek	Claims Management	11	On Prem	4,491	\$673,445	CRITICAL
<b>CrowdStrike Falcon</b>	CrowdStrike	Security	evergreen	SaaS	6,208	\$612,811	HIGH
<b>CSG Ascendon</b>	CSG	Billing	2024	Hybrid	4,643	\$610,953	HIGH
<b>Slack Business+</b>	Salesforce	Collaboration	evergreen	SaaS	6,584	\$509,409	LOW
<b>CrowdStrike Falcon</b>	CrowdStrike	Security	evergreen	SaaS	4,200	\$502,791	HIGH
<b>ServiceNow ITSM</b>	ServiceNow	IT Service Management	Tokyo	SaaS	6,681	\$483,473	HIGH
<b>Microsoft 365 E3</b>	Microsoft	Collaboration	evergreen	SaaS	6,860	\$474,565	MEDIUM
<b>Jira Service Management</b>	Atlassian	IT Service Management	evergreen	On Prem	6,440	\$456,597	HIGH
<b>Qlik Sense</b>	Qlik	Data & Analytics	May 2024	On Prem	4,877	\$443,243	LOW
<b>Mimecast Email Security</b>	Mimecast	Email & Communication	evergreen	SaaS	5,033	\$420,951	MEDIUM
<b>CyberArk Privileged Access</b>	CyberArk	Identity & Access	13.0	SaaS	4,662	\$359,638	MEDIUM

<b>CyberArk Privileged Access</b>	CyberArk	Identity & Access	13.2	SaaS	6,001	\$356,986	MEDIUM
<b>PagerDuty</b>	PagerDuty	Monitoring & Observability	evergreen	SaaS	6,181	\$231,770	LOW
<b>Snowflake</b>	Snowflake	Data & Analytics	evergreen	SaaS	5,840	\$218,569	MEDIUM
<b>Proofpoint Email Protection</b>	Proofpoint	Email & Communication	evergreen	SaaS	5,541	\$172,337	MEDIUM
<b>Dynatrace</b>	Dynatrace	Monitoring & Observability	evergreen	SaaS	3,619	\$158,113	MEDIUM
<b>Coupa</b>	Coupa	Finance	R35	SaaS	2,901	\$121,436	HIGH
<b>Commvault Complete</b>	Commvault	Backup & DR	2022	Hybrid	3,664	\$104,385	LOW
<b>Veeam Backup &amp; Replication</b>	Veeam	Backup & DR	11	On Prem	4,854	\$47,418	MEDIUM

## IT Asset Inventory

4

Data Centers

1

Cloud Providers

\$5,156,760

Total Infra Spend

Warm

DR Strategy

### Data Center Facilities

Facility	Location	Type	Tier	Capacity	Annual Cost
<b>Primary DC - Chicago</b>	Chicago, IL	Colocation	Tier 3	28 racks	\$801,164
<b>Secondary DC - Phoenix</b>	Phoenix, AZ	Owned	Tier 3	5 racks	\$0
<b>Secondary DC - Atlanta</b>	Atlanta, GA	Colocation	Tier 2	13 racks	\$422,849
<b>Secondary DC - New York</b>	New York, NY	Owned	Tier 2	8 racks	\$0

### Cloud Infrastructure

Provider	Region	Accounts	Services	Monthly	Annual
aws	us-east-2	21	S3, EC2, SNS	\$327,729/mo	\$3,932,747/yr

## Security Tools

Component	Solution
Firewall	Check Point
Endpoint Protection	Carbon Black
SIEM	Microsoft Sentinel
MFA	Microsoft Authenticator
Email Security	Mimecast
Backup	Dell Data Protection

## IT Organization

568

\$79,488,535

23%

7

Total IT Headcount

Total Personnel Cost

Outsourced

Teams

## Leadership

C-Level IT: **CIO, CISO, CTO** | Org Model: **Hybrid**

## Team Summary

Team	Headcount	Personnel Cost	Outsourced %
<b>Applications</b>	174	\$24,587,851	33%

<b>Infrastructure</b>	101	\$14,434,585	25%
<b>Security &amp; Compliance</b>	68	\$11,374,872	0%
<b>Service Desk</b>	84	\$6,897,087	42%
<b>Data &amp; Analytics</b>	57	\$9,249,571	25%
<b>PMO</b>	45	\$5,974,324	0%
<b>IT Leadership</b>	39	\$6,970,245	0%

## Integration Context

Key buyer platforms that will inform target integration strategy.

### Core Systems (Integration Targets)

<b>ERP Platform</b>	Oracle ERP Cloud
<b>CRM Platform</b>	Not documented
<b>HR/HCM Platform</b>	Not documented
<b>Primary Cloud</b>	AWS

### Integration Implications

Target applications in these categories will likely need to be evaluated for:

- Migration to buyer platform (consolidation)
- Integration with buyer platform (co-existence)
- Replacement with buyer standard

Buyer Company Profile - M&A IT Due Diligence

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