

Buyer Company Profile

Atlantic International BUY SIDE

Generated: January 06, 2026 at 04:57 PM | Industry: Insurance | Scenario ID: 1cf9434d

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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

Headquarters	Miami, FL
Ownership	Public
Industry	Insurance
Data Centers	4

Application Inventory

39	\$25,712,327	28	11
Total Applications	Total Annual Cost	Cloud/SaaS	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
Guidewire PolicyCenter	Guidewire	Policy Administration	Innsbruck	Cloud	4,350	\$1,356,769	CRITICAL
Oracle ERP Cloud	Oracle	ERP	23D	Cloud	4,272	\$1,251,750	CRITICAL
ADP Workforce Now	ADP	HR/HCM	2024	Saas	6,400	\$1,177,961	HIGH
Microsoft Dynamics 365 Sales	Microsoft	CRM/Agency Management	2023 Wave 2	Saas	7,059	\$1,140,787	MEDIUM
Salesforce Sales Cloud	Salesforce	CRM/Agency Management	Spring '24	Saas	5,721	\$1,113,384	MEDIUM
Duck Creek Policy	Duck Creek	Underwriting	11	Saas	3,115	\$1,067,275	MEDIUM
NetSuite	Oracle	ERP	2023.1	Saas	6,149	\$930,442	CRITICAL
Amdocs Revenue Management	Amdocs	Billing	2024.1	Hybrid	6,438	\$912,945	HIGH
Duck Creek Policy	Duck Creek	Policy Administration	11	Saas	5,144	\$899,348	CRITICAL
Qlik Sense	Qlik	Analytics & Actuarial	May 2024	On Prem	5,701	\$898,192	LOW

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

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

IT Asset Inventory

4	1	\$5,156,760	Warm
Data Centers	Cloud Providers	Total Infra Spend	DR Strategy

Data Center Facilities

Facility	Location	Type	Tier	Capacity	Annual Cost
Primary DC - Chicago	Chicago, IL	Colocation	Tier 3	28 racks	\$801,164
Secondary DC - Phoenix	Phoenix, AZ	Owned	Tier 3	5 racks	\$0
Secondary DC - Atlanta	Atlanta, GA	Colocation	Tier 2	13 racks	\$422,849
Secondary DC - New York	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 %
Applications	174	\$24,587,851	33%

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

Integration Context

Key buyer platforms that will inform target integration strategy.

Core Systems (Integration Targets)

ERP Platform	Oracle ERP Cloud
CRM Platform	Not documented
HR/HCM Platform	Not documented
Primary Cloud	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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