

Buyer Company Profile

Guardian International BUY SIDE

Generated: January 07, 2026 at 12:38 PM | Industry: Insurance | Scenario ID: 911f50bb

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Executive Summary

\$2,000M

Annual Revenue

8,176

Employees

\$77.8M

IT Budget

3.9%

IT % of Revenue

655

IT Headcount

36

Applications

18

Office Locations

1968

Founded

Company Profile

Headquarters	New York, NY
Ownership	Public
Industry	Insurance
Data Centers	2

Application Inventory

36

\$20,877,059

Total Applications

27

Cloud/SaaS

9

On-Prem/Hybrid

By Category

Category	Count	Annual Cost
Policy Administration	3	\$2,833,460
HR/HCM	2	\$2,126,989
ERP	2	\$2,105,970
Billing	3	\$1,952,031
CRM/Agency Management	2	\$1,729,844
Claims Management	2	\$1,674,209
Document Management	2	\$1,193,833
IT Service Management	2	\$1,162,780
Collaboration	2	\$1,088,164

Analytics & Actuarial	2	\$1,011,790
Finance	2	\$824,757
Data & Analytics	2	\$781,219
Security	2	\$728,642
Email & Communication	2	\$620,426
Identity & Access	2	\$586,117
Monitoring & Observability	2	\$316,302
Backup & DR	2	\$140,527

Complete Application List

Application	Vendor	Category	Version	Hosting	Users	Annual Cost	Criticality
Guidewire PolicyCenter	Guidewire	Policy Administration	Innsbruck	Cloud	3,387	\$1,147,691	CRITICAL
Workday HCM	Workday	HR/HCM	2023R2	SaaS	5,099	\$1,121,054	HIGH
NetSuite	Oracle	ERP	2023.1	SaaS	4,326	\$1,091,203	CRITICAL
Oracle ERP Cloud	Oracle	ERP	23D	Cloud	3,886	\$1,014,767	CRITICAL
SAP SuccessFactors	SAP	HR/HCM	2H 2023	SaaS	4,694	\$1,005,935	HIGH
Duck Creek Policy	Duck Creek	Policy Administration	10	On Prem	3,373	\$957,884	CRITICAL
Guidewire ClaimCenter	Guidewire	Claims Management	Kufri	Cloud	3,341	\$874,373	CRITICAL
Salesforce Sales Cloud	Salesforce	CRM/Agency Management	Winter '24	SaaS	3,855	\$873,076	MEDIUM
Microsoft Dynamics 365 Sales	Microsoft	CRM/Agency Management	2023 Wave 2	Hybrid	4,924	\$856,768	MEDIUM

Amdocs Revenue Management	Amdocs	Billing	2022.1	On Prem	3,925	\$814,232	HIGH
Duck Creek Claims	Duck Creek	Claims Management	12	SaaS	4,208	\$799,835	CRITICAL
Qlik Sense	Qlik	Analytics & Actuarial	Nov 2023	On Prem	6,528	\$798,631	MEDIUM
Majesco Policy for L&A	Majesco	Policy Administration	2023.2	Cloud	4,692	\$727,885	CRITICAL
BlackLine	BlackLine	Finance	evergreen	SaaS	5,427	\$701,958	HIGH
Netcracker Revenue Management	NEC/Netcracker	Billing	18	On Prem	5,200	\$660,102	HIGH
OpenText Content Suite	OpenText	Document Management	23.2	Cloud	4,225	\$656,409	MEDIUM
Zoom Business	Zoom	Collaboration	evergreen	SaaS	4,293	\$609,120	MEDIUM
ServiceNow ITSM	ServiceNow	IT Service Management	Tokyo	SaaS	6,955	\$598,255	HIGH
CrowdStrike Falcon	CrowdStrike	Security	evergreen	SaaS	4,589	\$595,793	HIGH
Tableau	Salesforce	Data & Analytics	2024.1	On Prem	5,604	\$592,725	MEDIUM
BMC Helix ITSM	BMC	IT Service Management	23.2	SaaS	4,073	\$564,526	HIGH
Box Enterprise	Box	Document Management	evergreen	SaaS	5,553	\$537,423	MEDIUM
Microsoft 365 E3	Microsoft	Collaboration	evergreen	SaaS	4,958	\$479,044	MEDIUM
CSG Ascendon	CSG	Billing	2023	SaaS	3,904	\$477,698	HIGH
Microsoft Entra ID (Azure AD)	Microsoft	Identity & Access	evergreen	SaaS	4,296	\$455,275	MEDIUM
Microsoft Exchange Online	Microsoft	Email & Communication	evergreen	SaaS	3,213	\$337,090	MEDIUM
Proofpoint Email Protection	Proofpoint	Email & Communication	evergreen	SaaS	3,982	\$283,336	MEDIUM
PagerDuty	PagerDuty	Monitoring &	evergreen	SaaS	5,101	\$230,355	MEDIUM

Observability								
Databricks	Databricks	Analytics & Actuarial	evergreen	SaaS	6,140	\$213,159	MEDIUM	
Snowflake	Snowflake	Data & Analytics	evergreen	SaaS	4,819	\$188,494	LOW	
Splunk Enterprise Security	Splunk	Security	9.2	SaaS	4,297	\$132,849	HIGH	
Active Directory Domain Services	Microsoft	Identity & Access	Windows Server 2016	Hybrid	5,667	\$130,841	MEDIUM	
Coupa	Coupa	Finance	R34	SaaS	5,030	\$122,799	HIGH	
Datadog	Datadog	Monitoring & Observability	evergreen	SaaS	3,688	\$85,947	LOW	
Commvault Complete	Commvault	Backup & DR	2023	Hybrid	6,034	\$82,799	MEDIUM	
Veeam Backup & Replication	Veeam	Backup & DR	12.0	On Prem	3,662	\$57,728	MEDIUM	

IT Asset Inventory

2

Data Centers

2

Cloud Providers

\$10,309,493

Total Infra Spend

Hot

DR Strategy

Data Center Facilities

Facility	Location	Type	Tier	Capacity	Annual Cost
Primary DC - Atlanta	Atlanta, GA	Colocation	Tier 3	17 racks	\$665,370
Secondary DC - New York	New York, NY	Colocation	Tier 3	4 racks	\$124,235

Cloud Infrastructure

Provider	Region	Accounts	Services	Monthly	Annual
aws	us-east-2	30	Lambda, VPC, DynamoDB	\$555,327/mo	\$6,663,922/yr
azure	eastus	17	Virtual Network, Cosmos DB, Service Bus	\$237,997/mo	\$2,855,967/yr

Security Tools

Component	Solution
Firewall	Juniper
Endpoint Protection	Symantec
SIEM	Splunk
MFA	Okta
Email Security	Proofpoint
Backup	Dell Data Protection

IT Organization

655

Total IT Headcount

\$90,245,512

Total Personnel Cost

13%

Outsourced

7

Teams

Leadership

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

Team Summary

Team	Headcount	Personnel Cost	Outsourced %
Applications	200	\$26,985,696	0%
Infrastructure	117	\$16,594,704	44%
Security & Compliance	78	\$12,815,922	0%
Service Desk	98	\$8,239,625	38%
Data & Analytics	65	\$10,326,247	0%
PMO	52	\$7,323,305	0%
IT Leadership	45	\$7,960,014	0%

Integration Context

Key buyer platforms that will inform target integration strategy.

Core Systems (Integration Targets)

ERP Platform	NetSuite
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

Generated 2026-01-07 12:38