

## MIRA INFORM REPORT

Report No. :	527781
Report Date :	03.09.2018

### IDENTIFICATION DETAILS

Name :	ACQUIA INC.
Registered Office :	251 Little Falls Drive, Wilmington, New Castle, DE, 19808, USA
Country :	United States
Financials (as on) :	2017 [Summarized]
Date of Incorporation :	25.06.2007
Legal Form :	Corporation
Line of Business :	Subject develops cloud based, enterprise software solutions for customers in government, consumer brands higher education, high tech, media/entertainment, life sciences, and financial services industries.
No. of Employees :	630 (More Than 800 Employees Worldwide)

### RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23<sup>rd</sup> January 2017)

MIRA's Rating :	A
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Credit Rating	Explanation	Rating Comments
A	Acceptable Risk	Business dealings permissible with moderate risk of default

Status :	Good
Payment Behaviour :	Regular
Litigation :	Clear

#### NOTES :

Any query related to this report can be made on e-mail : [infodept@mirainform.com](mailto:infodept@mirainform.com) while quoting report number, name and date.

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**ECGC Country Risk Classification List**

Country Name	Previous Rating (31.12.2017)	Current Rating (01.04.2018)
United States	A1	A1

Risk Category	ECGC Classification
Insignificant	A1
Low Risk	A2
Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1
High Risk	C2
Very High Risk	D

**UNITED STATES - ECONOMIC OVERVIEW**

The US has the most technologically powerful economy in the world, with a per capita GDP of \$59,500. US firms are at or near the forefront in technological advances, especially in computers, pharmaceuticals, and medical, aerospace, and military equipment; however, their advantage has narrowed since the end of World War II. Based on a comparison of GDP measured at purchasing power parity conversion rates, the US economy in 2014, having stood as the largest in the world for more than a century, slipped into second place behind China, which has more than tripled the US growth rate for each year of the past four decades.

In the US, private individuals and business firms make most of the decisions, and the federal and state governments buy needed goods and services predominantly in the private marketplace. US business firms enjoy greater flexibility than their counterparts in Western Europe and Japan in decisions to expand capital plant, to lay off surplus workers, and to develop new products. At the same time, businesses face higher barriers to enter their rivals' home markets than foreign firms face entering US markets.

Long-term problems for the US include stagnation of wages for lower-income families, inadequate investment in deteriorating infrastructure, rapidly rising medical and pension costs of an aging population, energy shortages, and sizable current account and budget deficits.

The onrush of technology has been a driving factor in the gradual development of a "two-tier" labor market in which those at the bottom lack the education and the professional/technical skills of those at the top and, more and more, fail to get comparable pay raises, health insurance coverage, and other benefits. But the globalization of trade, and especially the rise of low-wage producers such as China, has put additional downward pressure on wages and upward pressure on the return to capital. Since 1975, practically all the gains in household income have gone to the top 20% of households. Since 1996, dividends and capital gains have grown faster than wages or any other category of after-tax income.

Imported oil accounts for more than 50% of US consumption and oil has a major impact on the overall health of the economy. Crude oil prices doubled between 2001 and 2006, the year home prices peaked; higher gasoline prices ate into consumers' budgets and many individuals fell behind in their mortgage payments. Oil prices climbed another 50% between 2006 and 2008, and bank foreclosures more than doubled in the same period. Besides dampening the housing market, soaring oil prices caused a drop in the value of the dollar and a deterioration in the US merchandise trade deficit, which peaked at \$840 billion in 2008. Because the US economy is energy-intensive, falling oil prices since 2013 have alleviated many of the problems the earlier increases had created.

The sub-prime mortgage crisis, falling home prices, investment bank failures, tight credit, and the global economic downturn pushed the US into a recession by mid-2008. GDP contracted until the third quarter of 2009, the deepest and longest downturn since the Great Depression. To help stabilize financial markets, the US Congress established a \$700 billion Troubled Asset Relief Program in October 2008. The government used some of these funds to purchase equity in US banks and industrial corporations, much of which had been returned to the government by early 2011. In January 2009, Congress passed and former President Barack OBAMA signed a bill providing an additional \$787 billion fiscal stimulus to be used over 10 years - two-thirds on additional spending and one-third on tax cuts - to create jobs and to help the economy recover. In 2010 and 2011, the federal budget deficit reached nearly 9% of GDP. In 2012, the Federal Government reduced the growth of spending and the deficit shrank to 7.6% of GDP. US revenues from taxes and other sources are lower, as a percentage of GDP, than those of most other countries.

Wars in Iraq and Afghanistan required major shifts in national resources from civilian to military purposes and contributed to the growth of the budget deficit and public debt. Through FY 2018, the direct costs of the wars will have totaled more than \$1.9 trillion, according to US Government figures.

In March 2010, former President OBAMA signed into law the Patient Protection and Affordable Care Act (ACA), a health insurance reform that was designed to extend coverage to an additional 32 million Americans by 2016,

through private health insurance for the general population and Medicaid for the impoverished. Total spending on healthcare - public plus private - rose from 9.0% of GDP in 1980 to 17.9% in 2010.

In July 2010, the former president signed the DODD-FRANK Wall Street Reform and Consumer Protection Act, a law designed to promote financial stability by protecting consumers from financial abuses, ending taxpayer bailouts of financial firms, dealing with troubled banks that are "too big to fail," and improving accountability and transparency in the financial system - in particular, by requiring certain financial derivatives to be traded in markets that are subject to government regulation and oversight.

The Federal Reserve Board (Fed) announced plans in December 2012 to purchase \$85 billion per month of mortgage-backed and Treasury securities in an effort to hold down long-term interest rates, and to keep short-term rates near zero until unemployment dropped below 6.5% or inflation rose above 2.5%. The Fed ended its purchases during the summer of 2014, after the unemployment rate dropped to 6.2%, inflation stood at 1.7%, and public debt fell below 74% of GDP. In December 2015, the Fed raised its target for the benchmark federal funds rate by 0.25%, the first increase since the recession began. With continued low growth, the Fed opted to raise rates several times since then, and in December 2017, the target rate stood at 1.5%.

In December 2017, Congress passed and President Donald TRUMP signed the Tax Cuts and Jobs Act, which, among its various provisions, reduces the corporate tax rate from 35% to 21%; lowers the individual tax rate for those with the highest incomes from 39.6% to 37%, and by lesser percentages for those at lower income levels; changes many deductions and credits used to calculate taxable income; and eliminates in 2019 the penalty imposed on taxpayers who do not obtain the minimum amount of health insurance required under the ACA. The new taxes took effect on 1 January 2018; the tax cut for corporations are permanent, but those for individuals are scheduled to expire after 2025. The Joint Committee on Taxation (JCT) under the Congressional Budget Office estimates that the new law will reduce tax revenues and increase the federal deficit by about \$1.45 trillion over the 2018-2027 period. This amount would decline if economic growth were to exceed the JCT's estimate.

Source : CIA

## **STATUTORY INFORMATION**

Legal Name	ACQUIA INC.
Trade Name	ACQUIA
ID	ID
ID Details	4377787
Creation Date	2007
Incorporation Date	6/25/2007
Legal Address	251 Little Falls Drive, Wilmington, New Castle, DE, 19808, USA
Operative Address	53 State Street 10th Floor, Boston, MA , 02109, USA
Telephone	888-922-7842
Fax	-
Legal Form	Corporation
E-Mail	-
Registered In	DELAWARE
Website	www.acquia.com
Contact	MICHAEL SULLIVAN - President & CEO
Staff	630 (more than 800 employees worldwide)
Activity	SIC Code: 7372, Prepackaged Software

## **BANKS**

Name of Bank	Reported Amount
BANK OF AMERICA	

## **HISTORY**

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History

Acquia Inc. was founded in 2007 and is based in Boston, Massachusetts. The company was co-founded by Dries Buytaert and Jay Batson. The company is venture capital backed, having received \$173.5 million in eight rounds. The most recent Series G round of funding raised \$55 million in September 2015, led by Centerview Capital. Other investors include Amazon, New Enterprise Associates, Investor Grown Capital, and North Bridge Venture Partners. In February 2015 Acquia announced it had surpassed \$100 million in revenue for 2014, up 46 percent from 2013. In 2013, Acquia was named the Fastest Growing Private Technology Company in North America by Deloitte and remained in the Deloitte's Fastest 500 the next year. On August 21, 2012, Acquia was named #8 on the Inc. (magazine) 500 list for 2012, the #1 software company and #8 company in Boston. On August 22, 2013, Inc. (magazine) 500 fastest growing private companies list, Acquia was ranked #8 in Software and overall #109 in the list. Acquia has received industry recognition, including being identified as a Leader by the 2014 Gartner Magic Quadrant for Web Content Management and a Strong Performer in the 2015 Forrester Wave for Web Content Management Systems.

Key Developments

Acquia Appoints Matt Kaplan to Lead Product Team  
Aug 20 18  
Acquia announced the appointment of Matt Kaplan as its new senior vice president of product, who is responsible for advancing Acquia's portfolio of platform applications that power world-class digital experiences. Kaplan joins Acquia from LogMeIn, where he served as chief product officer and general manager of emerging products. LogMeIn's chief product officer, Kaplan led a team of more than 450 people globally and oversaw product strategy and management, design, and engineering for the company's identity and access management, collaboration, and customer engagement product lines.

SSQ Insurance Selects Acquia and Launches its New Website  
Jun 18 18  
SSQ Insurance launched its new website in collaboration with Acquia. The in-depth analysis of several market-leading solutions led SSQ Insurance to choose Acquia to handle the digital experience of

the new website. Acquia provides an all-in-one Digital Experience Platform (DXP) that enables SSQ Insurance teams to focus on content, innovation and value-added services for its clients and members. Acquia works with Drupal, the most widely used content management system (CMS) in its category, because it offers innovative functionality, is committed to security and is compatible with third-party digital optimization tools. The multiple components of the Acquia intelligent Platform and marketing tools will enable SSQ Insurance to manage, customize and improve its online customer experience at every touchpoint. The Drupal CMS, which is both modern and efficient, offers the functionality and agility required to support the complete execution of the company's Customer Centre and various initiatives related to honing customer services.

Acquia Inc. Presents at Gartner Digital Marketing Conference 2018, May-17-2018 10:15 AM  
May 13 18  
Acquia Inc. Presents at Gartner Digital Marketing Conference 2018, May-17-2018 10:15 AM. Venue: Manchester Grand Hyatt, San Diego, California, United States. Speakers: Eric Fullerton, Product Marketing Manager.  
NA

Parent Company

## **PRINCIPAL ACTIVITY**

General Description

Acquia Inc. develops cloud based, enterprise software solutions for customers in government, consumer brands higher education, high tech, media/entertainment, life sciences, and financial services industries.

Service/Product Description

The company's solutions include Acquia Cloud which is a cloud platform that develops, delivers, and runs websites, applications, and content; Acquia Cloud Site Factory that creates and deploys multiple sites; Acquia Lightning which is a starter kit to build sites and digital experiences; Acquia Digital Asset Manager, a digital asset manager to centralize various assets within an organization; Acquia Commerce that builds digital storefront; and Acquia Lift, a solution that enables users to create brand, campaign, and franchise sites through site templates. Further, it

Sales	offers Acquia Content Hub, a solution that discovers and distributes content from various sources to create multi-channel digital experiences; and Acquia Cloud CD, a continuous delivery service that enables developers to automate processes for code building and testing on production-like environments. The company also provides Acquia Journey, a solution that allows marketing organizations to create data-driven customer journeys.	
Operations Area	Wholesale	
Imports From	National and International	
Export To	No import records were found.	
Employees	No export records were found.	
Payments with Suppliers	630 EMPLOYEES (more than 800 employees worldwide)	
Brands	Regular	
Brand	Comments	
Acquia Cloud	-	
Acquia Cloud Site Factory	-	
Acquia Lift	-	
Acquia Lift for Content Syndication	-	
Acquia Lightning	-	
Clients		
Name of Client	Country	Comments
There are no informed clients		
Comments	The company serves government, consumer brands higher education, high tech, media/entertainment, life sciences, and financial services industries.	
Suppliers		
Supplier Name	Country	Comments
There are no informed suppliers		
Comments	-	

## **LOCATION**

Headquarters	53 STATE STREET 10TH FLOOR, BOSTON, MA , 02109, USA
Branches	Austin, Texas 221 W 6th St Austin, TX 78701 United States  New York, NY 135 E. 57th Street New York, NY 10022 United States  Portland, Oregon 1120 NW Couch St. Suite 630 Portland, OR 97209 United States  San Francisco, CA 44 Montgomery St San Francisco, CA 94104 United States  Washington, D.C. 1440 G St NW Washington, DC 20005 United States

## **GROUP STRUCTURE AND SUBDIARY COMPANIES**

Listed at the stock exchange	NO
Capital	NA
Shareholders (%)	The company does not disclose information on shareholders. The following information has been provided by private sources and could not be confirmed: The major holders of this company are Dries Buytaert and Jay Batson.
Management	MICHAEL SULLIVAN - President & CEO DRIES BUYTAERT - Co-Founder, Chairman & Chief Technology Officer JOSEPH BULENS - Vice President of Finance PRESTON BRADFORD - Chief Operating Officer MIKE STANKUS - Senior Vice President of Worldwide Account Management MICHAEL CAYER - Secretary MICHAEL SKOK - Director RAVI VISWANATHAN - Director RICH D'AMORE - Director TOM BOGAN - Director

Subsidiary Companies

Brisbane, Australia  
140 Ann Street, Level 4  
Brisbane City QLD 4000  
Australia

Germany  
Luise-Ullrich-Str. 20  
80636 München  
Germany

India  
4th Floor, Plot No A-2, MGF Corporate Park, MGF  
Metropolitan Mall  
Late Shaheed Pankaj Wal Marg, Saket  
New Delhi 110017  
Delhi  
India

Paris, France  
7 rue Meyerbeer  
75009 Paris  
France

Reading, UK  
87 Castle Street  
Reading  
RG1 7SN  
United Kingdom

Sydney, Australia  
2 Elizabeth Plaza, Level 10  
North Sydney NSW 2060  
Australia

Toronto, Canada  
111 George Street, Suite 201  
Toronto ON M5A 2N4  
Canada

Related Companies

No related companies were found.

## **FINANCIAL INFORMATION**

General Description

The company does not make its financial statements public. The following information has been provided by private sources:

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Year/Currency	USD 2017
Sales	170.000.000
Money Flow	Normal
Import Fob Dollar Year	Amount
There are not Import Fob Dollar informed	
Export Fob Dollar Year	Amount
There are not Export Fob Dollar informed	

## **LEGAL FILINGS**

Lawsuits	No records found.
Trademarks	<p><b>SITE FACTORY</b>  Advertising and marketing design services, namely, design and development of online marketing campaigns, e-mail and social...  Owned by: ACQUIA INC.  Serial Number: 86063568</p> <p><b>ACQUIA LIFT</b>  Advertising, marketing and promotion services  Owned by: Acquia Inc.  Serial Number: 86461376</p> <p><b>CONTEXTDB</b>  Advertising, marketing and promotion services  Owned by: Acquia Inc.  Serial Number: 86461388</p> <p><b>ACQUIA CLOUD CD</b>  Platform as a service (PAAS) featuring computer software platforms for continuous delivery, continuous deployment and/or...  Owned by: Acquia Inc.  Serial Number: 87352486</p> <p><b>ACQUIA JOURNEY</b>  Platform as a service (PAAS) featuring computer software platforms for use in customer experience</p>

<p>Patents Registered</p> <p>Renewals</p> <p>UCC (Uniform Commercial Code)</p> <p>OFAC Sanctions List Search</p>	<p>management.; Software...  Owned by: Acquia Inc.  Serial Number: 87505199</p> <p>ACQUIA  Downloadable computer software in the field of on-line  content management; downloadable computer  software used to perform...  Owned by: Acquia, Inc.  Serial Number: 77797800  No records found.</p> <p>No records found.</p> <p>No records found.</p> <p>The company is not listed in the OFAC Sanctions List.</p>
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## **SUMMARY**

<p>Summary</p>	<p>Founded in 2007, ACQUIA INC. is an organization in the Prepackaged Software Industry headquartered in Boston, MA. The company has 630 regular employees and generates an estimated \$170 million USD in annual revenue. It operates nationally and internationally. It is ACTIVE in business with no negative records.</p>
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## **RISK INFORMATION**

<p>Debts</p> <p>Payments</p> <p>Cash Flow</p> <p>State</p>	<p>Controlled</p> <p>Regular</p> <p>Normal</p> <p>Active</p>
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## **INTERVIEW**

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<http://www.miraglobalcollections.com>

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**ACQUIA INC. - 527781**

**PAGE NO. : 13**

First Name	-
Position	-
Comments	We called number 888-922-7842 several times and received no answer.

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**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 70.93
UK Pound	1	INR 92.35
Euro	1	INR 82.84
US Dollar	1	INR 70.84

**Note** : Above are approximate rates obtained from sources believed to be correct

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	PRI
<b>Report Prepared by :</b>	TPT

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**RATING EXPLANATIONS**

Credit Rating	Explanation	Rating Comments
A++	Minimum Risk	Business dealings permissible with minimum risk of default
A+	Low Risk	Business dealings permissible with low risk of default
A	Acceptable Risk	Business dealings permissible with moderate risk of default
B	Medium Risk	Business dealings permissible on a regular monitoring basis
C	Medium High Risk	Business dealings permissible preferably on secured basis
D	High Risk	Business dealing not recommended or on secured terms only
NB	New Business	No recommendation can be done due to business in infancy stage
NT	No Trace	No recommendation can be done as the business is not traceable

NB is stated where there is insufficient information to facilitate rating. However, it is not to be considered as unfavourable.

This score serves as a reference to assess SC's credit risk and to set the amount of credit to be extended. It is calculated from a composite of weighted scores obtained from each of the major sections of this report. The assessed factors are as follows:

- Financial condition covering various ratios
- Company background and operations size
- Promoters / Management background
- Payment record
- Litigation against the subject
- Industry scenario / competitor analysis
- Supplier / Customer / Banker review (wherever available)