Azienda di trasformazione digitale in forte crescita



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Azienda di trasformazione digitale in forte crescita

Si tratta di un'azienda leader nella trasformazione digitale concierge, specializzata in sviluppo di software proprietario, ingegneria di applicazioni mobili, garanzia di qualità (QA) e integrazione dell'intelligenza artificiale (AI).. L'azienda è posizionata per una crescita eccezionale, con una proiezione di 9,0 milioni di dollari di ricavi e 5,7 milioni di dollari di utili prima degli interessi e delle imposte (EBIT).

Punti salienti strategici e operativi

L'azienda opera secondo un modello altamente efficiente, completamente a distanza e un modello leggero e senza risorseconsentendo la fornitura di servizi 24 ore su 24, 7 giorni su 7 e una struttura dei costi scalabile e dimostrabile. Le principali metriche operative includono:

- Un solido curriculum finanziario: L'azienda ha registrato una crescita costante anno su anno negli ultimi tre anni, culminata in una forte performance nel 2024 di 7,5 milioni di dollari di ricavi e 4,8 milioni di dollari di guadagni discrezionali.
- Pool di talenti ottimizzato: Le operazioni sono supportate da un team esperto e perfettamente gestito di appaltatori specializzati, che garantisce agilità e minimizza i costi fissi di manodopera.
- Transizione strategica: L'attuale proprietario, un ingegnere veterano della Silicon Valley, si impegna a garantire la continuità aziendale ed è disposto a passare a un ruolo di consulenza strategica a lungo termine come Chief Technology Officer (CTO) dopo l'acquisizione.
- Una reputazione consolidata sul mercato: Una reputazione affidabile per la qualità dei progetti realizzati fornisce una solida base per la crescita organica e l'ingresso in nuovi mercati nazionali e internazionali.
- Base clienti diversificata: I ricavi attuali sono generati da un mix verticale e stabile, che offre un'attenuazione del rischio specifico del settore:
    - Pubblicità: 70%
    - Salute: 15%
    - Intrattenimento: 15%

TARGET PRICE
$ 26,000,000

GROSS REVENUE
$ 7,500,000

EBITDA
$ 4,800,000

BUSINESS TYPE
Software e SAAS

COUNTRY
Stati Uniti

BUSINESS ID
L#20251021

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