Fornitore di soluzioni di ingegneria dei dati nel cloud e di intelligenza artificiale per il mercato statunitense



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Il progetto rappresenta un'opportunità per acquisire una piattaforma di servizi tecnologici in rapida crescita, con una profonda competenza nell'ingegneria dei dati nel cloud e nell'intelligenza artificiale. L'azienda può contare su una base clienti diversificata, un'esposizione a mercati finali interessanti, una forte concentrazione del fatturato in Nord America e un modello di erogazione scalabile. Situata all'incrocio tra la trasformazione cloud, l'analisi avanzata dei dati e l'adozione dell'intelligenza artificiale, l'azienda offre un notevole potenziale di espansione strategica e opportunità di cross-selling.

Punti salienti dell'investimento

- Partner tecnologico affermato, specializzato in ingegneria dei dati nel cloud, soluzioni di IA/ML, elaborazione dei dati in tempo reale, infrastrutture cloud e progettazione UX/UI per aziende e clienti in forte crescita.
- Forte presenza in Nord America, con il 100% del fatturato generato da clienti negli Stati Uniti e in Canada, di cui circa l'80% dal mercato statunitense e il 20% da quello canadese.
- Una base clienti diversificata, composta per il 70% da aziende e PMI e per il 30% da startup, che garantisce un mix equilibrato di ricavi tra imprese consolidate e innovatori emergenti.
- Competenza in settori in forte crescita, tra cui Fintech, Insurtech e SaaS, che continuano a trarre vantaggio dall'accelerazione della trasformazione digitale e dall'adozione dell'intelligenza artificiale.
- Un modello di erogazione globale scalabile, supportato da un team di 52 professionisti con sede principalmente in Argentina, affiancati da talenti provenienti dal Brasile e dall'Europa, che garantisce un'erogazione dei servizi efficiente ed economicamente vantaggiosa.
- Rapporti con i clienti ricorrenti e duraturi, con circa l'85% delle collaborazioni realizzate tramite servizi di potenziamento del team e il restante 15% tramite contratti a progetto.

Portafoglio dei servizi principali

- Ingegneria dei dati nel cloud
- Elaborazione dei dati in tempo reale
- Intelligenza artificiale e apprendimento automatico
- Infrastruttura cloud
- Progettazione UX/UI

TARGET PRICE
$ 3,500,000

GROSS REVENUE
$ 1,600,000

EBITDA
$ 100,000

BUSINESS TYPE
Online Businesses

COUNTRY
Argentina

BUSINESS ID
L#20261089

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