

# 处理业务通信的国际 IT SaaS 公司





## IT SaaS

IT 公司开发公司与客户之间业务通信自动化的软件。

该公司跻身俄罗斯和独联体市场领导者行列，并积极拓展国际业务，已完成的项目遍及欧盟、美国、英国、亚太地区和南美洲。

该公司自 2016 年起开始运营。它已被列入国内软件开发商、经认可的 IT 组织和个人数据处理运营商的登记册。

公司拥有多项专利、一个注册商标和其他知识产权。

该公司为 200 多家客户提供服务，其中包括电信（俄罗斯电信公司）、金融（BZF 银行、ID Collect、CreditHub）、零售（X5 集团）、IT（2GIS）和物流（PEC）等俄罗斯主要商业领域的主要企业。

公司在统一的全渠道平台内提供可定制的解决方案。

其中包括由人工智能驱动的语音和聊天机器人、信息服务、小工具以及与 CRM、ERP 和其他管理系统的集成。这些解决方案可以全面处理所有传入和传出的通信流量。

- 语音机器人：每个机器人都是定制的，以满足客户的具体需求。  
它既支持预先录制的配音，也支持人工智能生成的语音合成。
- 聊天机器人：具有人工智能的多功能嵌入式机器人，能够共享文档和媒体。  
与所有主要信使和基于文本的通信渠道兼容。
- 聊天平台：用于处理所有通信渠道（信使、网站小工具等）通信的统一界面。
- 通知服务  
：通过信使、电子邮件和网站聊天窗口等多种渠道提供的群发信息服务。
- 网站小工具：由人工智能驱动的机器人，全天候响应用户查询。

该公司正在开发多个合作伙伴计划，其中最突出的是其特许经营网络，该网络包括 1,000 多家特许经营商。它还与 Yandex、Voxys 和数字经济联盟合作。

### TARGET PRICE

\$ 28,812,579

### GROSS REVENUE

\$ 5,762,516

### EBITDA

\$ 2,268,225

### BUSINESS TYPE

软件和 SaaS

### COUNTRY

俄罗斯

### BUSINESS ID

L#20250894

公司有 100 多名员工。

*The information contained herein does not constitute an offer to sell or a solicitation of an offer or a recommendation to purchase securities under the securities laws of any jurisdiction, including the United States Securities Act of 1933, as amended, or any US state securities laws, or a solicitation to enter into any other transaction.*

*The projected financial information contained in the Memorandum is based on judgmental estimates and assumptions made by the management of the target Company, about circumstances and events that have not yet taken place. Accordingly, there can be no assurance that the projected results will be attained. In particular, but without prejudice to the generality of the foregoing, no representation or warranty whatsoever is given in relation to the reasonableness or achievability of the projections contained in the Memorandum or in relation to the bases and assumptions underlying such projections and you must satisfy yourself in relation to the reasonableness, achievability and accuracy thereof.*

*By delivering this Memorandum, neither MergersUS Inc., nor its authorized agents are making any recommendations regarding the acquisition or strategies outlined herein. Interested parties shall exercise independent judgment in, and have sole responsibility for, determining whether an acquisition of the Company is suitable for them, and neither MergersUS Inc, nor its authorized agents have responsibility to, and will not, monitor the condition of interested parties to determine that an acquisition is or remains suitable for them. Among other things, suitability of an acquisition will depend upon an interested party's investment and business plans and financial situation.*

*This document is prepared for information purposes only. It is made available on the express understanding that it will be used for the sole purpose of assisting the recipients to decide whether they wish to proceed with a further investigation of the Proposed Transaction.*

*The recipients realize and agree that this document is not intended to form the basis of any investment decision or any other appraisal or decision regarding the Proposed Transaction, and does not constitute the basis for the contract which may be concluded in relation to the Proposed Transaction.*

*All information contained in this document may subsequently be updated and adjusted. MergersUS Inc. has not independently verified any of the information contained herein or on which this document is based. Neither the Company, nor its management or shareholders, nor MergersUS Inc. , nor any of their respective directors, partners, officers, employees or affiliates make any representation or warranty (express or implied) or accept or will accept any responsibility or liability regarding or in relation to the accuracy or completeness of the information contained in this document or any other written or oral information made available to any interested party or its advisers. Any liability in respect of any such information or any inaccuracy in or omission from the document is expressly disclaimed.*

[www.mergerscorp.com](http://www.mergerscorp.com)



[WWW.MERGERSCORP.COM](http://WWW.MERGERSCORP.COM)