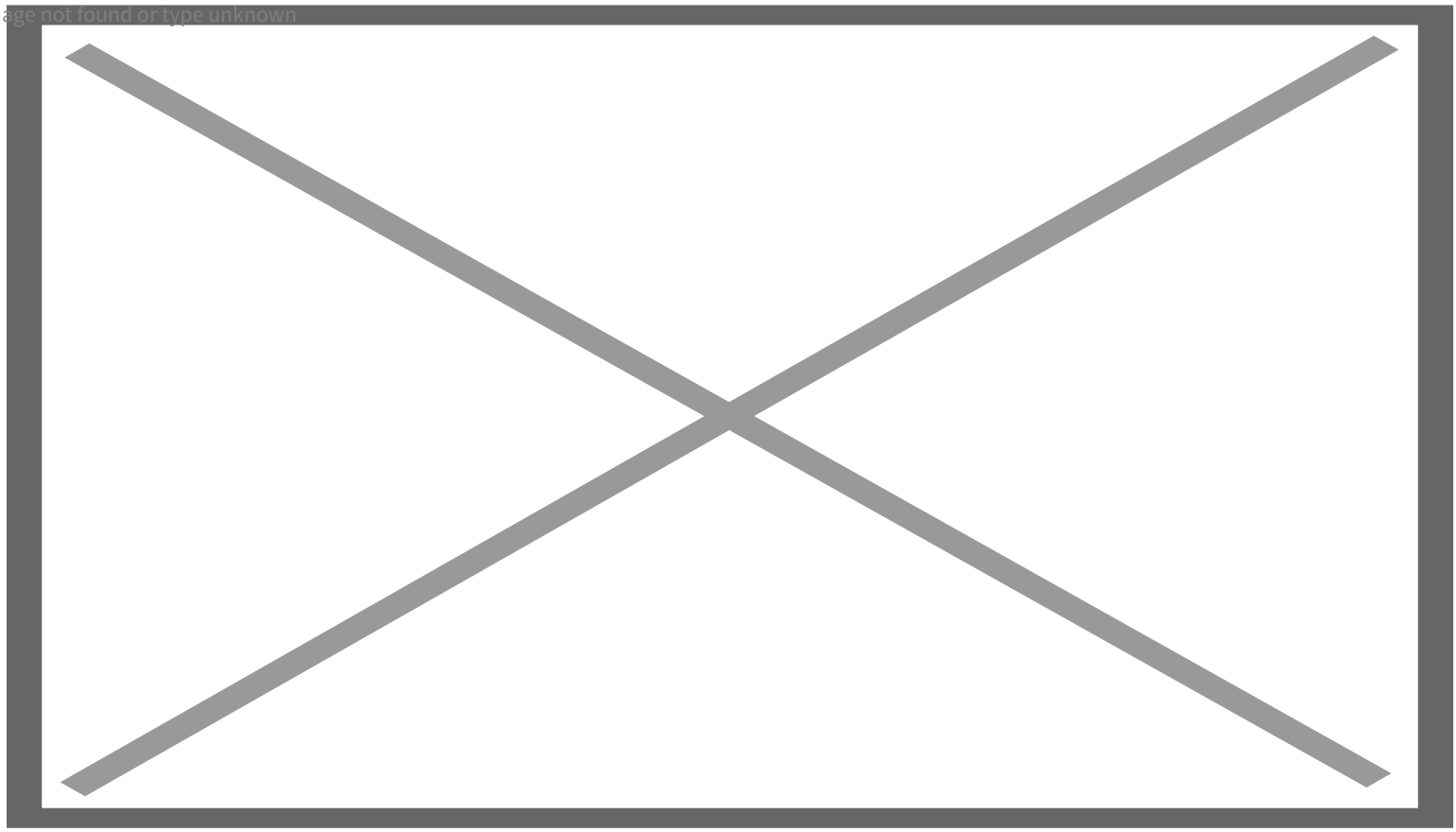
Image not found or type unknown

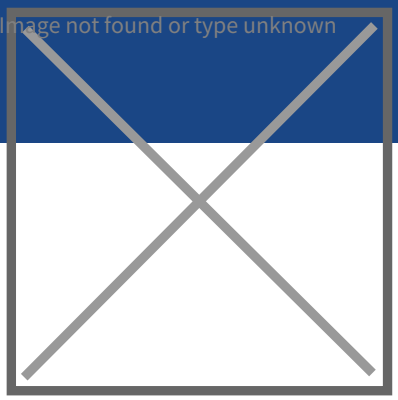
全球IT服务提供商

Image not found or type unknown



PRINTED ON: *October 30, 2026, 6:35 AM (EST)* **PUBLISHED ON:** *October 30, 2026, 5:35 AM (EST)* **UPDATED ON:** *October 30, 2026, 5:35 AM (EST)*

MERGERSCORP



IT

信息技术服务，重点提供增值服务（软件开发、IT支持、托管服务）。
该公司是一家历史悠久的全球性IT服务提供商，拥有多元化的客户群，主要为拉丁美洲地区的跨国公司提供服务。
该公司在帮助客户从基础的人力资源配置模式向更高价值的服务转型方面，拥有经实践验证的成功经验。
本公司通过在所有经营辖区全面遵守劳动和税务法规，在竞争中脱颖而出，并以此为基础，建立以可靠性为根基、降低运营风险的长期客户关系。

TARGET PRICE

$ 7,900,000

GROSS REVENUE

$ 10,300,000

EBITDA

$ 0

BUSINESS TYPE

服务

COUNTRY

阿根廷

BUSINESS ID

L#20250955

市场定位

本公司在竞争激烈的技术服务市场开展业务，尤其是在拉丁美洲地区。
尽管面临可能因违规而成本较低的非正规运营商的竞争，本公司仍通过严格遵守法规、确保运营安全以及坚持高品质标准，保持了强大的竞争优势。
其定价策略在竞争力与其符合规范的近岸交付模式所带来的价值之间取得了平衡。

亮点

- 作为值得信赖的IT服务提供商，拥有30年的行业经验
- 业务范围广泛，覆盖拉丁美洲、美国和西班牙。
- 在阿根廷和墨西哥设有办事处
- 面向企业客户的可扩展交付模式
- 为支持下一阶段的增长，全面出售流程正在进行中

服务项目

- 质量保证：提供全套手动和自动化测试服务
- 软件开发：面向数字化转型的定制化解决方案
- 技术支持：端到端的基础设施和用户支持服务
- 人才招聘：专业IT团队扩充

增长战略

- 地域扩张：
  利用现有的客户关系推动新市场（尤其是西班牙）的增长，并通过直接投资和战略合作伙伴关系进一步开拓其他拉丁美洲国家（巴西、智利、美国、乌拉圭、哥伦比亚、秘鲁）的市场。
- 交叉销售： 向现有客户拓展服务范围。

MERGERSCORP M&A INTERNATIONAL IS A GLOBAL BRAND OPERATED BY MERGERSUS INC.A US CORPORATION WITH REGISTERED OFFICE
AT 40TH WALL STREET, SUITE #2725, NEW YORK, NEW YORK 10005, UNITED STATES OF AMERICA

- 利润率优化：
  通过重新协商合同、随着收入规模扩大分摊固定成本，以及实现交付能力的地域多元化，持续努力提升盈利能力。

财务摘要（预测）

- 总收入： 预计将从2024年的1,030万美元增长至2029年的3,480万美元。
- 收入集中度：阿根廷、西班牙、墨西哥、其他拉丁美洲国家。
- 毛利率： 预计将保持在27%-28%左右，保持稳定。
- EBITDA：
  预计该比例将从2024年的7.2%显著上升至2029年的13.5%，这反映了业务规模的扩大、合同优化以及在欧洲市场的扩张。
  预计西班牙业务将从2027年起实现EBITDA转正。

MERGERSCORP M&A INTERNATIONAL IS A GLOBAL BRAND OPERATED BY MERGERSUS INC.A US CORPORATION WITH REGISTERED OFFICE AT 40TH WALL STREET, SUITE #2725, NEW YORK, NEW YORK 10005, UNITED STATES OF AMERICA.

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.

MERGERSCORP

© 2026 MergersCorp M&A International. All rights reserved.

© 2026 MergersCorp M&A International. MergersCorp™ M&A International is the collective brand name of independent affiliates of MergersCorp M&A International. For more details on the nature of our affiliation, please visit us on our website https://www.mergerscorp.com/disclaimer. MergersCorp M&A International is not a registered broker-dealer under the U.S. securities laws. MergersCorp M&A International does not offer or sell securities or provide investment advice or underwriting services. The articles or publications contained in this presentation are not intended to provide specific business or investment advice. The author or MergersCorp M&A International shall not be liable for any errors or omissions, or for any loss suffered by any person or organization acting or refraining from acting as a result of the content of this website. It is recommended that specific independent advice be sought before making any business or investment decision.

MERGERSCORP

WWW.MERGERSCORP.COM