

# 全球 IT 服务提供商





## IT

信息技术服务，重点是增值服务（软件开发、信息技术支持、管理服务）。

公司是一家历史悠久的全球 IT

服务提供商，拥有多元化的客户组合，主要服务于拉丁美洲的跨国公司。

它在将客户从基本的人员配置模式过渡到更高价值的服务方面有着良好的记录。

公司的与众不同之处在于完全遵守所有运营辖区的劳动和税收法规，在可靠性和降低运营风险的基础上建立长期的客户关系。

### 市场定位

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。

在与非正规运营商的竞争中，非正规运营商可能会因为不合规而降低成本，而公司则通过提供完全合规、运营安全和高质量标准来保持强有力的竞争地位。

其定价策略兼顾了竞争力和合规近岸交付模式的价值。

### 亮点

- 作为值得信赖的 IT 服务提供商，拥有 30 年的良好记录
- 在拉丁美洲、美国和西班牙开展广泛的国际业务。
- 阿根廷和墨西哥办事处
- 为企业客户服务的可扩展交付模式
- 正在进行全面出售，以支持下一个发展阶段

### 提供的服务

- 质量保证：全方位的手动和自动测试服务
- 软件开发：数字化转型的定制解决方案
- 技术支持：端到端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的增长，特别是西班牙，并通过直接投资和战略合作伙伴关系进一步发展其他拉美国家（巴西、智利、美国、乌拉圭、哥伦比亚、秘鲁）。
- 交叉销售：向现有客户提供更多服务。

### TARGET PRICE

\$ 8,250,000

### GROSS REVENUE

\$ 10,300,000

### EBITDA

\$ 0

### BUSINESS TYPE

服务

### COUNTRY

阿根廷

### BUSINESS ID

L#20250955

- 优化利润率：  
通过重新谈判合同、随着收入的增加吸收固定成本以及交付能力的地域多样化，  
不断提高利润率。

#### 财务概要（预测）

- 总收入：预计将从 2024 年的 1030 万美元增长到 2029 年的 3480 万美元。
- 收入集中地：阿根廷、西班牙、墨西哥、其他拉美地区。
- 毛利率：预计将稳定在 27-28% 左右。
- EBITDA：预计将从 2024 年的 7.2% 大幅增至 2029 年的 13.5%，反映出运营规模、合同优化和欧洲扩张。预计从 2027 年起，西班牙业务的息税折旧摊销前利润（EBITDA）将转为正值。

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