

高增长数字转型公司



MERGERSCORP

这是一家首屈一指的礼宾式数字化转型公司，专业从事
专有软件开发、移动应用工程、质量保证（QA）和人工智能（AI）集成
公司的定位是实现超常规增长，预计收入 900 万美元和 息税前利润（EBIT）570
万美元。

战略和业务要点

公司以高效、完全远程和轻资产的模式运营 轻资产模式
这样就能实现全天候服务交付能力和明显可扩展的成本结构。主要业务指标包括

- 稳健的财务记录：过去三年来，公司业绩逐年稳步增长，在 2024 年实现了 750 万美元的收入和 480 万美元的可支配收益。
- 优化的人才库：
由经验丰富、管理无缝的专业承包商团队为运营提供支持，确保灵活性并最大限度地降低固定人工成本。
- 战略转型：
现任所有者是硅谷资深工程师，致力于确保业务的连续性，并愿意过渡到长期战略顾问角色，担任 首席技术官（CTO）收购后。
- 良好的市场声誉：
优质项目交付的良好声誉公司的有机增长和进军新的国内和国际市场奠定了坚实的基础。
- 多元化的客户群：
目前的收入来自稳定的纵向组合，从而降低了特定行业的风险：
 - 广告70%
 - 健康15%
 - 娱乐15%

TARGET PRICE

\$ 26,000,000

GROSS REVENUE

\$ 7,500,000

EBITDA

\$ 4,800,000

BUSINESS TYPE

软件和 SAAS

COUNTRY

美国

BUSINESS ID

L#20251021

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