

市场领先的财政化 SAAS 平台



MERGERSCORP

SAAS

公司是基于软件的财政化和数字收银机解决方案的领先提供商，其运营环境受到监管，必须向政府系统报告交易情况。

自推出以来，公司已建立了一个可扩展的高性能平台，为零售、餐饮、运输和企业客户等多个行业提供服务。

在支付基础设施中发挥关键作用，确保强有力的客户维系和经常性收入，使企业受益匪浅。

投资亮点

- 在受监管的财政部门中处于市场领先地位
- ~58,000 台已安装设备，增长势头强劲
- 合规要求带来的高经常性收入可见度
- 软件、云和交易服务的集成生态系统
- 转换成本高，客户锁定性强
- 与金融机构和支付基础设施的战略整合
- 经过验证的可扩展 SaaS + 基于交易的模式

市场机遇

- 可解决的市场总量：~230,000 多台
- 从硬件到软件解决方案的持续结构性转变
- 向新的垂直领域拓展：
 - 运输服务
 - 自动售货机和自动零售
 - 银行终端生态系统
- 监管利好确保长期需求和采用

产品与平台

公司提供全栈财政化生态系统，包括

- 基于软件的收银机解决方案（跨平台）
- 高负荷交易处理系统
- 基于云的财政服务
- 仓库和库存管理工具
- 与第三方系统的应用程序接口集成
- 支付和银行连接器

TARGET PRICE

\$ 4,900,000

GROSS REVENUE

\$ 4,200,000

EBITDA

\$ 1,000,000

BUSINESS TYPE

软件和 SAAS

COUNTRY

白俄罗斯

BUSINESS ID

L#20261054

- 数据分析和报告工具

管道包括下一代计费和交易管理平台

增长战略

- 安装基数扩大到70,000 多台（近期）
- 推出针对特定行业的解决方案
- 扩展与银行和支付提供商的集成
- 扩大合作伙伴和分销网络
- 云计算和增值服务的货币化

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