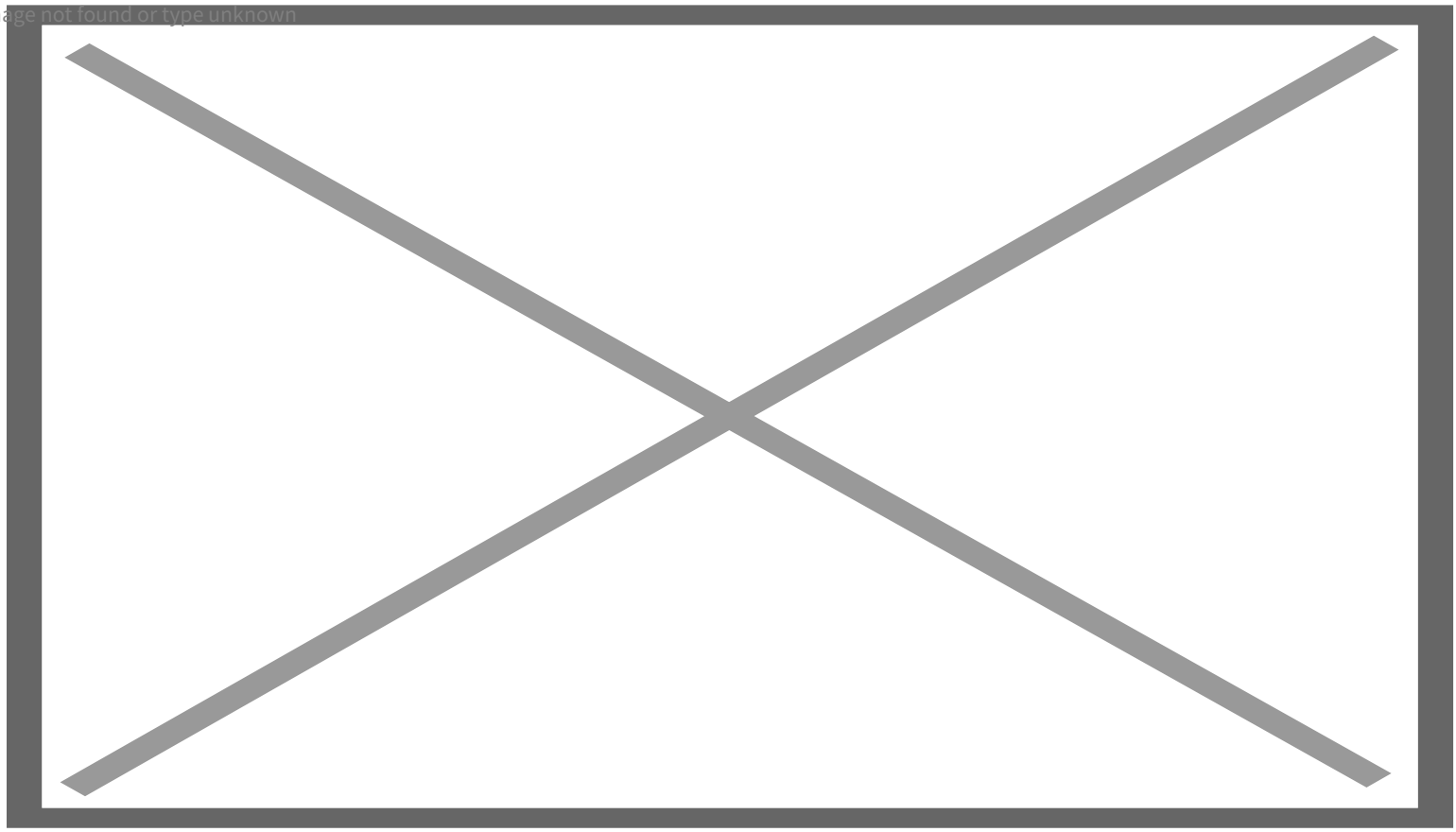
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面向美国和欧洲企业的优

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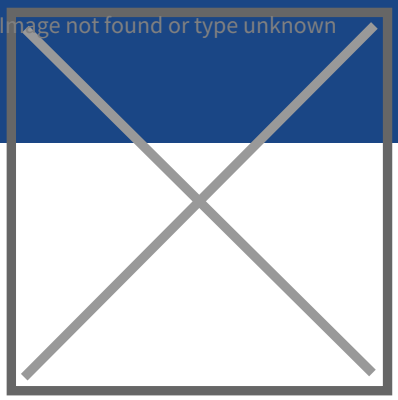


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MERGERSCORP



TARGET PRICE

$ 12,500,000

GROSS REVENUE

$ 8,400,000

EBITDA

$ 1,880,000

BUSINESS TYPE

互联网企业

COUNTRY

阿根廷

BUSINESS ID

L#20261094

一家盈利且快速发展的数字工程与人工智能解决方案公司，为美国和欧洲的企业及中型市场客户提供关键任务软件开发、现代化改造、云计算、数据及人工智能服务。
该公司将优质的近岸人才与深厚的行业专业知识相结合，帮助客户在保持运营灵活性和成本效益的同时，加速推进数字化转型计划。

公司拥有一支约90名专业人员组成的、完全远程办公且以拉丁美洲为基地的团队，并在为旅游与酒店、房地产以及新闻与媒体领域的蓝筹企业提供服务方面拥有良好的业绩记录，已确立其作为值得信赖的长期技术合作伙伴的地位，建立了稳固的长期客户关系，并拥有行业领先的客户留存率指标。

投资亮点

高端近岸交付平台

该公司已成功将自身定位为一家专注于美国和欧洲市场的高端数字工程服务提供商，其营收中有74%来自北美，26%来自欧洲。
该企业的平均小时费率约为72美元，其竞争优势在于专业能力、交付质量和战略价值，而非价格。

高质量的企业客户群

该公司为34家活跃的企业及中型市场客户
提供服务，其中包括多份持续时间超过三年且关系稳定的长期合作关系。
收入完全来自美国和欧洲客户，既规避了难以预测的新兴市场风险，又能接触到更充裕的技术预算和更高价值的合作项目。

原生AI增长平台

人工智能已全面融入本公司的运营模式，而非作为一项独立服务提供。
通过其创新实验室和即将推出的AI解决方案业务部门，该公司提供代理式工作流、大型语言模型（LLM）集成、机器学习运维（MLOps）实施方案以及基于AI的自动化解决方案，在提升客户成果的同时，也提高了内部交付效率。

卓越的人才留任与交付质量

公司已建立了一支经验丰富的工程团队，其特点是员工自愿留任率高达96%，
资深员工与初级员工的比例为3:1，且在项目交付人员中，约88%属于资深级别。
这一人才优势有助于实现高价定位、客户留存以及项目的高质量执行。

战略技术合作伙伴关系

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

本公司与包括 Contentful、Hightouch、Cloudinary、Salesforce 和 Sanity
在内的多家领先技术平台保持着战略合作关系。
这些合作伙伴关系通过联合销售计划、联合营销活动以及生态系统内的客户引荐，为公
司带来了持续的潜在商机。

核心服务项目

产品工程

为需要复杂、可扩展技术解决方案的企业客户提供Web、移动、云原生及人工智能驱动
应用程序的全周期开发服务。

数字化现代化

遗留应用程序现代化、云迁移、性能优化、架构重构以及技术栈转型项目。

数据、集成与分析

API 开发、事件驱动架构、ETL/ELT
管道、数据工程以及支持企业数字生态系统的分析基础设施。

Salesforce 与 CRM 解决方案

涵盖 Salesforce Sales Cloud、Service Cloud、Marketing Cloud 及相关 CRM
技术的实施、定制、集成和优化服务。

人工智能解决方案业务部

一个快速扩展的产品组合，专注于人工智能实施、工作流自动化、大型语言模型集成以
及企业人工智能应用计划。

竞争优势

- 以企业为导向的交付模式，实现高端定位
- 在旅游、酒店、房地产和媒体领域拥有深厚的专业知识
- 以成果为导向的合作框架，涵盖端到端的责任担当
- 经验丰富的工程团队，员工留任率极高
- 在配送运营中融入人工智能功能
- 强大的技术合作伙伴生态系统
- 经过验证的“占领并扩张”增长战略，NRR超过129%
- 具有可扩展性的近岸运营模式，且具备国际扩张潜力

增长战略

该公司的三年增长计划目标是在2028年前实现超过1500万美元的营收
，其支撑因素包括：

- 在现有企业客户中拓展业务
- 专门的AI解决方案业务部门的启动与扩展

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- 继续开拓美国和欧洲市场
- 每年新增5至7家企业客户
- 通过基于人工智能的配送和自动化提升利润率
- 固定费用和咨询业务所占比例增加

交易概述

股东们正在探讨出售公司100%股权
的事宜，这将为投资者提供一个机会，使其能够收购一家盈利能力强、基于人工智能的
数字工程平台。该平台拥有领先的市场地位、高度稳定的客户关系、强劲的增长前景，
并深度布局于快速扩张的企业级人工智能服务市场。

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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.

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