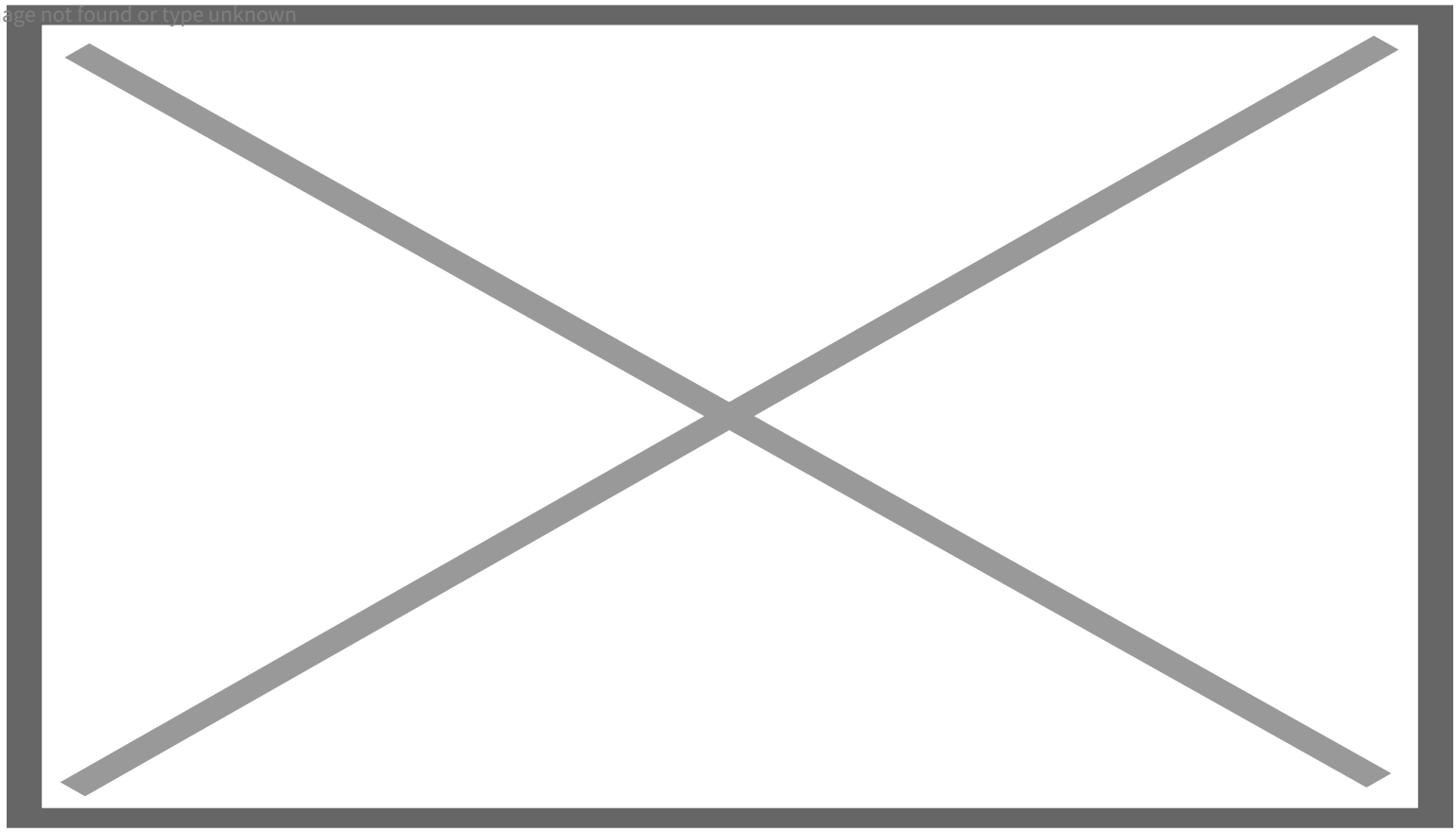
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面向全球科技企业的数字

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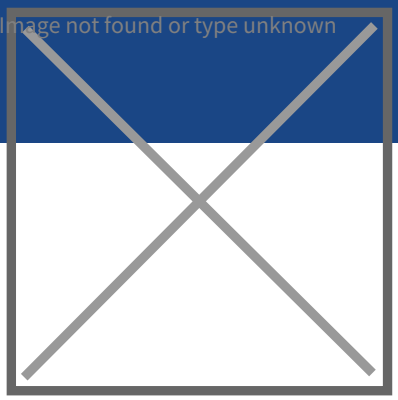


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MERGERSCORP



TARGET PRICE

$ 6,000,000

GROSS REVENUE

$ 8,000,000

EBITDA

$ 600,000

BUSINESS TYPE

互联网企业

COUNTRY

阿根廷

BUSINESS ID

L#20261093

一家高速增长的数字咨询公司及市场进入赋能平台，致力于协助全球多家知名科技企业加速产品推广、提升客户参与度并优化商业执行。

该公司成立于2015年，总部位于布宜诺斯艾利斯，并在马德里和墨西哥城设有分支机构，已构建起一种独特的跨学科模式，将战略咨询、创意制作、人工智能赋能、数据分析和技术服务融为一体。

目前，该公司为遍布北美、欧洲和拉丁美洲的90多个客户团队提供服务。

作为一家获得B Corp认证的企业，该公司通过帮助企业级技术客户成功推出、扩展和优化复杂的产品与服务，确立了差异化的市场地位。

主要投资亮点

全球科技领军企业的值得信赖的合作伙伴

- 为全球90多个企业客户团队提供服务
- 与搜索、社交媒体、电子商务、移动互联网及数字服务等领域的领先科技公司建立了长期合作关系
- 卓越的客户留存率，超过96%
- 在客户生命周期内，平均客户收入增长约2.4倍

多元化的国际收入来源

- 来自北美和欧洲市场的收入占比超过82%
- 覆盖三大洲的全球配送能力
- 凭借强大的市场定位，将从持续的数字化转型和人工智能应用趋势中受益

全面的端到端服务方案

一套综合的高价值服务，包括：

- 产品增长与采用
- 销售赋能计划
- 数字内容制作
- GTM 策略与执行
- 人工智能赋能与自动化
- 数据分析与仪表盘
- 产品发布支持

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- 活动与学习体验设计

极具吸引力的增长项目储备

- 业务拓展引擎表现强劲，目前活跃的潜在客户名单中约有12家新企业
- 对人工智能实施、市场进入（GTM）优化以及数字化转型服务的需求日益增长
- 在现有客户中存在巨大的地域拓展和交叉销售机会

经验丰富的国际团队

- 来自战略、创意、技术、人工智能、数据和运营等领域的约118名专业人士
- 已在阿根廷、西班牙和墨西哥设立了法人实体并建立了运营基础设施
- 凭借深厚的专业知识，为跨国科技企业提供支持

收入结构

按地理位置分类

- 美国：63%
- 欧洲：19%
- 拉丁美洲：18%

按服务线分类

- 产品增长与采用率：35%
- 互动与体验：30%
- 数据与开发支持：25%
- 产品发布与市场情报：10%

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