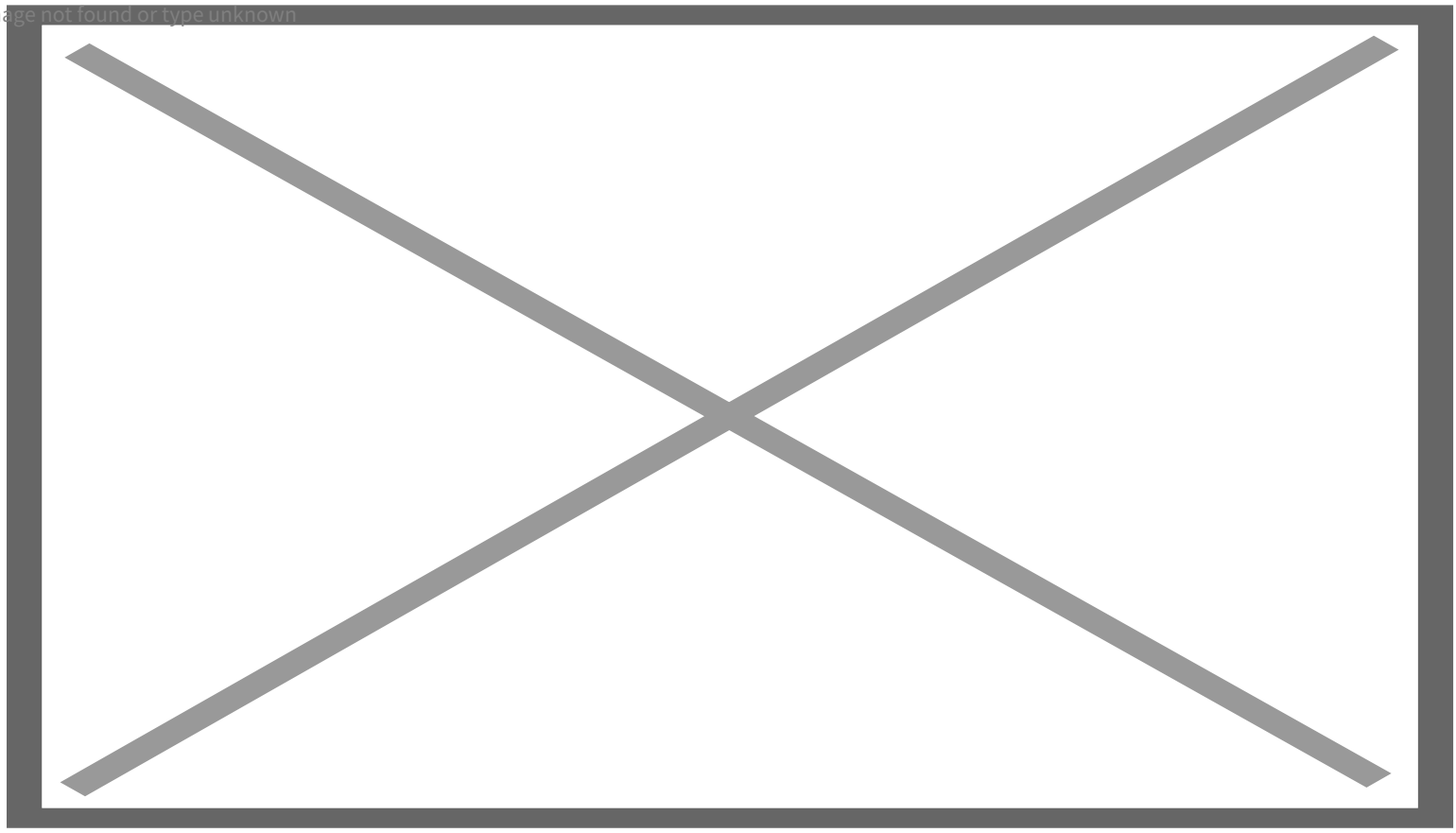
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# 面向美国市场的云数据工

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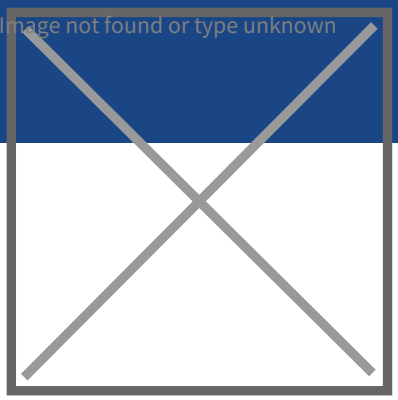


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TARGET PRICE

$ 3,500,000

GROSS REVENUE

$ 1,600,000

EBITDA

$ 100,000

BUSINESS TYPE

互联网企业

COUNTRY

阿根廷

BUSINESS ID

L#20261089

该项目为收购一家在云数据工程和人工智能领域拥有深厚专业知识、且发展迅速的技术服务平台提供了良机。

该公司受益于多元化的客户群、涉足具有吸引力的终端市场、北美地区收入占比高，以及可扩展的交付模式。

该业务处于云转型、高级分析与人工智能应用的交汇点，在战略扩张和交叉销售方面具有巨大潜力。

投资亮点

- 一家经验丰富的技术合作伙伴，专注于为企业和高速增长型客户提供云数据工程、人工智能/机器学习解决方案、实时数据处理、云基础设施以及用户体验/用户界面设计服务。
- 业务高度集中于北美地区，100%的收入来自美国和加拿大的客户，其中约80%来自美国市场，20%来自加拿大市场。
- 客户群结构多元化，其中70%为企业及中小企业客户，30%为初创企业，从而在成熟企业和新兴创新企业之间形成了均衡的收入结构。
- 在高增长垂直领域拥有专业经验，包括金融科技、保险科技和SaaS等领域，这些领域正持续受益于数字化转型和人工智能应用的加速推进。
- 由一支主要驻扎在阿根廷、由52名专业人士组成的团队所支撑的可扩展全球交付模式，辅以来自巴西和欧洲的人才，从而能够提供高效且经济实惠的服务。
- 建立了持续且稳固的客户关系，其中约85%的合作通过团队扩充服务实现，其余15%则通过项目制合同实现。

核心服务组合

- 云数据工程
- 实时数据处理
- 人工智能与机器学习
- 云基础设施
- 用户体验/用户界面设计



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