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Anbieter von Cloud-Data-Engineering- und KI-Lösungen für den US-Markt

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TARGET PRICE
$ 3,500,000

GROSS REVENUE
$ 1,600,000

EBITDA
$ 100,000

BUSINESS TYPE
Internetfirmen

COUNTRY
Argentinien

BUSINESS ID
L#20261089

Das Projekt bietet die Gelegenheit, eine schnell wachsende Plattform für Technologiedienstleistungen mit fundierter Expertise in den Bereichen Cloud-Data-Engineering und künstliche Intelligenz zu erwerben. Das Unternehmen profitiert von einem breit gefächerten Kundenstamm, einer Präsenz in attraktiven Endmärkten, einer starken Umsatzkonzentration in Nordamerika sowie einem skalierbaren Bereitstellungsmodell. An der Schnittstelle zwischen Cloud-Transformation, fortschrittlicher Analytik und der Einführung künstlicher Intelligenz bietet das Geschäftsfeld erhebliches Potenzial für strategische Expansion und Cross-Selling-Möglichkeiten.

Höhepunkte der Investition

- Etablierter Technologiepartner mit Schwerpunkt auf Cloud-Data-Engineering, KI-/ML-Lösungen, Echtzeit-Datenverarbeitung, Cloud-Infrastruktur sowie UX-/UI-Design für Unternehmenskunden und wachstumsstarke Kunden.
- Starke Ausrichtung auf Nordamerika: 100 % des Umsatzes werden mit Kunden in den Vereinigten Staaten und Kanada erzielt, wobei etwa 80 % auf den US-Markt und 20 % auf Kanada entfallen.
- Ein breit gefächertes Kundenportfolio, das zu 70 % aus Großunternehmen und KMU sowie zu 30 % aus Start-ups besteht, sorgt für eine ausgewogene Umsatzverteilung zwischen etablierten Unternehmen und aufstrebenden Innovatoren.
- Fachkompetenz in wachstumsstarken Branchen wie Fintech, Insurtech und SaaS – Sektoren, die weiterhin von der zunehmenden digitalen Transformation und der Einführung künstlicher Intelligenz profitieren.
- Ein skalierbares globales Bereitstellungsmodell, das von einem Team aus 52 Fachkräften mit Hauptsitz in Argentinien unterstützt und durch Fachkräfte in Brasilien und Europa ergänzt wird, ermöglicht eine effiziente und kostengünstige Leistungserbringung.
- Dauerhafte und enge Kundenbeziehungen, wobei etwa 85 % der Aufträge über Dienstleistungen zur Personalaufstockung und die restlichen 15 % über projektbezogene Verträge abgewickelt werden.

Kernleistungsportfolio

- Cloud-Daten-Engineering
- Echtzeit-Datenverarbeitung
- KI und maschinelles Lernen
- Cloud-Infrastruktur
- UX-/UI-Design

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