

Empresa de Transformación Digital de Alto Crecimiento





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Representa a una empresa de transformación digital especializada en desarrollo de software propio, ingeniería de aplicaciones móviles, control de calidad (QA) e integración de Inteligencia Artificial (IA). La empresa está posicionada para un crecimiento excepcional, proyectando 9,0 millones de dólares de Ingresos y 5,7 millones de dólares de beneficios antes de intereses e impuestos (EBIT).

Aspectos estratégicos y operativos destacados

La empresa opera con un modelo altamente eficiente, totalmente remoto y modelo sin activos, lo que permite una capacidad de prestación de servicios 24 horas al día, 7 días a la semana, y una estructura de costes demostrablemente escalable. Las métricas operativas clave incluyen:

- **Sólido historial financiero:** La empresa ha registrado un crecimiento interanual constante en los últimos tres años, que ha culminado en un sólido rendimiento en 2024 de 7,5 millones de dólares en ingresos y 4,8 millones de dólares en beneficios discretos.
- **Grupo de talentos optimizado:** Las operaciones cuentan con el apoyo de un equipo experimentado y perfectamente gestionado de contratistas especializados, lo que garantiza la agilidad y minimiza los gastos fijos de mano de obra.
- **Transición estratégica:** El propietario actual, un veterano ingeniero de Silicon Valley, se ha comprometido a garantizar la continuidad de la empresa y está dispuesto a pasar a desempeñar una función de asesoramiento estratégico a largo plazo como Director de Tecnología (CTO) tras la adquisición.
- **Reputación de mercado consolidada:** Una reputación de confianza en la entrega de proyectos de calidad proporciona una base sólida para el crecimiento orgánico y la entrada en nuevos mercados nacionales e internacionales.
- **Base de clientes diversificada:** Los ingresos actuales se generan a partir de una mezcla vertical estable, lo que proporciona mitigación frente al riesgo sectorial:
 - Publicidad: 70%
 - Salud: 15%
 - Entretenimiento: 15%

TARGET PRICE

\$ 26,000,000

GROSS REVENUE

\$ 7,500,000

EBITDA

\$ 4,800,000

BUSINESS TYPE

Software y SAAS

COUNTRY

Estados Unidos

BUSINESS ID

L#20251021

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