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Empresa de transformação digital de alto crescimento

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Empresa de transformação digital de alto crescimento

Você representa uma empresa de transformação digital de consultoria de primeira linha, especializada em desenvolvimento de software proprietário, engenharia de aplicativos móveis, Garantia de Qualidade (QA) e integração de Inteligência Artificial (IA) . A empresa está posicionada para um crescimento excepcional, projetando US$ 9,0 milhões em receita e US$ 5,7 milhões em lucro antes de juros e impostos (EBIT).

Destaques estratégicos e operacionais

A empresa opera em um modelo altamente eficiente, totalmente remoto ee com poucos ativospermitindo recursos de fornecimento de serviços 24 horas por dia, 7 dias por semana e uma estrutura de custos comprovadamente escalável. As principais métricas operacionais incluem:

- Histórico financeiro robusto: A empresa apresentou um crescimento constante ano a ano nos últimos três anos, culminando em um forte desempenho em 2024 de US$ 7,5 milhões em receita e US$ 4,8 milhões em ganhos discricionários.
- Pool de talentos otimizado: As operações são apoiadas por uma equipe experiente e perfeitamente gerenciada de prestadores de serviços especializados, garantindo agilidade e minimizando a sobrecarga de mão de obra fixa.
- Transição estratégica: O atual proprietário, um engenheiro veterano do Vale do Silício, está comprometido em garantir a continuidade dos negócios e está disposto a fazer a transição para uma função de consultoria estratégica de longo prazo como diretor de tecnologia (CTO) pós-aquisição.
- Reputação de mercado estabelecida: Uma reputação confiável de qualidade na entrega de projetos proporciona uma base sólida para o crescimento orgânico e a entrada em novos mercados nacionais e internacionais.
- Base de clientes diversificada: As receitas atuais são geradas a partir de um mix estável e vertical, proporcionando mitigação contra riscos específicos do setor:
    - Publicidade: 70%
    - Saúde: 15%
    - Entretenimento: 15%

TARGET PRICE
$ 26,000,000

GROSS REVENUE
$ 7,800,000

EBITDA
$4,800,000

BUSINESS TYPE
Software e SAAS

COUNTRY
Estados Unidos

BUSINESS ID
L#20251021

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