

Empresa de transformação digital de alto crescimento



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Você representa uma empresa de transformação digital de concierge 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 e com poucos ativos permitindo 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

\$ 7,500,000

EBITDA

\$ 4,800,000

BUSINESS TYPE

Software e SAAS

COUNTRY

Estados Unidos

BUSINESS ID

L#20251021

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