

Plataforma SAAS de fiscalização líder de mercado



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A empresa é líder no fornecimento de soluções de fiscalização baseadas em software e de caixa registradora digital, operando em um ambiente regulamentado que exige relatórios de transações para sistemas governamentais. Desde o lançamento, a empresa criou uma plataforma dimensionável e de alto desempenho que atende a vários setores, incluindo varejo, horeca, transporte e clientes corporativos. A empresa se beneficia de uma função de missão crítica na infraestrutura de pagamentos, garantindo uma forte retenção de clientes e receitas recorrentes.

Destaques do investimento

- Posição de liderança de mercado em um segmento de fiscalização regulamentada
- ~58.000 unidades ativas instaladas com forte impulso de crescimento
- Alta visibilidade da receita recorrente impulsionada por requisitos de conformidade
- Ecossistema integrado de software, nuvem e serviços de transação
- Altos custos de mudança e forte dependência do cliente
- Integrações estratégicas com instituições financeiras e infraestrutura de pagamento
- SaaS escalável comprovado + modelo baseado em transações

Oportunidade de mercado

- Mercado total endereçável: ~230.000+ unidades
- Mudança estrutural contínua de soluções de hardware para software
- Expansão para novos setores verticais:
 - Serviços de transporte
 - Vending e varejo automatizado
 - Ecossistemas de terminais bancários
- Os ventos favoráveis regulatórios garantem a demanda e a adoção a longo prazo

Produtos e plataforma

A empresa oferece um ecossistema de fiscalização de pilha completa, incluindo:

- Soluções de caixa registradora baseadas em software (multiplataforma)
- Sistema de processamento de transações de alta carga
- Serviços de fiscalização baseados em nuvem
- Ferramentas de gerenciamento de armazém e estoque
- Integrações de API com sistemas de terceiros
- Conectores de pagamento e bancários
- Ferramentas de análise de dados e relatórios

O pipeline inclui uma plataforma de gerenciamento de transações e faturamento de última geração

Estratégia de crescimento

- Expansão da base instalada para mais de 70.000 unidades (curto prazo)
- Lançamento de soluções verticais específicas

TARGET PRICE

\$ 4,900,000

GROSS REVENUE

\$ 4,200,000

EBITDA

\$ 1,000,000

BUSINESS TYPE

Software e SAAS

COUNTRY

Belarus

BUSINESS ID

L#20261054

- Dimensionamento de integrações com provedores de serviços bancários e de pagamento
- Expansão da rede de parceiros e distribuição
- Monetização de serviços de nuvem e de valor agregado

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