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Provedor de soluções de engenharia de dados em nuvem e IA para o mercado dos EUA

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TARGET PRICE
$ 3,500,000

GROSS REVENUE
$ 1,600,000

EBITDA
$ 100,000

BUSINESS TYPE
Negócios na Internet

COUNTRY
Argentina

BUSINESS ID
L#20261089

O projeto representa uma oportunidade de adquirir uma plataforma de serviços de tecnologia em rápido crescimento, com ampla experiência em engenharia de dados na nuvem e inteligência artificial. A empresa se beneficia de uma base diversificada de clientes, presença em mercados finais atraentes, forte concentração de receita na América do Norte e um modelo de entrega escalável. Localizada na interseção entre a transformação para a nuvem, a análise avançada de dados e a adoção de IA, a empresa oferece um potencial significativo para expansão estratégica e oportunidades de vendas cruzadas.

Destaques do investimento

- Parceiro de tecnologia consolidado, especializado em engenharia de dados na nuvem, soluções de IA/ML, processamento de dados em tempo real, infraestrutura em nuvem e design de UX/UI para clientes corporativos e de alto crescimento.
- Forte presença na América do Norte, com 100% da receita proveniente de clientes nos Estados Unidos e no Canadá, sendo aproximadamente 80% do mercado dos EUA e 20% do Canadá.
- Uma base de clientes diversificada, composta por 70% de clientes corporativos e de pequenas e médias empresas (PMEs) e 30% de startups, criando uma composição equilibrada de receita entre empresas consolidadas e inovadores emergentes.
- Experiência em setores de alto crescimento, incluindo Fintech, Insurtech e SaaS — áreas que continuam se beneficiando da transformação digital cada vez mais acelerada e da adoção da IA.
- Modelo de prestação de serviços global e escalável, apoiado por uma equipe de 52 profissionais, principalmente na Argentina, complementada por talentos no Brasil e na Europa, o que permite a prestação de serviços de forma eficiente e econômica.
- Relacionamentos recorrentes e duradouros com os clientes, sendo que cerca de 85% dos serviços são prestados por meio de serviços de reforço de equipe e os 15% restantes, por meio de contratos baseados em projetos.

Portfólio de serviços principais

- Engenharia de Dados na Nuvem
- Processamento de dados em tempo real
- IA e Aprendizado de Máquina
- Infraestrutura em nuvem
- Design de UX/UI

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