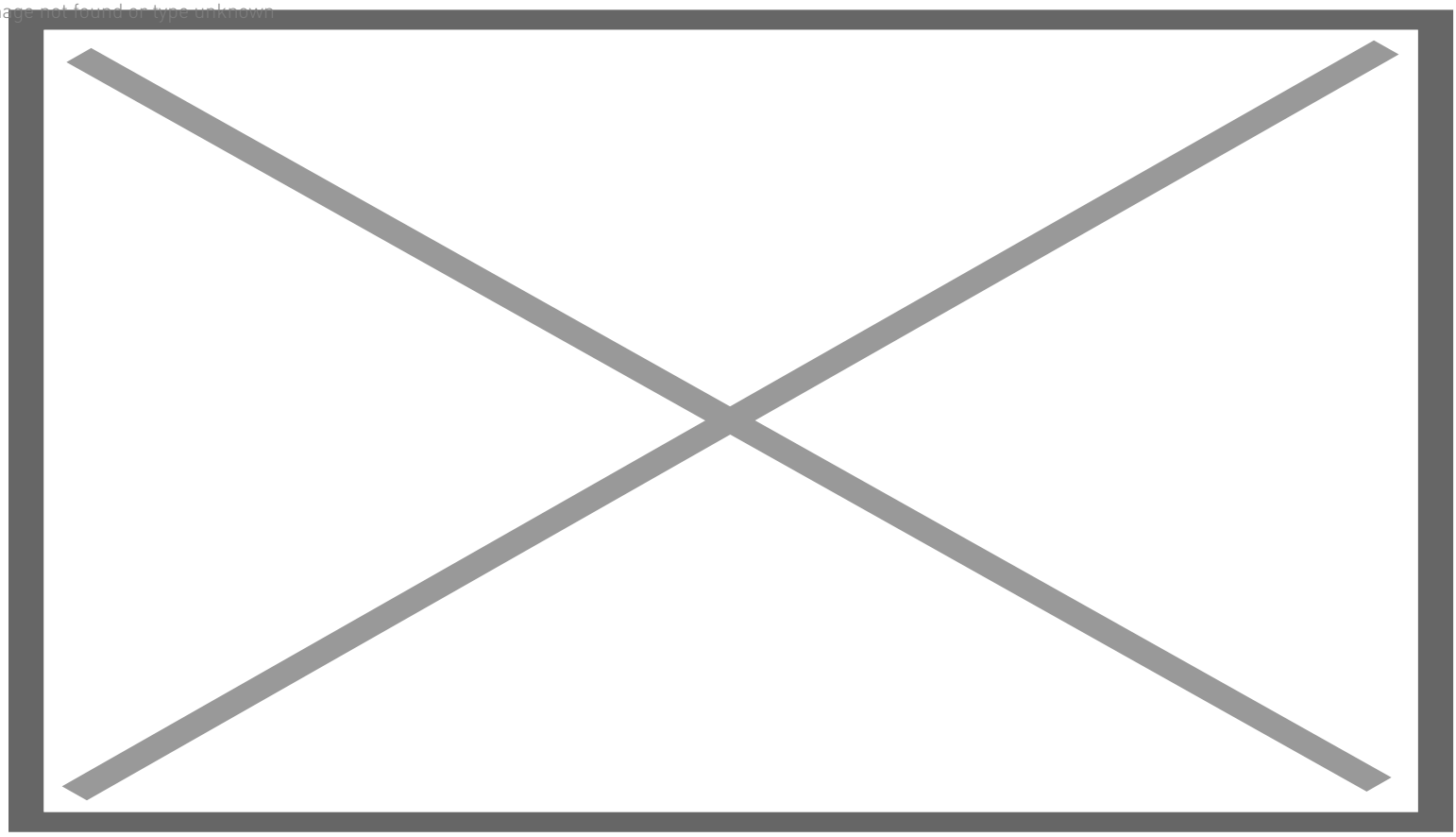
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Société de transformation numérique à forte croissance

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Société de transformation numérique à forte croissance

Cela représente une entreprise de transformation numérique de conciergerie de premier plan, spécialisée dans les domaines suivants : le développement de logiciels propriétaires, l'ingénierie d'applications mobiles, l'assurance qualité (QA) et l'intégration de l'intelligence artificielle (IA).. L'entreprise est positionnée pour une croissance exceptionnelle, prévoyant 9,0 millions de dollars de recettes et 5,7 millions de dollars de bénéfice avant intérêts et impôts (EBIT).

Faits saillants stratégiques et opérationnels

L'entreprise fonctionne selon un modèle très efficace, entièrement à distance et sans actifs. modèle allégé en actifsLe système de gestion de l'information de l'Union européenne (UE) permet de fournir des services 24 heures sur 24 et 7 jours sur 7 et d'avoir une structure de coûts manifestement évolutive. Les principaux indicateurs opérationnels sont les suivants :

- Des antécédents financiers solides : L'entreprise a connu une croissance régulière d'une année sur l'autre au cours des trois dernières années, culminant avec une forte performance en 2024 de 7,5 millions de dollars de revenus et de 4,8 millions de dollars de gains discrétionnaires.
- Un vivier de talents optimisé : Les opérations sont soutenues par une équipe d'entrepreneurs spécialisés, expérimentés et gérés de manière transparente, ce qui garantit la souplesse et minimise les frais fixes de main-d'œuvre.
- Transition stratégique : Le propriétaire actuel, un ingénieur chevronné de la Silicon Valley, s'est engagé à assurer la continuité de l'entreprise et est prêt à passer à un rôle de conseiller stratégique à long terme en tant que directeur de la technologie (CTO) après l'acquisition.
- Une réputation établie sur le marché : Une réputation de confiance pour la réalisation de projets de qualité constitue une base solide pour la croissance organique et l'entrée sur de nouveaux marchés nationaux et internationaux.
- Une clientèle diversifiée : Les recettes actuelles proviennent d'une clientèle stable et verticale, ce qui permet d'atténuer les risques sectoriels :
    - Publicité : 70%
    - Santé : 15%
    - Divertissement : 15%

TARGET PRICE
$ 26,000,000

GROSS REVENUE
$ 7,500,000

EBITDA
$ 4,800,000

BUSINESS TYPE
Logiciels et SAAS

COUNTRY
États-Unis

BUSINESS ID
L#2025M021

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