

# 고성장 디지털 혁신 기업



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이 회사는 다음을 전문으로 하는 최고의 컨시어지 디지털 트랜스포메이션 회사입니다. 독점 소프트웨어 개발, 모바일 애플리케이션 엔지니어링, 품질 보증(QA) 및 인공지능(AI) 통합을 전문으로 하는 기업입니다. 이 회사는 다음과 같이 예상되는 탁월한 성장세를 보이고 있습니다. 9.0백만 달러의 수익 및 이자 및 세금 차감 전 이익(EBIT) 570만 달러.

#### 전략 및 운영 하이라이트

이 회사는 매우 효율적이고 완전히 원격으로 운영되며 자산 경량화 모델을 통해 연중무휴 24시간 서비스 제공 기능과 확장 가능한 비용 구조를 구현할 수 있습니다. 주요 운영 지표는 다음과 같습니다:

- 탄탄한 재무 실적: 지난 3년 동안 매년 꾸준히 성장하여 2024년 매출 750만 달러, 재량 수익 480만 달러의 강력한 실적을 달성했습니다.
- 최적화된 인재 풀: 노련하고 원활하게 관리되는 전문 계약자 팀이 운영을 지원하여 민첩성을 보장하고 고정 인건비를 최소화합니다.
- 전략적 전환: 실리콘 밸리의 베테랑 엔지니어인 현 소유주는 비즈니스 연속성을 보장하기 위해 최선을 다하고 있으며 다음과 같은 장기적인 전략적 자문 역할로 전환할 의향이 있습니다. 최고 기술 책임자(CTO)로 장기적인 전략적 자문 역할로 전환할 의향이 있습니다.
- 시장 평판 구축: 고품질 프로젝트 제공에 대한 신뢰할 수 있는 평판은 유기적인 성장과 새로운 국내외 시장 진출을 위한 강력한 기반을 제공합니다.
- 다각화된 고객 기반: 현재 수익은 안정적인 수직적 믹스에서 창출되어 부문별 리스크에 대한 완화를 제공합니다.
  - 광고: 70%
  - 건강: 15%
  - 엔터테인먼트: 15%

#### TARGET PRICE

\$ 26,000,000

#### GROSS REVENUE

\$ 7,500,000

#### EBITDA

\$ 4,800,000

#### BUSINESS TYPE

소프트웨어 및 SAAS

#### COUNTRY

미국

#### BUSINESS ID

L#20251021

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