

시장을 선도하는 재정화 SAAS 플랫폼



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SAAS

회사는 정부 시스템에 거래 보고를 의무화하는 규제 환경 내에서 운영되는 소프트웨어 기반 재정 및 디지털 금전 등록기 솔루션의 선도적인 공급업체입니다. 출시 이후 소매, 호레카, 운송, 기업 고객 등 여러 부문에 서비스를 제공하는 확장 가능한 고성능 플랫폼을 구축했습니다. 결제 인프라에서 미션 크리티컬한 역할을 수행하여 강력한 고객 유지와 반복적인 수익을 보장하는 비즈니스의 이점을 누릴 수 있습니다.

투자 하이라이트

- 규제 대상 재정부 부문에서 시장을 선도하는 위치
- ~강력한 성장 모멘텀을 갖춘 58,000여 개의 활성 설치 장치
- 규정 준수 요구 사항에 따른 높은 반복 매출 가시성 확보
- 소프트웨어, 클라우드, 트랜잭션 서비스의 통합 에코시스템
- 높은 전환 비용과 강력한 클라이언트 종속성
- 금융 기관 및 결제 인프라와의 전략적 통합
- 확장성이 입증된 SaaS + 트랜잭션 기반 모델

시장 기회

- 총 주소 지정 가능 시장: ~230,000대 이상
- 하드웨어에서 소프트웨어 솔루션으로의 지속적인 구조적 전환
- 새로운 업종으로의 확장:
 - 교통 서비스
 - 자동 판매기 및 자동화된 소매점
 - बैं킹 단말기 에코시스템
- 규제의 순풍으로 장기적인 수요와 채택 보장

제품 및 플랫폼

당사는 다음과 같은 풀스택 재정부 생태계를 제공합니다:

- 소프트웨어 기반 금전 등록기 솔루션(크로스 플랫폼)
- 고부하 트랜잭션 처리 시스템
- 클라우드 기반 재정부 서비스
- 창고 및 재고 관리 도구
- 타사 시스템과의 API 통합
- 결제 및 बैं킹 커넥터
- 데이터 분석 및 보고 도구

TARGET PRICE

\$ 4,900,000

GROSS REVENUE

\$ 4,200,000

EBITDA

\$ 1,000,000

BUSINESS TYPE

소프트웨어 및 SAAS

COUNTRY

벨로루시

BUSINESS ID

L#20261054

파이프라인에는 차세대 청구 및 거래 관리 플랫폼이 포함됩니다.

성장 전략

- 설치 기반을 70,000대 이상으로 확장 (단기)
- 업종별 솔루션 출시
- बैंक 및 결제 서비스 제공업체와의 통합 확장
- 파트너 및 유통망 확장
- 클라우드 및 부가 가치 서비스의 수익 창출

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