미국 시장을 대상으로 하는 클라우드 데이터 엔지니어링 및 AI 솔루션



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AI

이 프로젝트는 클라우드 데이터 엔지니어링 및 인공지능 분야에서 깊은 전문성을 갖춘, 빠르게 성장하는 기술 서비스 플랫폼을 인수할 수 있는 기회를 제공합니다. 이 회사는 다각화된 고객 기반, 유망한 최종 시장 진출, 북미 지역 매출의 높은 집중도, 그리고 확장 가능한 서비스 제공 모델을 통해 경쟁 우위를 확보하고 있다. 클라우드 전환, 고급 분석, AI 도입이 교차하는 지점에 위치한 이 사업은 전략적 확장 및 교차 판매 기회에 있어 상당한 잠재력을 지니고 있습니다.

투자 하이라이트

- 기업 및 고성장 기업 고객을 대상으로 클라우드 데이터 엔지니어링, AI/ML 솔루션, 실시간 데이터 처리, 클라우드 인프라, UX/UI 디자인 분야에 주력하는 검증된 기술 파트너입니다.
- 북미 시장에 대한 노출도가 매우 높으며, 매출의 100%가 미국 및 캐나다 고객으로부터 발생하고, 이 중 약 80%는 미국 시장에서, 20%는 캐나다 시장에서 창출됩니다.
- 기업 및 중소기업 고객이 70%, 스타트업이 30%를 차지하는 다각화된 고객 기반을 통해, 기존 대기업과 신흥 혁신 기업 간의 균형 잡힌 매출 구도를 형성하고 있습니다.
- 핀테크, 인슈어테크, SaaS 등 디지털 전환과 AI 도입 가속화로 지속적인 혜택을 누리고 있는 고성장 산업 분야에 대한 전문성.
- 주로 아르헨티나에 기반을 둔 52명의 전문가 팀과 브라질 및 유럽 전역의 인재들이 함께 지원하는 확장 가능한 글로벌 서비스 제공 모델을 통해, 효율적이고 비용 효율적인 서비스 제공이 가능합니다.
- 지속적이고 끈끈한 고객 관계를 구축하고 있으며, 전체 업무의 약 85%는 팀 보강 서비스를 통해, 나머지 15%는 프로젝트 기반 계약을 통해 수행됩니다.

핵심 서비스 포트폴리오

- 클라우드 데이터 엔지니어링
- 실시간 데이터 처리
- AI 및 기계 학습
- 클라우드 인프라
- UX/UI 디자인

TARGET PRICE

$ 3,500,000

GROSS REVENUE

$ 1,600,000

EBITDA

$ 100,000

BUSINESS TYPE

인터넷 비즈니스

COUNTRY

아르헨티나

BUSINESS ID

L#20261089

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