Global IT Services Provider



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MERGERSCORP

Global IT Services Provider

Information Technology Services, with a focus on value-added services (software development, IT support, managed services). The Company is a well-established global IT services provider with a diversified client portfolio, primarily serving multinational corporations across Latin America. It has a proven track record of transitioning clients from basic staffing models to higher-value services. The Company differentiates itself through full compliance with labor and tax regulations in all operating jurisdictions, fostering long-term client relationships built on reliability and reduced operational risk.

Market Position

The Company operates in a competitive technology services market, particularly in Latin America. While competing with informal operators who may have lower costs due to non-compliance, The Company maintains a strong competitive position by offering full compliance, operational security, and high-quality standards. Its pricing strategy balances competitiveness with the value of its compliant, nearshore delivery model.

Highlights

- 30-year track record as a trusted IT services provider
- Broad international presence across Latin America, the U.S., and Spain.
- Offices in Argentina and Mexico
- Scalable delivery model serving enterprise clients
- Full sale process underway to support the next growth phase

Service Offering

- Quality Assurance: full spectrum of manual and automated testing services
- Software Development: custom solutions for digital transformation
- Tech Support: End-to-end infrastructure and user support services
- Talent Recruitment: Specialized IT team augmentation

Growth Strategy

- Geographic Expansion: Leveraging existing client relationships to drive growth in new markets, notably Spain, and further developing other LatAm countries (Brazil, Chile, USA, Uruguay, Colombia, Peru) through direct investment and strategic partnerships.
- Cross-Selling: Expanding service offerings to existing clients.
- Margin Optimization: Continuous efforts to improve profitability through contract renegotiations, absorption of fixed costs as revenue scales, and geographic diversification of delivery capacity.

Financial Highlights (Projections)

- Total Revenues: Projected to grow from $10.3 million in 2024 to $34.8 million in 2029.
- Revenue Concentration: Argentina, Spain, Mexico, Other LatAm.
- Gross Margin: Expected to remain stable around 27-28%.
- EBITDA: Projected to increase significantly from 7.2% in 2024 to 13.5% in 2029, reflecting operational scale, contract optimization, and European expansion.

TARGET PRICE
$7,900,000

GROSS REVENUE
$10,300,000

EBITDA
$0

BUSINESS TYPE
Services

COUNTRY
Argentina

BUSINESS ID
L#20250955

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Spain operations are expected to become EBITDA positive from 2027.

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