

# High-Growth Digital Transformation Firm



**MERGERSCORP**

## High-Growth Digital Transformation Firm

This represents a premier concierge digital transformation firm specializing in proprietary software development, mobile application engineering, Quality Assurance (QA), and Artificial Intelligence (AI) integration. The firm is positioned for exceptional growth, projecting \$9.0 million in Revenue and \$5.7 million in Earnings Before Interest and Taxes (EBIT).

### Strategic and Operational Highlights

The company operates on a highly efficient, fully remote, and asset-light model, enabling 24/7 service delivery capabilities and a demonstrably scalable cost structure. Key operational metrics include:

- **Robust Financial Track Record:** The company has delivered steady year-over-year growth over the past three years, culminating in a strong 2024 performance of \$7.5M in revenue and \$4.8M in discretionary earnings.
- **Optimized Talent Pool:** Operations are supported by a seasoned, seamlessly managed team of specialized contractors, ensuring agility and minimizing fixed labor overhead.
- **Strategic Transition:** The current owner, a veteran Silicon Valley engineer, is committed to ensuring business continuity and is willing to transition into a long-term strategic advisory role as Chief Technology Officer (CTO) post-acquisition.
- **Established Market Reputation:** A trusted reputation for quality project delivery provides a strong foundation for organic growth and entry into new domestic and international markets.
- **Diversified Client Base:** Current revenues are generated from a stable, vertical mix, providing mitigation against sector-specific risk:
  - Advertising: 70%
  - Health: 15%
  - Entertainment: 15%

### TARGET PRICE

\$26,000,000

### GROSS REVENUE

\$7,500,000

### EBITDA

\$4,800,000

### BUSINESS TYPE

Software & SAAS

### COUNTRY

United States

### BUSINESS ID

L#20251021

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