

# Digital Consultancy & GTM Enablement Platform for Global Tech Enterprises



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## Digital Consultancy & GTM Enablement Platform for Global Tech Enterprises

High-growth digital consultancy and go-to-market enablement platform that supports some of the world's most recognized technology companies in accelerating product adoption, customer engagement, and commercial execution.

Founded in 2015 and headquartered in Buenos Aires, with established operations in Madrid and Mexico City, the company has built a unique multidisciplinary model combining strategy consulting, creative production, AI enablement, data analytics, and technology services. Today, the business serves more than 90 client teams globally across North America, Europe, and Latin America.

As a certified B-Corp organization, the company has established a differentiated market position by helping enterprise technology clients successfully launch, scale, and optimize complex products and services.

### Key Investment Highlights

#### Trusted Partner to Global Technology Leaders

- Serves 90+ enterprise client teams worldwide
- Long-standing relationships with leading technology companies across search, social media, e-commerce, mobility, and digital services sectors
- Exceptional client retention exceeding 96%
- Average customer revenue expansion of approximately 2.4x over the client lifecycle

#### Diversified International Revenue Base

- More than 82% of revenue generated from North American and European markets
- Global delivery capabilities across three continents
- Strong positioning to benefit from continued digital transformation and AI adoption trends

#### Comprehensive End-to-End Service Offering

Integrated suite of high-value services including:

- Product Growth & Adoption
- Sales Enablement Programs
- Digital Content Production
- GTM Strategy & Execution
- AI Enablement & Automation
- Data Analytics & Dashboarding
- Product Launch Support
- Events & Learning Experience Design

#### Attractive Growth Pipeline

- Robust business development engine with approximately 12 new enterprise logos currently in active pipeline

#### GROSS REVENUE

\$8,000,000

#### EBITDA

\$600,000

#### BUSINESS TYPE

Internet Businesses

#### COUNTRY

Argentina

#### BUSINESS ID

L#20261093

- Growing demand for AI implementation, GTM optimization, and digital transformation services
- Significant opportunities for geographic expansion and cross-selling within existing accounts

#### Experienced International Team

- Approximately 118 professionals across strategy, creative, technology, AI, data, and operations functions
- Established legal entities and operating infrastructure across Argentina, Spain, and Mexico
- Deep expertise supporting multinational technology organizations

#### Revenue Mix

##### By Geography

- United States: 63%
- Europe: 19%
- Latin America: 18%

##### By Service Line

- Product Growth & Adoption: 35%
- Activations & Experiences: 30%
- Data & Development Support: 25%
- Product Launches & Market Intelligence: 10%

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