

# Premium Nearshore Digital Engineering & AI Solutions Platform Serving US & European Enterprises



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A profitable, fast-growing digital engineering and AI solutions firm delivering mission-critical software development, modernization, cloud, data, and AI services to enterprise and mid-market clients across the United States and Europe. The Company combines premium nearshore talent with deep domain expertise, enabling clients to accelerate digital transformation initiatives while maintaining operational flexibility and cost efficiency.

With a fully remote, LATAM-based workforce of approximately 90 professionals and a proven track record of serving blue-chip organizations across Travel & Hospitality, Real Estate, and News & Media, the Company has established itself as a trusted long-term technology partner with strong recurring client relationships and industry-leading retention metrics.

### Investment Highlights

#### Premium Nearshore Delivery Platform

The Company has successfully positioned itself as a premium digital engineering provider focused exclusively on US and European markets, generating 74% of revenue from North America and 26% from Europe. With an average hourly rate of approximately \$72, the business competes on expertise, delivery quality, and strategic value rather than price.

#### High-Quality Enterprise Client Base

The Company serves 34 active enterprise and mid-market clients, including multiple long-term relationships spanning more than three consecutive years. Revenue is generated exclusively from US and European customers, eliminating exposure to less predictable emerging markets while providing access to larger technology budgets and higher-value engagements.

#### AI-Native Growth Platform

Artificial Intelligence is embedded throughout the Company's operating model rather than being offered as a standalone service. Through its Innovation Lab and upcoming AI Solutions Practice, the Company delivers agentic workflows, LLM integrations, MLOps implementations, and AI-powered automation solutions that enhance client outcomes while improving internal delivery efficiency.

#### Exceptional Talent Retention and Delivery Quality

The Company has built a highly experienced engineering organization characterized by 96% voluntary employee retention, a 3:1 senior-to-junior ratio, and a workforce where approximately 88% of delivery personnel operate at senior levels. This talent advantage supports premium pricing, client retention, and consistent project execution.

#### Strategic Technology Partnerships

The Company maintains strategic relationships with leading technology platforms including Contentful, Hightouch, Cloudinary, Salesforce, and Sanity. These partnerships generate recurring inbound opportunities through co-selling initiatives, joint marketing

#### GROSS REVENUE

\$8,400,000

#### EBITDA

\$1,880,000

#### BUSINESS TYPE

Internet Businesses

#### COUNTRY

Argentina

#### BUSINESS ID

L#20261094

efforts, and ecosystem referrals.

## Core Service Offerings

### Product Engineering

Full-cycle development of web, mobile, cloud-native, and AI-powered applications for enterprise customers requiring complex, scalable technology solutions.

### Digital Modernization

Legacy application modernization, cloud migration, performance optimization, architecture redesign, and technology stack transformation initiatives.

### Data, Integration & Analytics

API development, event-driven architectures, ETL/ELT pipelines, data engineering, and analytics infrastructure supporting enterprise digital ecosystems.

### Salesforce & CRM Solutions

Implementation, customization, integration, and optimization services across Salesforce Sales Cloud, Service Cloud, Marketing Cloud, and adjacent CRM technologies.

### AI Solutions Practice

A rapidly expanding offering focused on AI implementation, workflow automation, large language model integration, and enterprise AI adoption initiatives.

### Competitive Advantages

- Premium positioning with enterprise-focused delivery model
- Deep expertise in Travel, Hospitality, Real Estate, and Media sectors
- Outcome-driven engagement structure with end-to-end ownership
- Highly experienced engineering workforce with exceptional retention
- Embedded AI capabilities across delivery operations
- Strong technology partner ecosystem
- Proven land-and-expand growth strategy with NRR exceeding 129%
- Scalable nearshore operating model with international expansion potential

### Growth Strategy

The Company's three-year growth plan targets more than \$15 million in revenue by 2028, supported by:

- Expansion within existing enterprise accounts
- Launch and scaling of the dedicated AI Solutions Practice
- Continued penetration of US and European markets
- Addition of 5-7 new enterprise clients annually
- Margin enhancement through AI-enabled delivery and automation
- Increased share of fixed-fee and advisory engagements

### Transaction Overview

The shareholders are exploring the sale of 100% of the Company's equity, providing investors with the opportunity to acquire a profitable, AI-enabled digital engineering platform with a premium market position, highly recurring client relationships, strong growth visibility, and significant exposure to the rapidly expanding enterprise AI services market.

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