

# ةيراقعلا ةطاسولا





**TARGET PRICE**

\$ 40,000,000

**GROSS REVENUE**

\$ 13,000,000

**EBITDA**

\$ 4,000,000

**BUSINESS TYPE**

Financial Services

**COUNTRY**

كيسكالم

**BUSINESS ID**

L#20251013

هيسيسئرة طاسو ةصنم ىلع ذواحتسالىل ةيرصحه ةيرامثتسا ةصرف مّدقّت  
عفترملا بلطلال تاذ تاراقعلا يف ةصصختمو ايجولونكتلاب ةمّوعدم ةدئار  
BI Analytics & Consulting ةكرش كراشت .كيسكالملا ايام اريفي في  
ةربخلا ىلإ ارشابمّ الوصو رفوي امم ،هذه عيبل ةيلعمل يرصحه راشتمك  
ةيفارتحالا تاقفصلا ةرادوا لاجملا اذه يف ةيوقلا .

**يذيفنت صخلم**

ديزت ةيلغيشت ةربخب عتمتت ةنميهه ةيسيسئرة طاسو ةصنم كلتمت  
رثكأ ليثمتل ةيرصحه اقووق كلتمتو ةيلغيشتلا ةربخلا نمّ اماع 15 نع  
اريفي في اطرشنّ اعورشم 20 نم رثكأل دتمي يذلا اهنوم نم 90% نم  
ىلع ةمئاقلا ةمدقتملا ءالمعلا تاقالع ةرادا ةمظنأ مادختسا لال نم .ايام  
مدقت ،كراشم طيسو 20,000 زواجتت ةيملاع ةكبشو يعانطصالا ءاكذلا  
ايجولونكتلا ىلع دمعتت ةءافكلا ةيلاع ةيمقر تاعيبم ةيلعمل ةكرشلا  
معدت .ةيديلقلا تالاولا يف اهل ليثم ال تالماعم ةعرسممّ الا ةيمقرلا  
لملاكتو ،ةيمقرلا تالمعلا تاعوفدملاو ،دُعْب نع قالعلا تايلاعمل ةصنملا  
نيرتشملا نم عساو جيزمل ةسلس ةمدخ رفوي امم ،يمقرلا لمعلا ريس  
نيلولدلاو نيلولملا

**ةيرامثتسالا حمالملا زربأ**

- **مئاقو نم 90% نم رثكأل ةيرصحه قووق :نومخملا يف مكحتلا**  
باعيتسا تالدعمو قوسلا ريعست ةوق حيتي امم ،ةديجل ينامملا  
ةعراستم .
- **ءادلأ ةيلاع ءاطسو ةكبش :ريوطتلا لباقلا تاعيبملا كرحم**  
ددعتم تاعيبم دعاسمب ةمّوعدم (كراشم طيسو 20,000 نم رثكأ)  
ةينازيم) يمقر قيوست كرحمو يعانطصالا ءاكذلا لمعي تاعلل  
(عباتم فلأ 200 نم رثكأو ،يكيرم رالود فلأ 600 غلبت ةيونس  
،أموي 20 ىلإ 10 نم ةيجزومنلا تاعيبملا ةرود :**عيرسلا ليوحتلا**  
Zoom و DocuSign دوقعو DocuSign دوقعو ةيضارتفا تالوجب ةمّوعدم  
ريفتشتلا معدت يفتلا قالعلا تايلاعملو onboarding .
- **رالود نويلم 13 2024 ماع يف تاداريلا غلبت :ةيوق ةيلام تانايب**  
كالهالاو بئارضلاو دئاوفلا مصخ لباق حابرا شماوه عم يكيرم  
ةيونس تاعيبم 28-32% ةبسنب تاعاطقتسالاو كالهتسالاو  
رالود فلأ 250 رعسلا طسوتم) دحو 550 و 500 نيبت حوارتت تادحولا  
(يكيرم).
- **نيبت حوارتي تاداريلا عقوقتم بككرم يونس ومن لدعم :ومنلا قافأ**  
يف عسوتلا نم تاداريلا يف ةدايز عم ،(م 2028 - م 2025) 30% و 22  
وتريبو ،اجاب) ةديجل يف فارغجل رشنلا تايلاعملو ،بببانألا طوطخ  
SaaS CRM ءالمعلا تاقالع ةرادا نم لخدلا قيقتو ،(اترلاف  
ءالمعلا تاقالع ةرادا ماطن رفوي :**ةيوق ةيراجت ةمالعو ةينقت**  
،آيلاع آليوحت ةصاخ ةيكلم ناكولملا يعانطصالا ءاكذلا دعاسمو  
الباق آيقر آقيوستو ،ءافكب نيلاحتملا ءالمعلا طاقلاو  
رارمتساب قوسلا ريعي عم نم ىلعأ ةيعامتجالا ةكرشملا .ريوطتلا

- نك مي قدينخ عم ةزيمتم ةناكم ةصنملا لتحت :قوسلا يف ةدايرلا  
قوسلا يف ةقثلاو ةيرصحلاو ايجولونكتلا ىلع ينبم هنع عافدلا
- ةمكوحو ةيعامتجالاو ةيئيبلا ةمكوحلاب مازتلالا  
،الوأ ةيمقرلا تالماعملل ةيولوألا تايلمعلا يطلع ت :تاكشرلا  
ن.يروطملا عم ةلوؤسملا تاقالعل او ،ةيفافشلاو ،جامدال او

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