

快速增长的食品配送服务

SaaS





SaaS

该公司是一家创新型交付、物流和车队管理平台，为在线企业提供无缝、可扩展的智能订单执行服务。

该公司为电子商务品牌、直接面向消费者（DTC）公司和快速增长的零售商提供服务，通过战略定位的履行中心、实时库存跟踪、自动订单处理、路线优化和全国性的运输网络，简化供应链运营。

- 经常性收入 – ARR 总额 450 万美元
- 业务总量增长 – 收入增长 36%：2025 年的 TTM/预订收入总和超过 2024 年的水平
- SaaS 增长 – 2025 年预订收入增长 2,000
- 客户：25 个活跃的企业客户
- 平均合同金额每年 50-100K 美元
- 高接触服务，客户流失率低 < 3%
- 大部分客户签订 12 个月合同
- 可扩展的履约基础设施
- 全国交付能力

目前没有市场营销费用。客户获取依赖于 LinkedIn 发布、冷启动和 15 个接触点序列。这为新店主提供了一个巨大的机会，通过制定和实施新的有效营销战略来提高销售额。

该企业由一位所有人成功经营，工作时间约为每年的 6 月至 12 月。每周 15-20 小时处理客户会议、内部产品审查和少量财务监督工作。此外，还有大约 在服务和 SaaS 领域有 40 名员工。

该公司在竞争激烈的市场中久经考验，集强大的品牌资产、成熟的服务业务和快速扩张的 SaaS 平台于一身。

有了合适的资金和发展团队，该公司完全有能力在交付管理领域处于领先地位，并有可能占据主导地位。

TARGET PRICE

\$ 1,700,000

GROSS REVENUE

\$ 4,513,697

EBITDA

\$ 0

BUSINESS TYPE

软件和 SAAS

COUNTRY

美国

BUSINESS ID

L#20250987

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