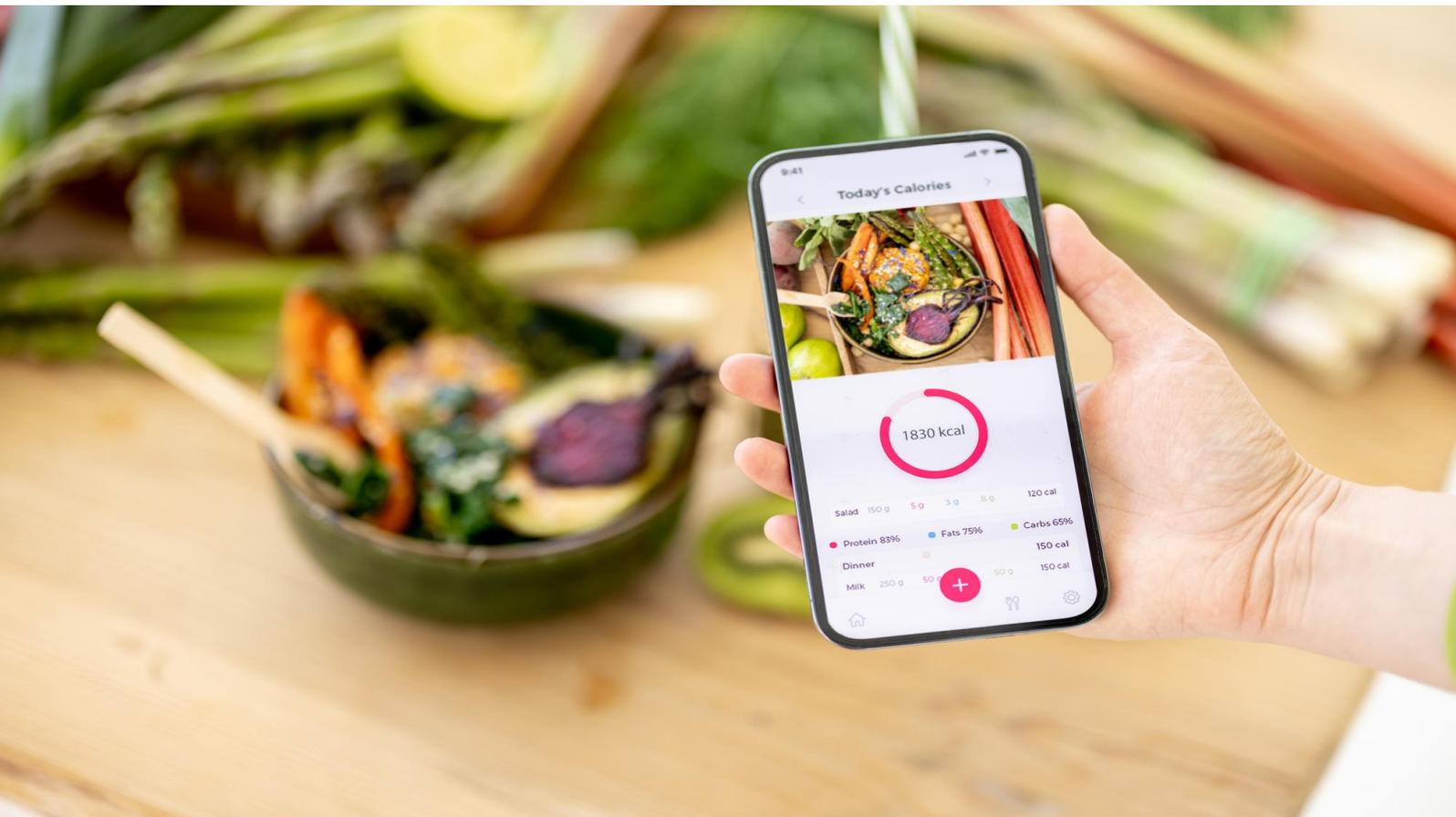


快速增长的食品配送服务

SaaS



MERGERSCORP

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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The projected financial information contained in the Memorandum is based on judgmental estimates and assumptions made by the management of the target Company, about circumstances and events that have not yet taken place. Accordingly, there can be no assurance that the projected results will be attained. In particular, but without prejudice to the generality of the foregoing, no representation or warranty whatsoever is given in relation to the reasonableness or achievability of the projections contained in the Memorandum or in relation to the bases and assumptions underlying such projections and you must satisfy yourself in relation to the reasonableness, achievability and accuracy thereof.

By delivering this Memorandum, neither MergersUS Inc., nor its authorized agents are making any recommendations regarding the acquisition or strategies outlined herein. Interested parties shall exercise independent judgment in, and have sole responsibility for, determining whether an acquisition of the Company is suitable for them, and neither MergersUS Inc, nor its authorized agents have responsibility to, and will not, monitor the condition of interested parties to determine that an acquisition is or remains suitable for them. Among other things, suitability of an acquisition will depend upon an interested party's investment and business plans and financial situation.

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