

快速增长的 SaaS 和食品配送服务



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。

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。截至 2025 年 8 月，该业务的收入和盈利能力继续保持强劲增长势头，目前已超过 460 万美元的跟踪 12 个月收入和 41 万美元的 SDE，预计到 2025 年底将实现 500 万美元以上的收入。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

\$ 4,714,046

EBITDA

\$ 450,239

BUSINESS TYPE

软件和 SAAS

COUNTRY

美国

BUSINESS ID

L#20251023

- 收入
 - 截至 2025 年 8 月的 TTM – 收入 460 万美元，SDE 41.1 万美元
 - 经常性收入 – 已为 2025 年预订 470 万美元（不包括任何新客户）
 - 2025 年 – 预计收入超过 500 万美元（新客户正在筹备中）
- 增长
 - 业务总量增长 – 42% 的销售额增长（基于 2025 年已预订的销售额高于 2024 年的销售额）
 - SaaS 增长 – 2025 年预订收入增长 2,000
- 客户
 - 15 个活跃的公司账户
 - 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，还有大约在交付服务业务和 SaaS 业务中，有 40 名完全远程的员工。

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