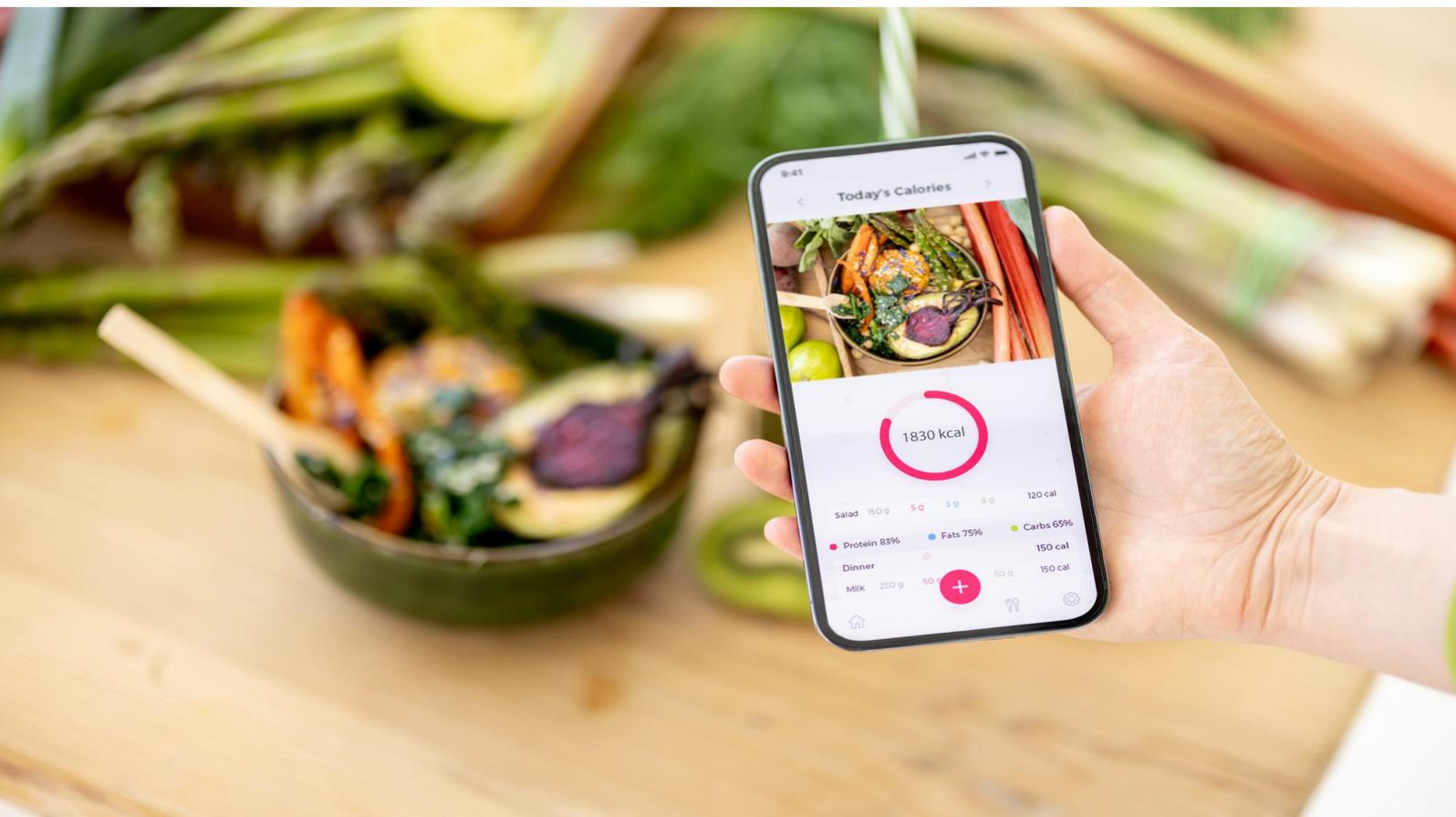


# Schnell wachsender Lebensmittel- Lieferdienst und SaaS



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## Schnell wachsender Lebensmittel-Lieferdienst und SaaS

Bei diesem Unternehmen handelt es sich um eine innovative Liefer-, Logistik- und Flottenmanagement-Plattform, die Online-Unternehmen eine nahtlose, skalierbare und intelligente Auftragsabwicklung ermöglicht. Das Unternehmen beliefert E-Commerce-Marken, Direct-to-Consumer (DTC)-Unternehmen und schnell wachsende Einzelhändler und rationalisiert die Lieferkette mit strategisch gelegenen Fulfillment-Zentren, Bestandsverfolgung in Echtzeit, automatisierter Auftragsabwicklung, Routenoptimierung und landesweiten Versandnetzwerken.

### Wichtigste Stärken

- Wiederkehrende Einnahmen – ARR insgesamt \$4.5M
- Wachstum des Gesamtgeschäfts – 36% Umsatzwachstum: kombinierter TTM/Booked Rev 2025 gegenüber 2024
- SaaS-Wachstum – 2.000% gebuchtes Umsatzwachstum 2025
- Kunden: 25 aktive Firmenkonten
- Durchschnittliche Vertragsgröße \$50-100K Jährlich
- High-Touch-Service mit geringer Kundenabwanderung bei < 3%.
- Mehrheit der Kunden mit 12-monatigen Verträgen
- Skalierbare Fulfillment-Infrastruktur
- Bundesweite Liefermöglichkeiten

### Marketing

Derzeit gibt es keine Marketingausgaben. Die Kundenakquise basiert auf LinkedIn-Postings, Kaltakquise und 15-Touchpoint-Sequenzen. Dies ist eine große Chance für einen neuen Eigentümer, den Umsatz zu steigern, indem er eine neue effektive Marketingstrategie entwickelt und umsetzt.

### Betrieb

Das Unternehmen wird erfolgreich von einem Inhaber geführt, der ca. 15-20 Stunden pro Woche für Kundengespräche, interne Produktüberprüfungen und leichte Finanzaufsicht. Darüber hinaus gibt es ca. 40 Mitarbeiter in den Bereichen Service und SaaS.

### Finanzielle Stärke

Das Unternehmen ist ein bewährter Akteur in einem wettbewerbsintensiven Markt und kombiniert einen starken Markenwert, ein ausgereiftes Dienstleistungsgeschäft und eine schnell wachsende SaaS-Plattform. Mit der richtigen Finanzierung und dem richtigen Wachstumsteam ist das Unternehmen gut positioniert, um die Kategorie Delivery Management anzuführen und potenziell zu dominieren.

#### TARGET PRICE

\$ 1,700,000

#### GROSS REVENUE

\$ 4,513,697

#### EBITDA

\$ 0

#### BUSINESS TYPE

Software & SAAS

#### COUNTRY

Vereinigte Staaten

#### BUSINESS ID

L#20250987

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