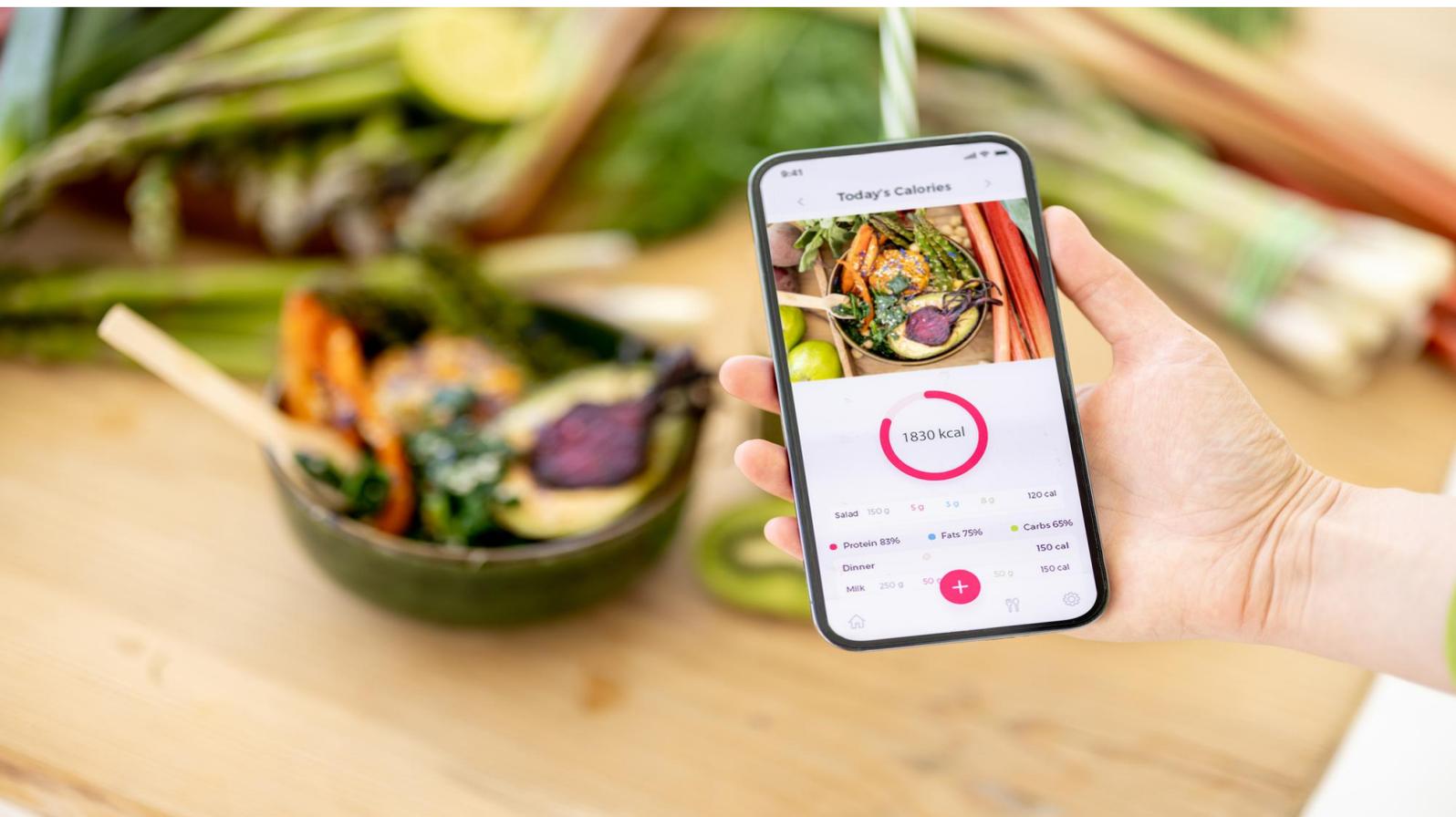


Schnell wachsender Lebensmittel- Lieferdienst und SaaS





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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