

Servicio de entrega de alimentos y SaaS de rápido crecimiento



MERGERSCORP

Servicio de entrega de alimentos y SaaS de rápido crecimiento

Esta empresa es una innovadora plataforma de entrega, logística y gestión de flotas que dota a los negocios online de un cumplimiento de pedidos sin fisuras, escalable e inteligente. Al servicio de marcas de comercio electrónico, empresas de venta directa al consumidor (DTC) y minoristas de rápido crecimiento, esta empresa agiliza las operaciones de la cadena de suministro con centros de cumplimiento estratégicamente ubicados, seguimiento del inventario en tiempo real, procesamiento automatizado de pedidos, optimización de rutas y redes de envío en todo el país.

Puntos fuertes

- Ingresos recurrentes – ARR total de 4,5 millones de dólares
- Crecimiento total del negocio – 36% de crecimiento del volumen de negocio: combinación de volumen de negocio medio/anual 2025 sobre 2024
- Crecimiento del SaaS – 2.000% de crecimiento de las ventas reservadas en 2025
- Clientes: 25 cuentas corporativas activas
- Tamaño medio del contrato \$50-100K Anuales
- Servicio personalizado con baja rotación de clientes en < 3%.
- Mayoría de clientes con contratos de 12 meses
- Infraestructura de cumplimiento escalable
- Capacidad de entrega en todo el país

Marketing

Actualmente, no hay gastos de marketing. La captación de clientes se basa en la publicación en LinkedIn, el contacto en frío y las secuencias de 15 puntos de contacto. Esto supone una gran oportunidad para que un nuevo propietario aumente las ventas creando y aplicando una nueva estrategia de marketing eficaz.

Operaciones

El negocio está dirigido con éxito por un solo propietario que trabaja aprox. De 15 a 20 horas semanales dedicadas a reuniones con clientes, revisiones internas de productos y una ligera supervisión financiera. Además, hay aprox. 40 empleados entre servicios y SaaS.

Fortaleza financiera

Esta empresa, de probada eficacia en un mercado competitivo, combina un fuerte valor de marca, un negocio de servicios maduro y una plataforma SaaS en rápida expansión. Con la financiación y el equipo de crecimiento adecuados, está bien posicionada para liderar y potencialmente dominar la categoría de gestión de entregas.

TARGET PRICE

\$ 1,700,000

GROSS REVENUE

\$ 4,513,697

EBITDA

\$ 0

BUSINESS TYPE

Software y SAAS

COUNTRY

Estados Unidos

BUSINESS ID

L#20250987

The information contained herein does not constitute an offer to sell or a solicitation of an offer or a recommendation to purchase securities under the securities laws of any jurisdiction, including the United States Securities Act of 1933, as amended, or any US state securities laws, or a solicitation to enter into any other transaction

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.

This document is prepared for information purposes only. It is made available on the express understanding that it will be used for the sole purpose of assisting the recipients to decide whether they wish to proceed with a further investigation of the Proposed Transaction.

The recipients realize and agree that this document is not intended to form the basis of any investment decision or any other appraisal or decision regarding the Proposed Transaction, and does not constitute the basis for the contract which may be concluded in relation to the Proposed Transaction.

All information contained in this document may subsequently be updated and adjusted. MergersUS Inc. has not independently verified any of the information contained herein or on which this document is based. Neither the Company, nor its management or shareholders, nor MergersUS Inc. , nor any of their respective directors, partners, officers, employees or affiliates make any representation or warranty (express or implied) or accept or will accept any responsibility or liability regarding or in relation to the accuracy or completeness of the information contained in this document or any other written or oral information made available to any interested party or its advisers. Any liability in respect of any such information or any inaccuracy in or omission from the document is expressly disclaimed.

MERGERSCORP

© 2026 MergersCorp M&A International. All rights reserved.

© 2026 MergersCorp M&A International. MergersCorp™ M&A International is the collective brand name of independent affiliates of MergersCorp M&A International. For more details on the nature of our affiliation, please visit us on our website <https://www.mergerscorp.com/disclaimer>. MergersCorp M&A International is not a registered broker-dealer under the U.S. securities laws. MergersCorp M&A International does not offer or sell securities or provide investment advice or underwriting services. The articles or publications contained in this presentation are not intended to provide specific business or investment advice. The author or MergersCorp M&A International shall not be liable for any errors or omissions, or for any loss suffered by any person or organization acting or refraining from acting as a result of the content of this website. It is recommended that specific independent advice be sought before making any business or investment decision.

MERGERSCORP

WWW.MERGERSCORP.COM