

Servicio de entrega de alimentos y SaaS de rápido crecimiento





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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

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