SaaS de rápido crecimiento y servicio de entrega de alimentos

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SaaS de rápido crecimiento y servicio de entrega de alimentos

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.

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. El negocio sigue experimentando un fuerte crecimiento tanto en ingresos como en rentabilidad, superando ahora los 4,6 millones de dólares en ingresos de los últimos 12 meses y 410.000 dólares en SDE en agosto de 2025, con previsiones de alcanzar ingresos superiores a 5 millones de dólares a finales de 2025. Con la financiación y el equipo de crecimiento adecuados, está bien posicionada para liderar y potencialmente dominar la categoría de gestión de entregas.

Puntos fuertes

- Ingresos
  - TTM hasta Ago 2025 – Ingresos 4,6M$ y SDE 411K$.
  - Ingresos recurrentes – 4,7 millones de dólares ya reservados para 2025 (sin incluir nuevos clientes)
  - 2025 – Proyección de más de 5 millones de dólares de ingresos (con nuevos clientes en proyecto)
- Crecimiento
  - Crecimiento total del negocio – 42% de crecimiento de las ventas (basado en las ventas ya reservadas en 2025 con respecto a 2024)
  - Crecimiento del SaaS – 2.000% de crecimiento de las ventas reservadas en 2025
- Clientes
  - 15 Cuentas de empresa 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 totalmente remotos tanto en el negocio de servicios de entrega como en el de SaaS.

TARGET PRICE
$ 1,700,000

GROSS REVENUE
$ 4,714,046

EBITDA
$ 450,239

BUSINESS TYPE
Software y SAAS

COUNTRY
Estados Unidos

BUSINESS ID
L#20251023

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