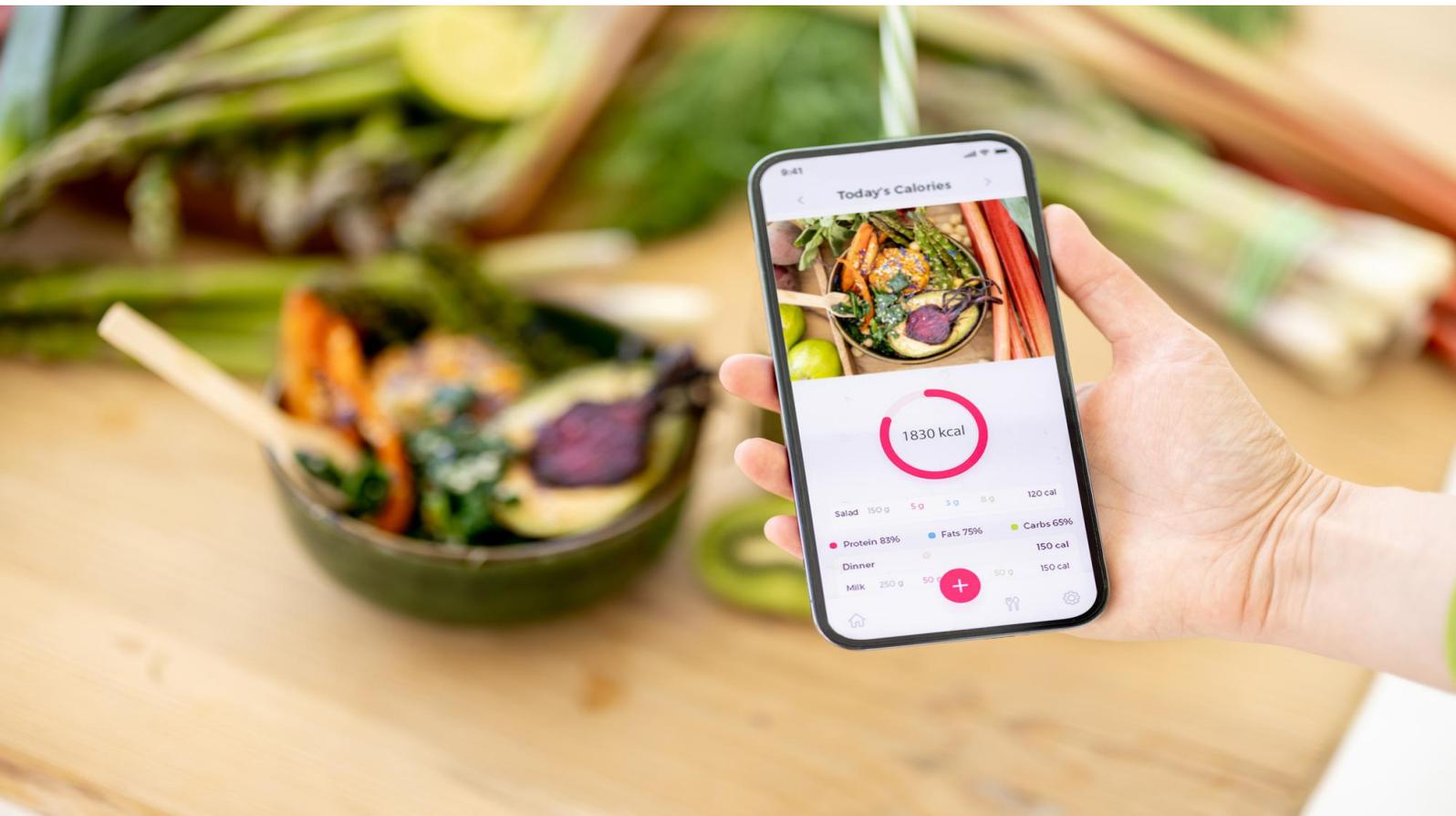


Snelgroeiende voedselbezorgservice en SaaS



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Snelgroeiende voedselbezorgservice en SaaS

Dit bedrijf is een innovatief platform voor levering, logistiek en vlootbeheer dat online bedrijven in staat stelt om hun bestellingen naadloos, schaalbaar en intelligent uit te voeren. Dit bedrijf bedient e-commercemerken, direct-to-consumer (DTC) bedrijven en snelgroeiende detailhandelaren en stroomlijnt de toeleveringsketen met strategisch gelegen fulfillmentcentra, realtime voorraadtracering, geautomatiseerde orderverwerking, routeoptimalisatie en landelijke verzendnetwerken.

Sterke punten

- Terugkerende inkomsten – Totaal ARR \$4,5M
- Totale bedrijfsgroei – 36% omzetgroei: gecombineerde TTM/Booked Rev 2025 over 2024
- SaaS-groei – 2.000% geboekte omzetgroei 2025
- Klanten: 25 actieve zakelijke accounts
- Gemiddelde contractgrootte \$50-100K per jaar
- Service met een hoge klantvriendelijkheid en een laag klantverloop op < 3%.
- Meerderheid klanten met 12-maandencontracten
- Schaalbare infrastructuur voor fulfilment
- Landelijke leveringsmogelijkheden

Marketing

Op dit moment worden er geen marketinguitgaven gedaan. Klantenwerving is gebaseerd op LinkedIn-posts, cold outreach en 15-touchpointsequenties. Dit biedt een enorme kans voor een nieuwe eigenaar om de verkoop te verhogen door het creëren en implementeren van een nieuwe effectieve marketingstrategie.

Werkzaamheden

Het bedrijf wordt met succes gerund door één eigenaar die ca. 15-20 uur per week klantvergaderingen, interne productbeoordelingen en licht financieel toezicht. Daarnaast zijn er ca. 40 medewerkers voor zowel service als SaaS.

Financiële kracht

Het bedrijf is een bewezen speler in een concurrerende markt en combineert een sterke merkwaarde, een volwassen servicebedrijf en een snel groeiend SaaS-platform. Met de juiste financiering en het juiste groeiteam bevindt het bedrijf zich in een goede positie om de categorie voor delivery management te leiden en mogelijk te domineren.

TARGET PRICE

\$ 1,700,000

GROSS REVENUE

\$ 4,513,697

EBITDA

\$ 0

BUSINESS TYPE

Software & SAAS

COUNTRY

Verenigde Staten

BUSINESS ID

L#20250987

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