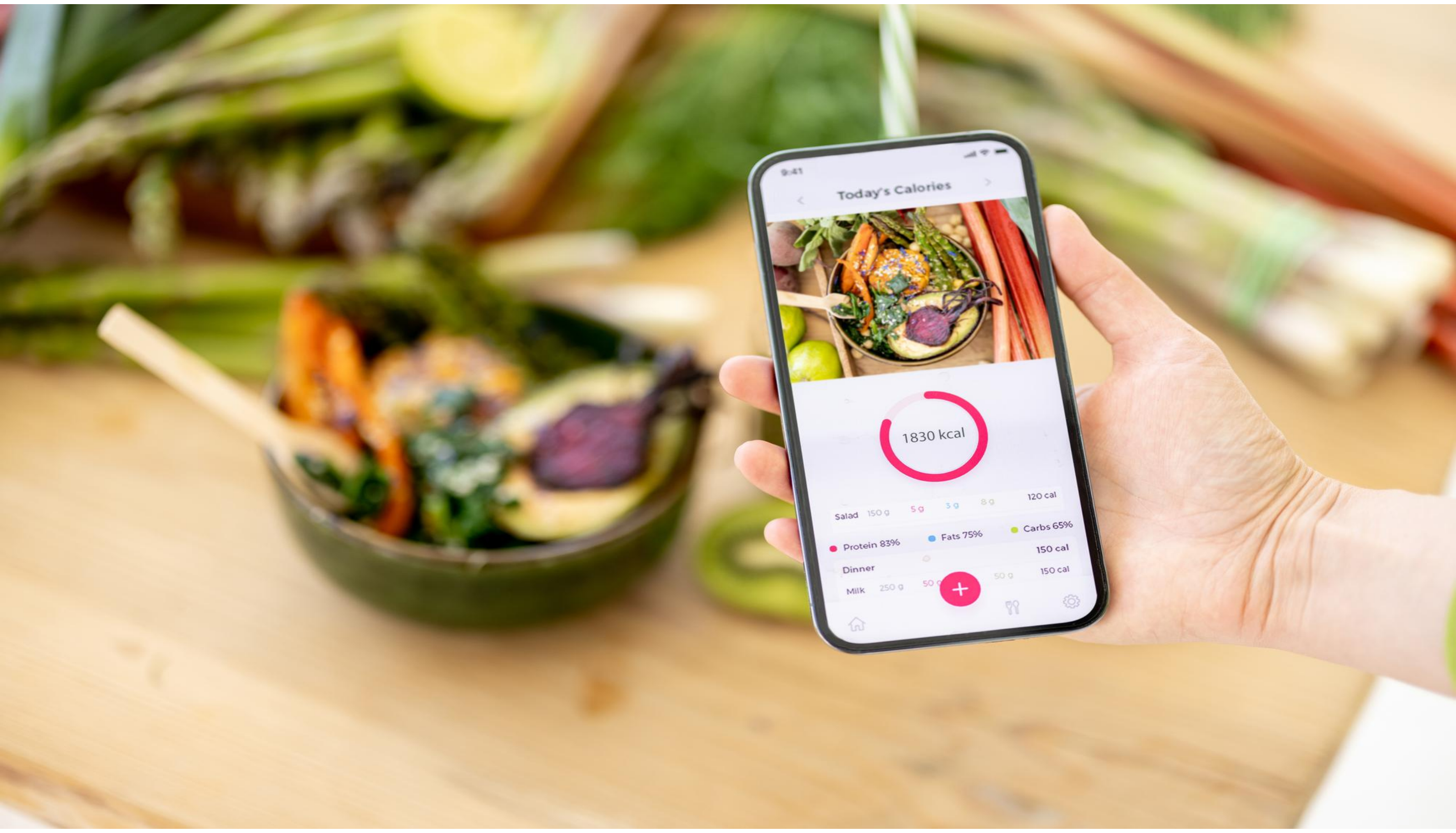
急成長するフードデリバ



MERGERSCORP

The Leader In Business Sales Mergers & Acquisitions

SaaS

この事業は、シームレスでスケーラブル、かつインテリジェントな注文処理でオンラインビジネスを支援する革新的な配送、物流、車両管理プラットフォームである。
Eコマースブランド、消費者直販（DTC）企業、急成長する小売企業にサービスを提供するこの事業は、戦略的に配置されたフルフィルメントセンター、リアルタイムの在庫追跡、自動化された注文処理、ルートの最適化、全国的な出荷ネットワークにより、サプライチェーン業務を合理化する。

- 経常収益 – 合計ARR 450万ドル
- 総事業成長率 – 36%の売上高成長率：TTM/2025年売上高計上額の合計が2024年を上回る
- SaaSの成長 – 2025年の予約売上高成長率2,000
- 顧客：25の有効な法人口座
- 平均契約額 年間5～10万ドル
- < 3%という低い顧客解約率を誇るハイタッチ・サービス
- 大半の顧客が12カ月契約
- スケーラブルなフルフィルメント・インフラストラクチャ
- 全国配送能力

現在、マーケティング費用はない。
顧客獲得は、LinkedInへの投稿、コールド・アウトリーチ、15タッチポイント・シークエンスに依存している。
これは、新しいオーナーにとって、効果的なマーケティング戦略を新たに構築し、実施することによって売上を伸ばす大きなチャンスとなる。

経営はオーナー1人でうまくいっている。
週15～20時間、顧客とのミーティング、社内の製品レビュー、軽い財務監督を担当。
そのほかにも、約8,000人の従業員がいる。
サービスおよびSaaSの両方で40人の従業員。

競争の激しい市場で実績のあるこの企業は、強力なブランド・エクイティ、成熟したサービス事業、急速に拡大するSaaSプラットフォームを兼ね備えている。
適切な資金調達と成長チームにより、デリバリー・マネジメントのカテゴリーをリー

TARGET PRICE
$ 1,700,000

GROSS REVENUE
$ 4,513,697

EBITDA
$ 0

BUSINESS TYPE
ソフトウェア＆SAAS

COUNTRY
米国

BUSINESS ID
L#20250987

ドし、支配する可能性がある。

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.

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