

Serviço de entrega de alimentos e SaaS de rápido crescimento





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Essa empresa é uma plataforma inovadora de entrega, logística e gerenciamento de frotas que capacita as empresas on-line com o atendimento de pedidos contínuo, dimensionável e inteligente. Atendendo a marcas de comércio eletrônico, empresas de venda direta ao consumidor (DTC) e varejistas de rápido crescimento, essa empresa simplifica as operações da cadeia de suprimentos com centros de atendimento estrategicamente localizados, rastreamento de estoque em tempo real, processamento automatizado de pedidos, otimização de rotas e redes de remessa em todo o país.

Principais pontos fortes

- Receita recorrente – ARR total de US\$ 4,5 milhões
- Crescimento total dos negócios – 36% de crescimento da receita: TTM combinado/Receita reservada 2025 acima de 2024
- Crescimento de SaaS – 2.000% de crescimento de receita reservada em 2025
- Clientes: 25 contas corporativas ativas
- Tamanho médio do contrato: US\$ 50-100 mil por ano
- Serviço de alto contato com baixa rotatividade de clientes em < 3%.
- Maioria dos clientes com contratos de 12 meses
- Infraestrutura de atendimento escalável
- Capacidades de entrega em todo o país

Marketing

Atualmente, não há gastos com marketing. A aquisição de clientes se baseia em postagens no LinkedIn, divulgação fria e sequências de 15 pontos de contato. Isso representa uma grande oportunidade para que um novo proprietário aumente as vendas criando e implementando uma nova estratégia de marketing eficaz.

Operações

A empresa é administrada com sucesso por um único proprietário que trabalha aproximadamente. De 15 a 20 horas por semana para reuniões com clientes, análises internas de produtos e supervisão financeira leve. Além disso, há aprox. 40 funcionários em serviços e SaaS.

Solidez financeira

Com atuação comprovada em um mercado competitivo, a empresa combina um forte valor de marca, um negócio de serviços maduro e uma plataforma SaaS em rápida expansão. Com o financiamento certo e a equipe de crescimento, ela está bem posicionada para liderar e potencialmente dominar a categoria de gerenciamento de entregas.

TARGET PRICE

\$ 1,700,000

GROSS REVENUE

\$ 4,513,697

EBITDA

\$ 0

BUSINESS TYPE

Software e SAAS

COUNTRY

Estados Unidos

BUSINESS ID

L#20250987

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