

# Fast Growing Food Delivery Service and SaaS





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This business is an innovative delivery, logistics, and fleet management platform that empowers online businesses with seamless, scalable, and intelligent order fulfillment. Serving e-commerce brands, direct-to-consumer (DTC) companies, and fast-growing retailers, this business streamlines supply chain operations with strategically located fulfillment centers, real-time inventory tracking, automated order processing, route optimization, and nationwide shipping networks.

### Key Strengths

- Recurring Revenue – Total ARR \$4.5M
- Total Business Growth – 36% Rev Growth: combined TTM/Booked Rev 2025 over 2024
- SaaS Growth – 2,000% Booked Rev Growth 2025
- Customers: 25 Active Corporate Accounts
- Average contract size \$50-100K Annually
- High-Touch Service with low customer churn at < 3%
- Majority of customers on 12-month contracts
- Scalable Fulfillment Infrastructure
- Nationwide Delivery Capabilities

### Marketing

Currently, there is no marketing spend. Customer acquisition relies on LinkedIn posting, cold outreach and 15-touchpoint sequences. This presents a huge opportunity for a new owner to increase sales by creating and implementing a new effective marketing strategy.

### Operations

The business is successfully run by one owner working approx. 15-20 hours per week handling customer meetings, internal product reviews and light financial oversight. In addition, there are approx. 40 employees across both service and SaaS.

### Financial Strength

A proven player in a competitive market, the business combines strong brand equity, a mature service business, and a rapidly expanding SaaS platform. With the right funding and growth team, it is well-positioned to lead and potentially dominate the delivery management category.

### TARGET PRICE

\$1,700,000

### GROSS REVENUE

\$4,513,697

### EBITDA

\$0

### BUSINESS TYPE

Software & SAAS

### COMPETITION

The Company owns both the Tech Platform and its own Delivery Service - enabling faster feature testing and a complete, vertically integrated experience Huge barrier to entry in the Industry - they are a well established platform in the Industry - having built brand trust, tech integration, and a solid reputation Excellent Customer Satisfaction

### GROWTH & EXPANSION

Building off its solid performance, strategies to accelerate growth would include: Key Initiatives Enhancing SEO & content strategy (blog, newsletter, case studies) Hosting webinars and participating in podcasts Building brand authority through strategic positioning

### COUNTRY

United States

### BUSINESS ID

L#20250987

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