

# Fast Growing SaaS and Food Delivery Service



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## Fast Growing SaaS and Food Delivery Service

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.

### 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. The business continues to experience strong growth in both revenue and profitability, now surpassing \$4.6M in trailing 12-month revenue and \$410K in SDE as of August 2025 with projections to achieve \$5M+ revenue by year end 2025. With the right funding and growth team, it is well-positioned to lead and potentially dominate the delivery management category.

### Key Strengths

- Revenues
  - TTM thru Aug 2025 – Revenue \$4.6M and SDE \$411K
  - Recurring Revenue – \$4.7M Already Booked for 2025 (not incl any new clients)
  - 2025 – Projecting \$5M+ in revenue (with new clients in the pipeline)
- Growth
  - Total Business Growth – 42% Rev Growth (based on already booked rev in 2025 over 2024)
  - SaaS Growth – 2,000% Booked Rev Growth 2025
- Customers
  - 15 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 fully remote employees across both the delivery service business and the SaaS business.

#### TARGET PRICE

\$1,700,000

#### GROSS REVENUE

\$4,714,046

#### EBITDA

\$450,239

#### BUSINESS TYPE

Software & SAAS

#### COMPETITION

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#### GROWTH & EXPANSION

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#### COUNTRY

United States

#### BUSINESS ID

L#20251023

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