

# 빠르게 성장하는 음식 배달 서비스 및 SaaS





## SaaS

이 비즈니스는 온라인 비즈니스에 원활하고 확장 가능하며 지능적인 주문 처리를 지원하는 혁신적인 배송, 물류 및 차량 관리 플랫폼입니다. 이커머스 브랜드, 소비자 직접 판매(DTC) 기업, 빠르게 성장하는 소매업체를 지원하는 이 비즈니스는 전략적으로 위치한 주문 처리 센터, 실시간 재고 추적, 자동 주문 처리, 경로 최적화, 전국적인 배송 네트워크를 통해 공급망 운영을 간소화합니다.

- 반복 수익 - 총 ARR \$4.5M
- 총 비즈니스 성장 - 매출 성장률 36%: 2024년 대비 TTM/예약 매출 2025 통합
- SaaS 성장 - 2025년 예약 매출 2,000% 성장
- 고객: 활성 기업 계정 25개
- 평균 계약 규모 연간 \$50-100,000
- 고객 이탈률이 낮은 하이터치 서비스 (< 3%)
- 12개월 계약을 맺은 고객 대다수
- 확장 가능한 주문 처리 인프라
- 전국적인 배송 기능

현재 마케팅 지출은 없습니다. 고객 확보는 LinkedIn 게시, 콜드 아웃리치 및 15개 터치포인트 시퀀스에 의존합니다. 이는 새로운 소유자가 새롭고 효과적인 마케팅 전략을 수립하고 실행하여 매출을 늘릴 수 있는 큰 기회를 제공합니다.

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### TARGET PRICE

\$ 1,700,000

### GROSS REVENUE

\$ 4,513,697

### EBITDA

\$ 0

### BUSINESS TYPE

소프트웨어 및 SAAS

### COUNTRY

미국

### BUSINESS ID

L#20250987

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