



Company Overview

Ridgefield Partners is pleased to offer a Warehousing & Fulfillment Technology company for acquisition. Founded in 2020 as a warehouse operating model, the Company pivoted in 2025 to a fully digital, A.I.-driven capacity marketplace that connects warehouse operators with shippers in need of capacity and fulfillment solutions. Today, the Company does not operate any physical warehouse locations and expects to generate go-forward Gross Margin in excess of 95%.

Transaction Overview

The Sellers are looking for a strategic partner to accelerate their path to becoming the system of record in warehousing logistics procurement. The Sellers desire a full sale of the Company’s assets or equity but are open to rolling equity with the right partner aligned on building long-term value creation.

Investment Highlights

- **Category-Defining Opportunity in Fragmented Market** - A tech-enabled marketplace positioned to become the system of record for U.S. warehouse and fulfillment procurement
- **Scalable, Two-Sided Network** – Established network of warehouse operators, matched against active shippers from DTC brands to fortune 500 enterprises.
- **Multiple, Diversified Monetization Levers** - Revenue generation across subscriptions, marketplace fees, and a value-added services referral network, delivering strong contribution margins and operating leverage.
- **Proprietary Data Asset** - A proprietary data layer aggregating verified capacity, utilization, and rate benchmarks across hundreds of millions of square feet of monitored warehouse capacity — recently formalized into an inaugural industry-wide benchmarking index.



Financial Highlights

FYE 12/31	2023	2024	2025
Revenue	\$7,659,520	\$2,203,297	\$498,272
Gross Profit	\$820,883	\$416,524	\$485,663
<i>Margin</i>	10.7%	18.9%	97.5%
Adj. EBITDA	(\$91,275)	(\$568,038)	(\$16,063)

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