

FOR SALE: 100% Drop Ship E-commerce for Janitorial & Office Supplies

Operated Remotely with Specialty Software!

Financial Overview

Price: \$3,300,000

Gross Sales

2023
\$5,699,627

Cash Flow

2023
\$669,449

Business Information

Clients: Primarily B2B, small to medium-sized business owners

Services: Offering over 400,000+ SkU's of goods

- Representing over 75 manufacturers
- Industrial, janitorial, office supplies
- All dropship

Software Used: Channel Advisor – can manage up to 1 million SKUs.

Lease: None, home based business

Employees: 7 FT contracted employees; all employees are cross-trained.

Year Established: 2006

Reason for Selling: Health; Back surgery needed, can no longer sit at computer for long periods of time

Seller Training Period: 1 year, but can stay longer depending on health

Location: Relocatable. Owner has moved to different states 3 times in the last 10 years, and it has not affected business

Intangible Assets: Extremely low overhead, domain name and software systems. Excellent relationships with wholesalers and manufacturers

Growth Opportunities: Take advantage of Amazon Prime qualification to increase traffic and revenue, secure additional contracts directly with hospitals. Expand to Canada, Mexico, and European markets (already have approval). They have compiled previous customer contacts for future marketing, and they also add 2-3 new vendors to their portfolio each year.

Funding example

Purchase Price:

\$3,300,000

25% Promissory Note and/or Equity roll	\$825,000
75% Paid Up Front	\$2,475,000

Description

Being a dropship ecommerce company, they carry little overhead - this order fulfillment company can be run from anywhere in the United States. Offering over 400,000 SKU's, focused on office and janitorial supplies, with over 20 vendors and 75+ manufacturers, they primarily service B2B customers, made up of small to medium sized businesses. This is proven to be a remote company, as the owner has relocated to 3 different states over the last 10 years. This business has been awarded a contract to sell office supplies to a network of over 250 hospitals and 350,000 shipping locations nationwide, including doctors' offices. The current owner is looking to sell this business due to health concerns as he is preparing to undergo back surgery but is confident of the continual success of this business and has offered a much larger than normal Promissory note of 25%, plus 1 year of training!

Priced at **\$3,300,000**, the business is positioned to grow and expand in the online retail space. They are qualified for Amazon Seller Prime but are not currently using it – taking advantage of this qualification would lead to a substantial increase in traffic and revenue. Their website is highly secure with the Green Address Bar SSL Certificate (highest in industry standard, equal to bank standard) and is tested daily to ensure its durability.

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