



# Press Kit

**Stress Less, Grow More!**

# Fact Sheet

## Founded

2014



## Locations

- Fort Lauderdale, FL
- Los Angeles, CA
- Las Vegas, NV
- Bay Shore, NY
- Pittston, PA
- Dayton, NJ
- Louisville, KY
- Mexico
- Canada
- United Kingdom



Coming Soon

- Texas
- Europe

## Number of Employees

3,000+



## Executive Management

- Jan Bednar, CEO
- David Pavlik, CTO
- Kevin Sides, CRO
- Edward Panella, CFO
- Stuart Horowitz, CPO
- John Grubor, COO
- Rafael Zakinov, CPO
- Vaclav Jares, Principal Engineer



## Solution

### Fulfillment

- Multichannel eCommerce fulfillment
- Retail/B2B fulfillment
- Subscription box fulfillment
- Crowdfunding & flash sales
- Amazon FBA services

### eCommerce

- Order management software
- Inventory management software
- Warehouse management software
- Transportation management software
- Post-purchase experience



## Key Differentiators

- Industry-leading technology
- Warehouse automation
- Globally and optimized transportation network
- Dedicated account managers
- Flexibility & scalability



## Revenue

- 2014 – \$130,000
- 2015 – \$1.2 million
- 2016 – \$3.9 million
- 2017 – \$10.6 million
- 2018 – \$29 million
- 2019 – \$67 million



## Investors

- SJF Ventures
- Grotech Ventures
- Supply Chain Ventures
- Summit Partners
- Periphass Capital

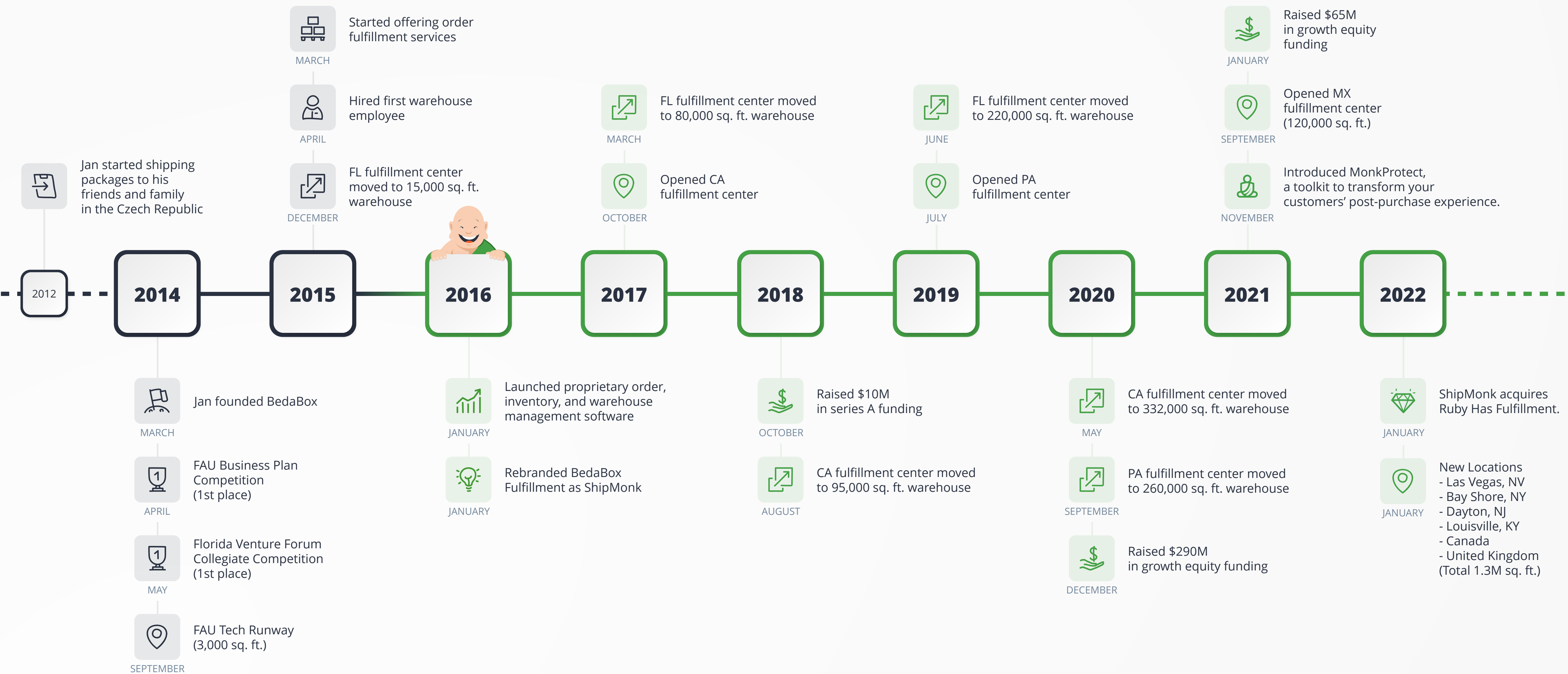


## Funding

- Series A — \$10M (October 2018)
- Growth equity — \$355M (January 2021)



# Timeline



# What Is ShipMonk?

## Technology + Logistics

ShipMonk enables online companies to focus on building their brands and achieving next-level growth by providing revolutionary multichannel order fulfillment services and eCommerce management software.



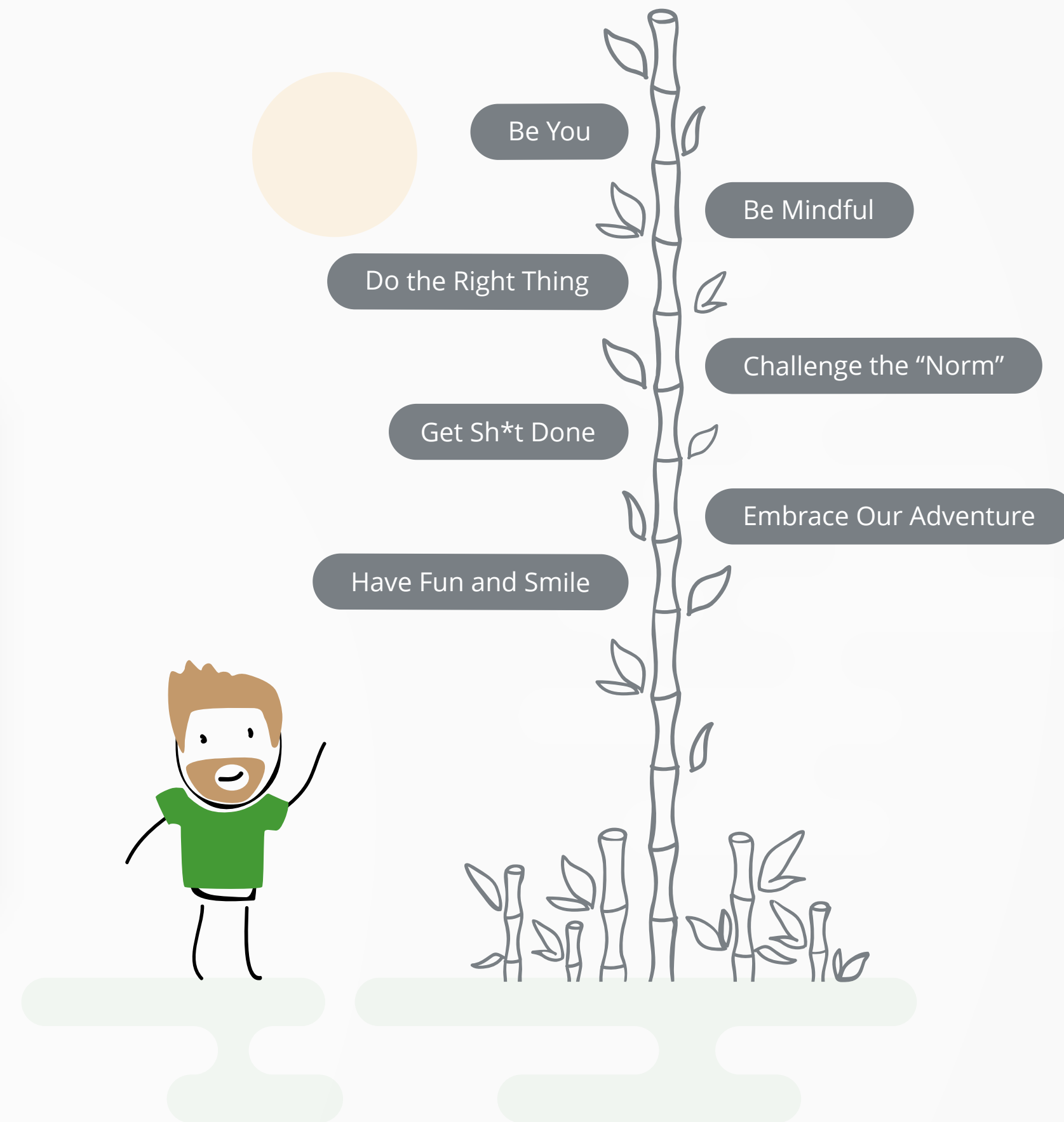


## Our Mission

From our inception in 2014, ShipMonk has operated with a singular guiding principle: to help online brands scale by offering technology-driven fulfillment solutions that allow business owners to devote more time to the things that matter most. Put simply, we help eCommerce companies **stress less and grow more.**

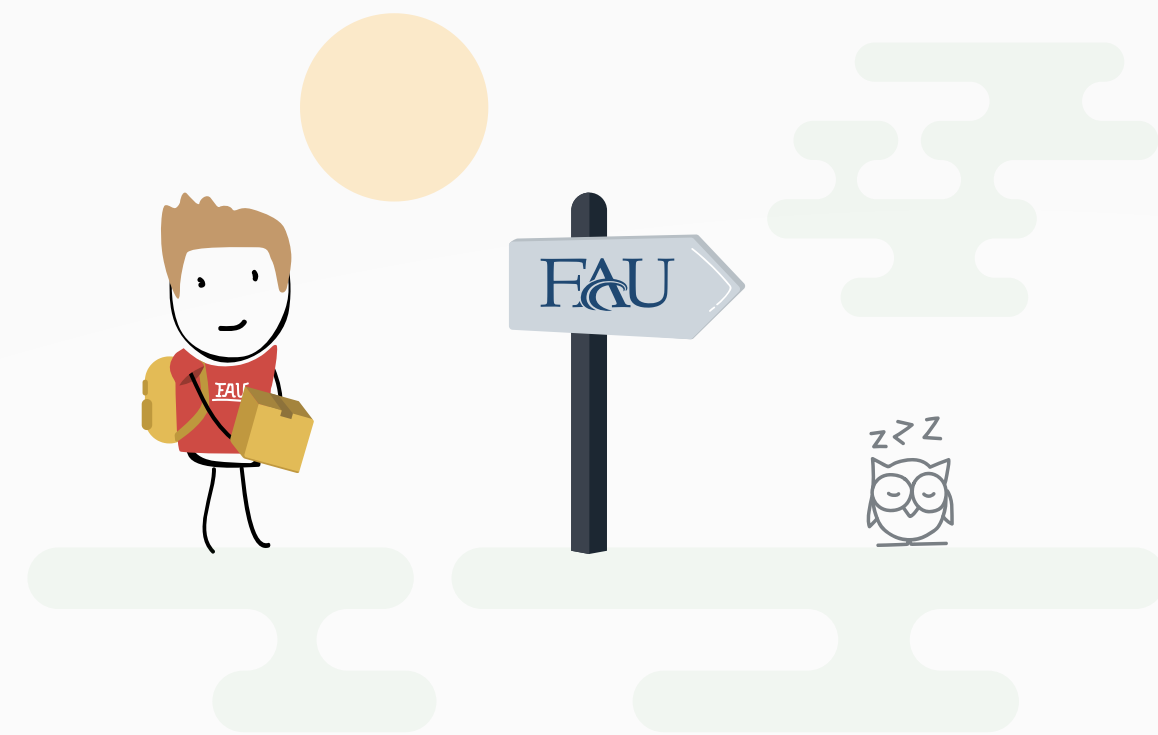
# Our Values

We help companies **STRESS LESS, GROW MORE**  
We are **TRANSPARENT**  
We prioritize **GROWTH**  
We are **SERVICE-ORIENTED**  
We champion **NEW TECHNOLOGY**  
We **PROMOTE DIVERSITY**  
We are **MULTINATIONAL**  
We are **YOUR PARTNER THROUGH THICK AND THIN**  
We **GET SH\*T DONE**



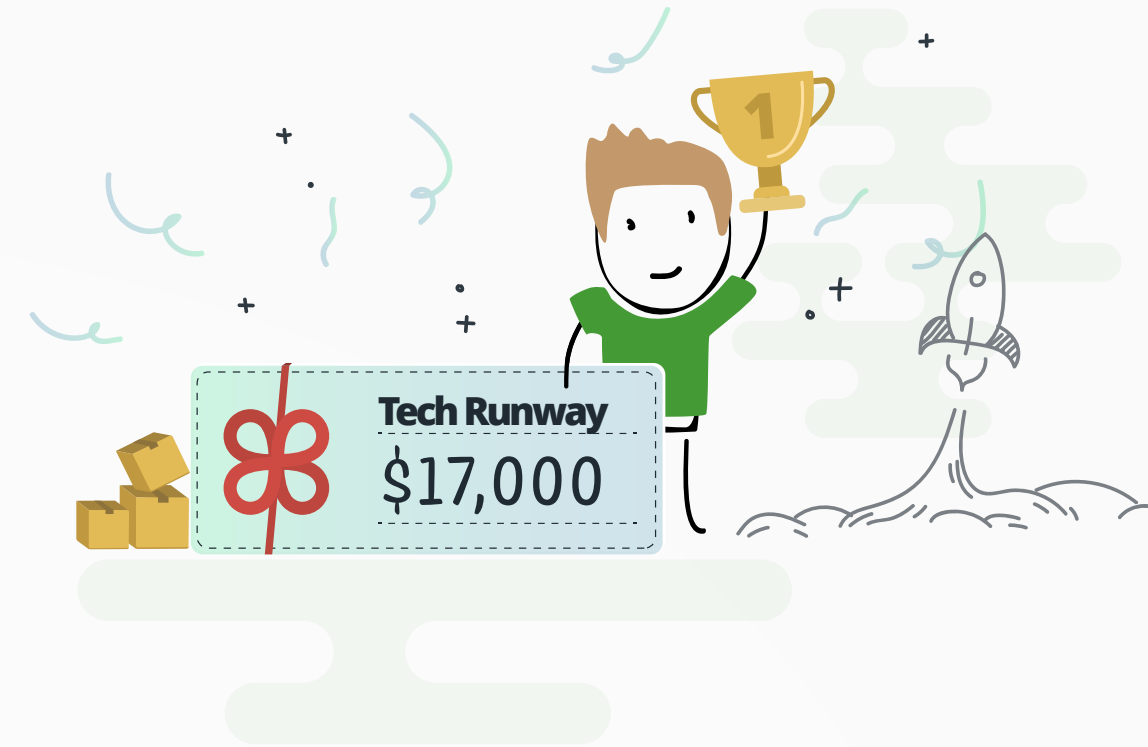


# Our Journey



Growing up in the Czech Republic, **Jan Bednar** had big dreams. American dreams. Dreams that followed him to the United States and, ultimately, Florida Atlantic University in South Florida. Once at school, it didn't take long for his friends and family back home to reach out to him with a simple request: **"Can you send me what you've got?"**

You see, many U.S. merchants refused deliveries to the Czech Republic, usually due to prohibitive shipping costs or restricted payment methods. By ordering online and shipping directly to Jan, who would then forward that order to an international address, customers were able to purchase products they would not otherwise have had access to.



This experience prompted **Jan to create BedaBox**, a company that focused on package-forwarding for global clients. Because BedaBox was profitable from day one and was founded on solid principles, it had no trouble winning two important distinctions: the FAU Business Plan Competition and the Florida Venture Forum Collegiate Competition. This success, coupled with Jan's acceptance to Tech Runway, FAU's accelerator program, helped launch BedaBox to new and exciting heights.

Along the way, Jan came across a tremendous opportunity: technology-focused order fulfillment that allowed eCommerce businesses to concentrate on what they were truly passionate about. At the time, most logistics providers weren't equipped with the user-friendly technology and high-quality services that merchants needed to scale.



Thus, out of a need for a comprehensive solution in one of the world's fastest-growing industries, **ShipMonk was born.**

In late 2015, ShipMonk moved out of FAU Tech Runway and into a 23,000 sq. ft. facility in Pompano Beach, but, in no time at all, we outgrew the space and set our sights on something bigger. Over the years, we've continued to launch new warehouses and upgrade existing ones, bringing our total square footage to just under 1 million. In mid-2019, we inaugurated our **new headquarters in Fort Lauderdale, FL**, which is where we remain today.

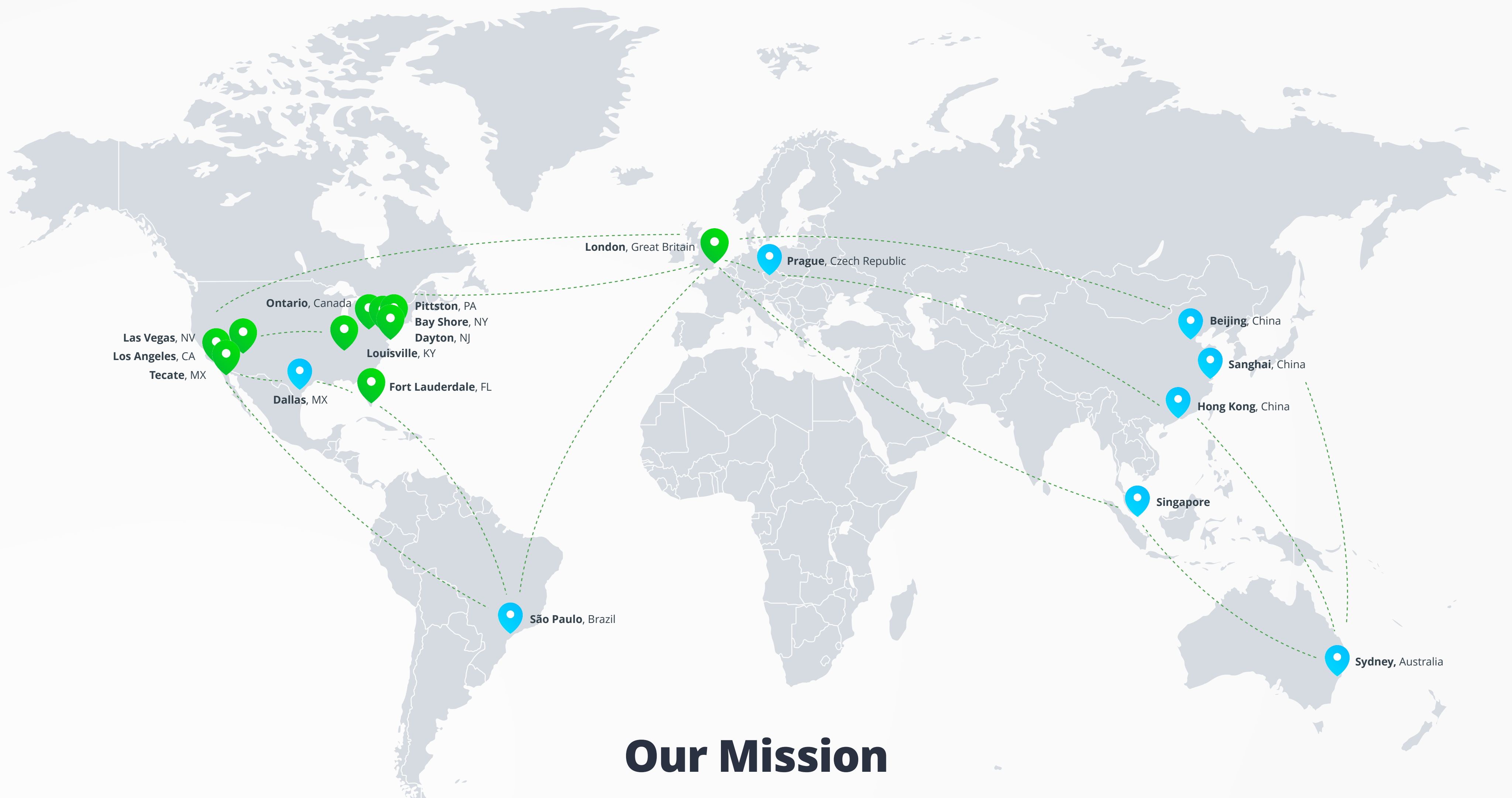
In late 2020 and early 2021, **we checked off a major company milestone by securing \$355Min growth equity funding.**

# Our Journey



What's next for ShipMonk? Only time will tell, but all signs point to a bright path ahead. With a steadfast focus on continuous expansion, it's safe to say that we're looking forward to the future.

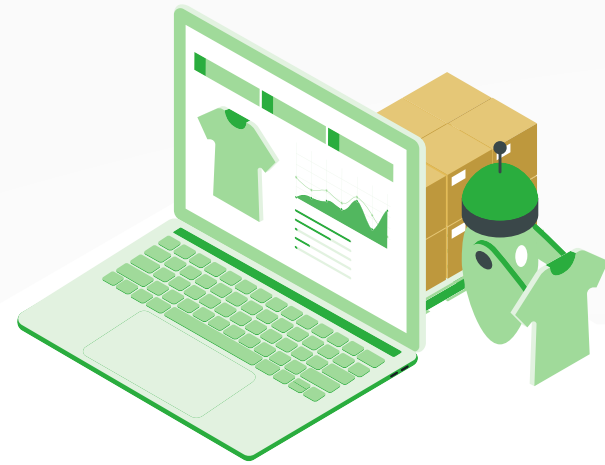




# Our Mission

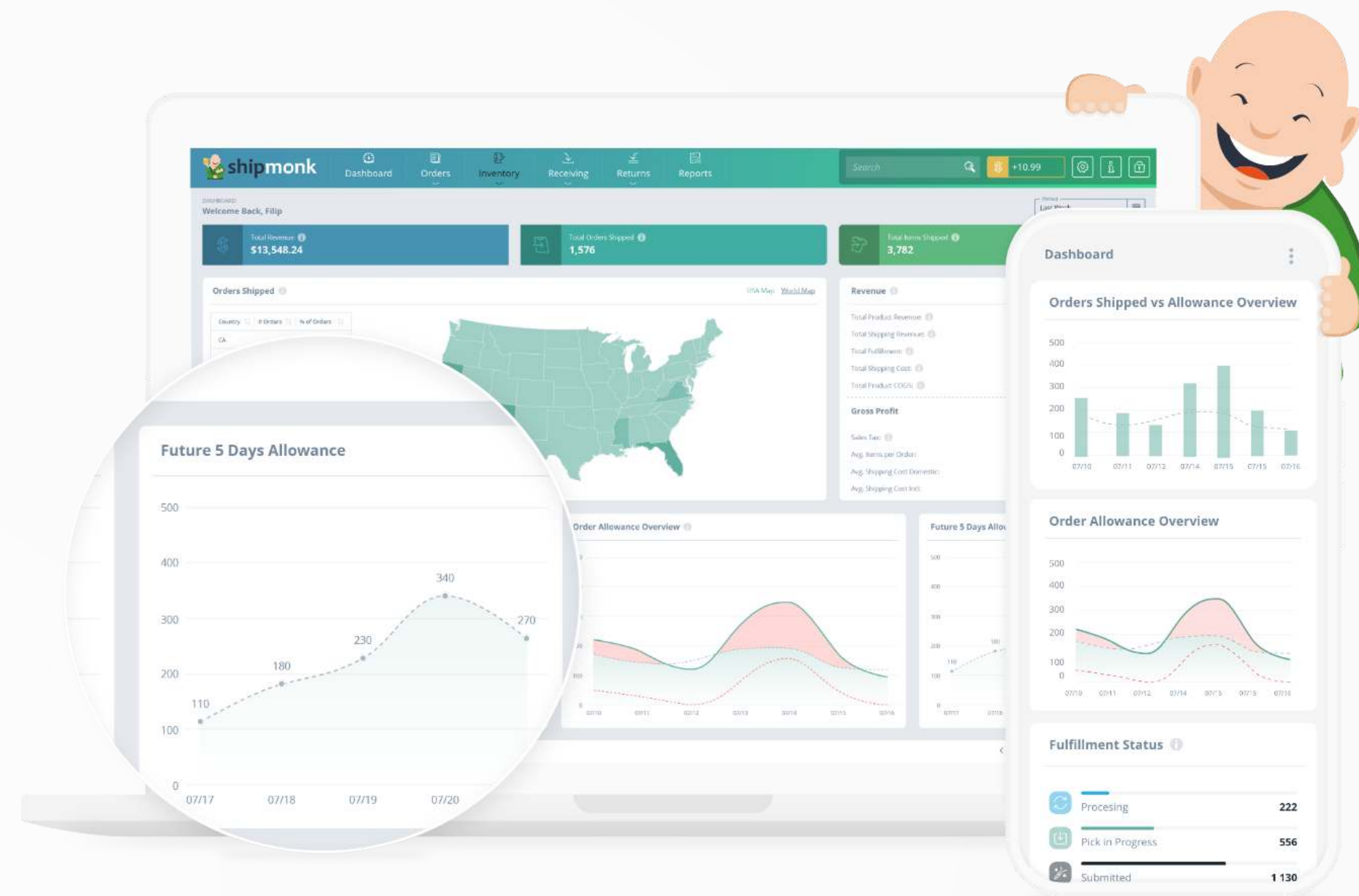
We are continuing to expand and grow — but we don't want growth for growth's sake. Our ShipMonk family works together with one goal in mind: to help you Stress Less and Grow More.

# Features + Value Propositions



## Powerful Software

We're not the first order fulfillment company to help business owners save time and money, but we are the first to bring modern technology to the logistics space. Rather than just improving what is currently being offered, we approach the market with the mindset of revolutionizing an entire industry. From API integrations to inventory management, our proprietary software gives merchants full control over the fulfillment process.



## Cost-Effective & 2-Day Shipping

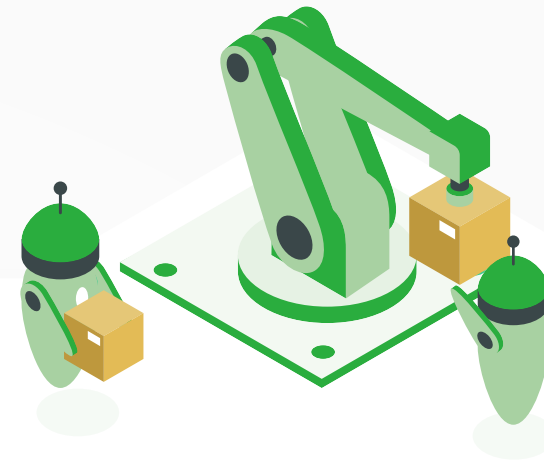
Our extensive background and professional network within the shipping industry allow us to provide best-in-class service and superior rates. Because we negotiate heavily discounted prices with the world's top carriers, we're able to pass on major savings to our customers and their customers. This gives merchants control over their shipping costs as well as invaluable peace of mind that their orders will always be delivered on time.

# Features + Value Propositions



## Dedicated Support

We realize that eCommerce brands require special attention, whether it's to gain traction or to transition into full-blown growth. That's exactly why we created Happiness Engineers, a.k.a. dedicated account managers who are expertly trained in logistics, eCommerce, and order fulfillment. Each and every ShipMonk merchant is assigned a Happiness Engineer, who will be there to welcome them in the beginning and answer any questions or concerns they may have along the way.



## Warehouse Automation

We've gone to great lengths to utilize the most advanced technology to optimize our picking efforts. In addition to pick-to-light and pick-by-voice capabilities, we've implemented a combination of storage and retrieval machines (SRMs) along with Locus robots to deliver higher productivity, lower labor costs, and unimaginable scalability.



## Flexibility & Customization

To create a memorable experience for our merchants, each order can be branded according to individual guidelines. After packing orders as they normally would, our team is able to include final touches like gift messaging, specialty materials, stickers, and promotional inserts. Our packing stations are even equipped with cameras to maintain authenticity throughout.

# News Coverage

(Click to view media)



**Deloitte.**

Entrepreneur  
**360**

**TED<sup>x</sup>**

**South Florida  
BUSINESS  
JOURNAL**

**MIXERGY**

**Inc.  
5000**



**SunSentinel**

**boca**  
magazine

## Awards & Recognitions

2022 Inc. 5000 Fastest-Growing Private Companies in America (#618)

2021 Big Awards for Business (Company of the Year)

2021 Deloitte Technology Fast 500 Fastest-Growing Companies in North America (#109)

2021 Inc. Best-Led Companies (#217)

2021 SoftwareWorld Top 20 Inventory Management Software (#10)

2021 Globee Top CEO of the Year (Bronze)

2021 Inc. 5000 Fastest-Growing Private Companies in America (#316)

2021 Software Advice FrontRunners for Warehouse Management Software

2021 HostingAdvice Developers' Choice

2021 Globee Disruptor Company of the Year for Wholesale & Distribution (Gold)

2021 South Florida Sun Sentinel Top Workplaces

2021 Software Advice FrontRunners for Shipping Software

2021 BIG Excellence in Customer Service (Company of the Year)

2021 Digital Best Shipping Softwares

2021 Capterra Shortlist for Order Management Software

2020 Digital Best Fulfillment Services

2020 Capterra Top 20 Order Management Software (#11)

2020 Deloitte Technology Fast 500 Fastest-Growing Companies in North America (#73)

2020 Software Advice FrontRunners for Order Management Software

2020 Globee Most Innovative Company of the Year (Silver)

2020 Inc. 5000 Fastest-Growing Private Companies in America (#241)

2020 Capterra Top 20 Supply Chain Management Software (#8)

2020 SoftwareWorld Top 20 Inventory Management Software (#20)

2020 Software Advice FrontRunners for Warehouse Management Software

2020 BIG Excellence in Customer Service (Executive of the Year)

2020 Software Advice FrontRunners for Shipping Software

2019 Deloitte Technology Fast 500 Fastest-Growing Companies in North America (#51)

2019 Inc. 5000 Fastest-Growing Private Companies in America (#154)

2019 FAU Tech Runway Maverick Venture of the Year

2019 Entrepreneur 360 Best Entrepreneurial Companies in America (#115)

2018 Forbes' 30 Under 30 (Retail & eCommerce)

2018 Inc. 5000 Fastest-Growing Private Companies in America (#29)

2017 South Florida Sun Sentinel Top Workplaces

2014 FAU Tech Runway Graduate

2014 Florida Venture Forum Collegiate Competition (1st place)

2014 FAU Business Plan Competition (1st place)



# Brand Assets

Logo Variants



VERTICAL LOGO



HORIZONTAL LOGO



MONKMARK



WORDMARK


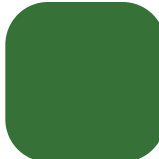

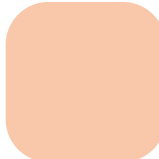
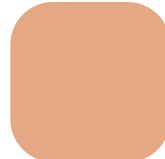

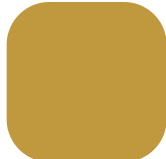


Stress Less, **Grow More!**

TAGLINE

# Brand Assets

## Logo Variants

### Colors Definition and Combination

								
CMYK 75,13,100,1	CMYK 80,33,99,21	CMYK 87,73,50,50	CMYK 1,24,31,0	CMYK 9,37,48,0	CMYK 11,24,78,0	CMYK 25,37,89,2	CMYK 0,80,95,0	CMYK 70,25,20,5 65,0,60,0
RGB 69,171,70	RGB 54,113,55	RGB 33,47,64	RGB 249,200,170	RGB 228,169,132	RGB 228,188,86	RGB 192,153,63	RGB 240,90,40	RGB 73,150,180 92,184,133
HEX #45a146	HEX #367137	HEX #212f40	HEX #f9c8aa	HEX #e4a984	HEX #e4bc56	HEX #c0993f	HEX #f05a28	HEX #4996b4 #5cb885
Pantone 7738 C	Pantone 7743 C	Pantone 533 C	Pantone 475 C	Pantone 720 C	Pantone 142 C	Pantone 7753 C	Pantone 7579 C	



### How to write ShipMonk

- One word
- Capital "S" and "M"

✓ ShipMonk

✗ shipmonk

✗ Shipmonk

✗ Ship Monk

### Fonts

#### Open Sans Light

ABCDEFGHIJKLMNOPQRSTUVWXYZ  
abcdefghijklmnopqrstuvwxyz  
123456789!@#\$\$%^&\*()

#### Open Sans Regular

ABCDEFGHIJKLMNOPQRSTUVWXYZ  
abcdefghijklmnopqrstuvwxyz  
123456789!@#\$\$%^&\*()

#### Open Sans Italic

ABCDEFGHIJKLMNOPQRSTUVWXYZ  
abcdefghijklmnopqrstuvwxyz  
123456789!@#\$\$%^&\*()

#### Open Sans Bold

ABCDEFGHIJKLMNOPQRSTUVWXYZ  
abcdefghijklmnopqrstuvwxyz  
123456789!@#\$\$%^&\*()

#### Open Sans Extrabold

ABCDEFGHIJKLMNOPQRSTUVWXYZ  
abcdefghijklmnopqrstuvwxyz  
123456789!@#\$\$%^&\*()





## Contact

[press@shipmonk.com](mailto:press@shipmonk.com)

+1 (855) 222-4601

[www.shipmonk.com](http://www.shipmonk.com)

