Press Kit
Stress Less, Grow More!

shipmonk
Fact Sheet

**Founded**
2014

**Locations**
- Fort Lauderdale, FL (HQ)
- Los Angeles, CA
- Las Vegas, NV
- Bay Shore, NY
- Pittston, PA
- Dayton, NJ
- Louisville, KY
- Dallas-Fort Worth, TX
- Mexico
- Canada
- United Kingdom
- Czech Republic

**Number of Employees**
2,000+

**Executive Management**
- Josh McCarter, CEO
- Jan Bednar, Founder, Executive Advisor
- Kevin Sides, President
- Edward Panella, CFO
- Stuart Horowitz, CPO
- John Grubor, COO
- Rafael Zakinov, CPO
- Vaclav Jares, Principal Engineer

**Key Differentiators**
- Industry-leading technology
- Warehouse automation
- Optimized global transportation network
- Dedicated account managers
- Flexibility & scalability

**Investors**
- SJF Ventures
- Grotech Ventures
- Supply Chain Ventures
- Summit Partners
- Periphas Capital

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

**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

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Jan Bednar, soon-to-be Founder of ShipMonk, starts shipping packages to his friends and family in the Czech Republic in 2012.

Starting in 2014, ShipMonk made several key milestones and expansions:
- **2014**: ShipMonk acquires Ruby Has Fulfillment. ShipMonk opens a Texas fulfillment center (250,000 sq. ft.).
- **2015**: ShipMonk opens new locations in Las Vegas, NV, Bay Shore, NY, Dayton, NJ, Louisville, KY, and Canada (Total 1.3M sq. ft.).
- **2016**: ShipMonk opens a Mexico fulfillment center (120,000 sq. ft.) and raises $65M in growth equity funding.
- **2017**: ShipMonk launches MonkProtect, a post-purchase suite for ecommerce brands.
- **2018**: ShipMonk raises $10M in series A funding.
- **2019**: ShipMonk raises $290M in growth equity funding.
- **2020**: ShipMonk opens United Kingdom fulfillment center (70,000 sq. ft.)
- **2021**: ShipMonk opens Canada fulfillment center (55,000 sq. ft.).
- **2022**: ShipMonk raises $65M in growth equity funding.
- **2023**: ShipMonk acquires Ruby Has Fulfillment.
ShipMonk enables ecommerce companies to focus on building their brands and achieving next-level growth by providing revolutionary omnichannel fulfillment services and order, inventory, and shipping management software.

From our inception in 2014, ShipMonk has operated with a singular guiding principle: to help ecommerce companies 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 growing brands stress less and grow more.
Values

We help companies **stress less, grow more**
We start with **why**
We **champion innovation**
We **challenge the norm**
We **have fun**
We get **sh*t done**
We **embrace the adventure**
We **promote diversity**
We’re **transparent**
We’re **mindful**
We’re **service-oriented**
We’re **dreamers and doers**
Journey

Founded in 2014, the idea for ShipMonk stemmed from a recurring problem experienced by founder Jan Bednar. A Czech immigrant, Jan discovered that international shipping was largely inaccessible due to cost and complexity. These barriers to entry meant many American companies were either unable or unwilling to ship overseas. Jan set out to solve this problem by establishing a package-forwarding company that bought American products and rerouted them to their final destinations abroad.

Jan’s brainchild proved to be a success, snagging first place in the Florida Venture Forum Collegiate Competition as well as the Florida Atlantic University Business Plan Competition. Almost a year later, Jan switched gears after discovering the untapped potential of ecommerce logistics—an industry which had been long-neglected even as online shopping continued to boom. His hunger for change is what ultimately led ShipMonk to become the force it is today.

In just eight years, ShipMonk has amassed over 2,000 employees and twelve technology-driven fulfillment centers totaling over 3.5 million square feet. We’ve also been repeatedly recognized by prestigious publications such as Inc. 5000, Deloitte Technology Fast 500, Entrepreneur 360, and Sun Sentinel Top Workplaces.
ShipMonk’s Global Footprint

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.
ShipMonk’s End-to-End Fulfillment Solution

Inventory, orders, shipping, and post-purchase all in one place.

ShipMonk’s fulfillment offering isn’t just about receiving a merchant’s inventory and shipping to their customers. It’s about powering their business’s growth through multiple DTC sales channels, bolstering retail distribution via B2B fulfillment, giving complete control over inventory, and ultimately ensuring the complete satisfaction of their end customers.
Technology

A powerful software platform to manage omnichannel ecommerce:

- **Order Management**: Drive operational visibility through every step of an order, from creation to delivery.
- **Inventory Management**: Track and position your inventory for situational profitability.
- **Shipping Management**: Capture savings with our Virtual Carrier Network: 2-Day, Standard, and Economy options.
- **Warehouse Management**: Leverage margin savings with pick, pack & ship automations, labor, and security.
- **Integrations Management**: Leverage 75+ multi-channel opportunities with a platform natively built to support them.
- **Product Management**: Transform your customer’s post-purchase experience with delivery protection, branded tracking pages, and an automated claims portal.
Fulfillment

A worldwide collection of fulfillment centers owned and operated by ShipMonk:

- **Locations**
  - USA & INTL
  - Strategically-zoned coverage to any doorstep via our twelve fulfillment centers.

- **Ecommerce**
  - Fulfillment
  - Rest assured that your orders are being fulfilled accurately and as quickly as possible to retain happy, lifelong customers. ShipMonk runs in-app and physical QA processes continually to make sure the job is done right the first time.

- **Returns**
  - Reverse Logistics
  - Rapidly address customer returns with 5 different options, from disposal to rework.

- **Kitting**
  - Custom Project
  - One-offs? Kit assembly? Seasonals? We’ve got you covered.

- **Wholesale**
  - Retail Fulfillment
## Awards & Recognitions

### Inc. 5000
- **Inc. 5000** Fastest-Growing Private Companies in America - 2022 (#618), 2021 (#316), 2020 (#241)

### Inc. Regionals
- **Inc. Regionals** Southeast Fastest-Growing Companies 2023 (#90), 2022 (#26)

### Inc. Best-Led Companies
- **Inc. Best-Led Companies** - 2021 (#217)

### Deloitte
- **Deloitte** Technology Fast 500 Fastest-Growing Companies in North America - 2022 (#44), 2021 (#109), 2020 (#73)

### Capterra
- **Capterra**
  - Shortlist for Order Management Software
  - Top 20 Order Management Software - 2021 (#11)
  - Top 20 Supply Chain Management Software - 2020 (#8)

### Software Advice
- **Software Advice FrontRunners**
  - Warehouse Management Software - 2021, 2020
  - Shipping Software - 2021, 2020
  - Order Management Software - 2020

### Big Awards for Business
- **Big Awards for Business**
  - Company of the Year - 2022, 2021

### Globee
- **Globee**
  - Top CEO of the Year - 2021 (Bronze)
  - Wholesale & Distribution Company - 2021 (Gold)
  - Most Innovative Company - 2020 (Silver)

### HostingAdvice.com
- **HostingAdvice.com**
  - Developers’ Choice - 2021

### Digital Best
- **Digital Best**
  - Shipping Softwares - 2021
  - Fulfillment Services - 2020

### SOFTWAREREWORLD
- **SOFTWAREREWORLD**
  - Top 20 Inventory Management Software 2021 (#10), 2020 (#20)

### SunSentinel
- **South Florida Sun Sentinel**
  - Top Workplaces - 2021
Logo Variations

We have four variations of the logo, which are used as required. Main, horizontal and symbol.
The terms of use and rules are the same for all variants.
Colors

To maintain a uniform visual style, these basic color definitions must be followed!

Primary Colors

- Black - Navy Blue
  - RGB: 33 / 47 / 64
  - HEX: #212F40
  - CMYK: 87 / 73 / 50 / 50
  - PANTONE: 533 C

- Black - Light
  - RGB: 74 / 88 / 103
  - HEX: #4A5867
  - CMYK: 75 / 58 / 43 / 22
  - PANTONE: 7545 C

- Blue-Green Gradient
  - RGB: 73 / 150 / 180
  - HEX: #496B85
  - CMYK: 70 / 25 / 20 / 5
  - RGB: 92 / 184 / 133
  - HEX: #5CB885
  - CMYK: 65 / 0 / 60 / 0

- Green - ShipMonk Green
  - RGB: 69 / 171 / 70
  - HEX: #45A146
  - CMYK: 75 / 13 / 100 / 1
  - PANTONE: 7738 C

- Green - Dark
  - RGB: 54 / 113 / 55
  - HEX: #367137
  - CMYK: 80 / 33 / 99 / 21
  - PANTONE: 7743 C

Secondary Colors

- Yellow
  - RGB: 288 / 188 / 86
  - HEX: #E4BC56
  - CMYK: 11 / 24 / 78 / 0
  - PANTONE: 142 C

- Yellow - Dark
  - RGB: 192 / 153 / 63
  - HEX: #C69E42
  - CMYK: 87 / 37 / 89 / 2
  - PANTONE: 7753 C

- Peach
  - RGB: 249 / 200 / 170
  - HEX: #F9C8AA
  - CMYK: 1 / 24 / 31 / 0
  - PANTONE: 475 C

- Peach - Dark
  - RGB: 228 / 169 / 132
  - HEX: #E4A984
  - CMYK: 9 / 37 / 48 / 0
  - PANTONE: 720 C

- Green Gradient
  - RGB: 49 / 182 / 50
  - HEX: #31B632
  - CMYK: 73 / 0 / 98 / 0
  - RGB: 0 / 173 / 76
  - HEX: #00AD4C
  - CMYK: 82 / 2 / 100 / 0

- Red
  - RGB: 240 / 90 / 40
  - HEX: #F05A28
  - CMYK: 0 / 80 / 95 / 0
  - PANTONE: 7579 C

- Blue
  - RGB: 0 / 188 / 225
  - HEX: #00BCFF
  - CMYK: 70 / 5 / 0 / 0
  - PANTONE: 2995 C
Brand Guidelines

**Logo Clear Space**

The clear space determines the space that is reserved for the brand itself. No other graphic item or text may be placed here. The logo exclusion zone is equal to the height of the letter "O" in the ShipMonk sign, which is marked as X in the diagram.

**How to Write ShipMonk**

- One word
- Capital „S“ and „M“

- **ShipMonk**

- shipmonk
- Shipmonk
- Ship monk
- Ship Monk

**Fonts**

The main typeface is Open Sans, which is suitable for small and large text size. The additional typeface is Montserrat. Use in combination with Inter font for headlines and highlighted texts. It is used in all available styles as needed by the application.

- **Montserrat - SemiBold**
- Montserrat - SemiBold
- Open Sans - SemiBold

- **Open Sans - ExtraBold**
- Open Sans - ExtraBold
- Open Sans - Regular