

# Press Kit

Stress Less, **Grow More!**

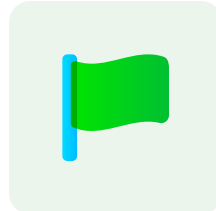
ship**monk**



# Fact Sheet

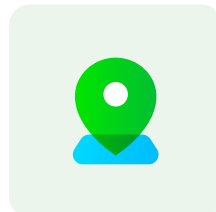
## Founded

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
- Rafael Zakinov, CSO
- Mike Passales, CSCO
- Hizam Sahibudeen, CTO
- 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



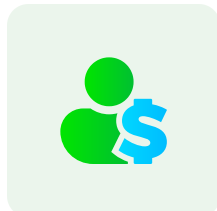
## Key Differentiators

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



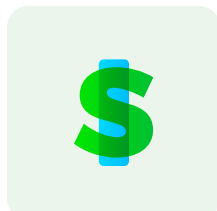
## Investors

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

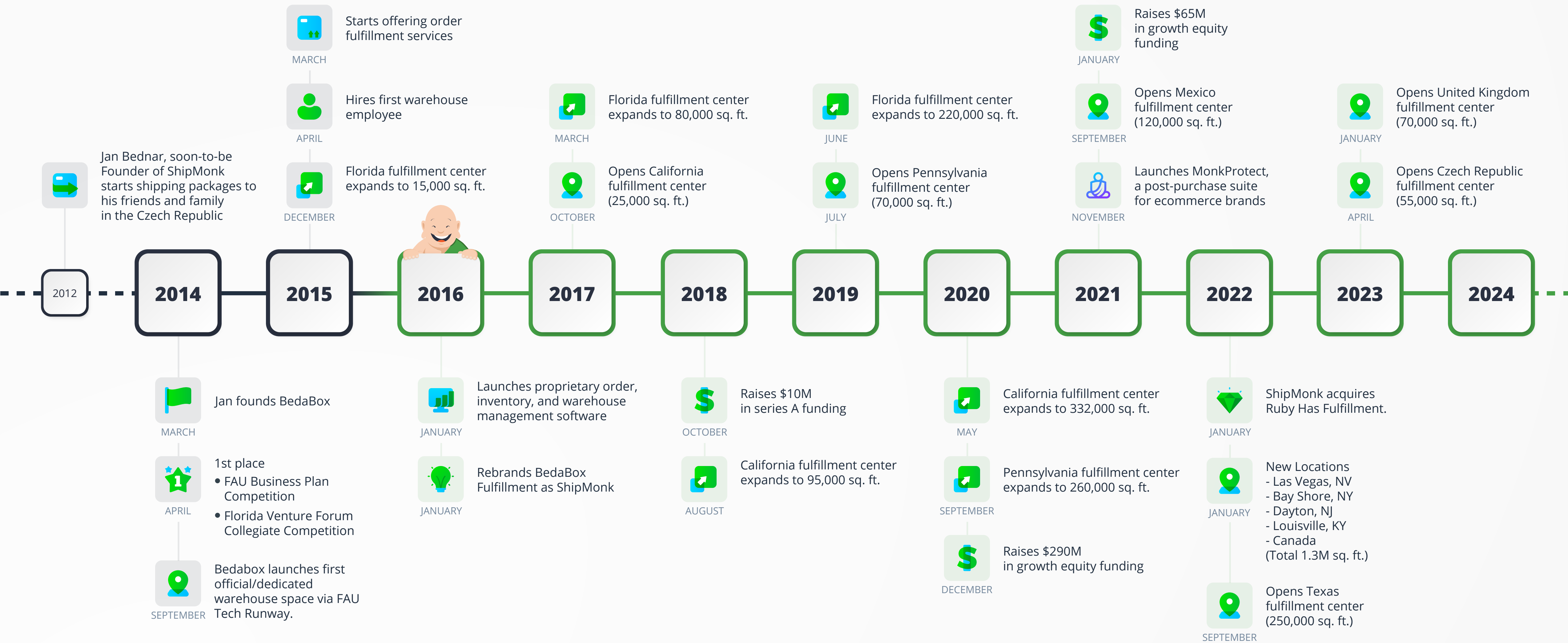


## Funding

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



# Timeline



# What Is ShipMonk?

## Technology + Logistics

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.

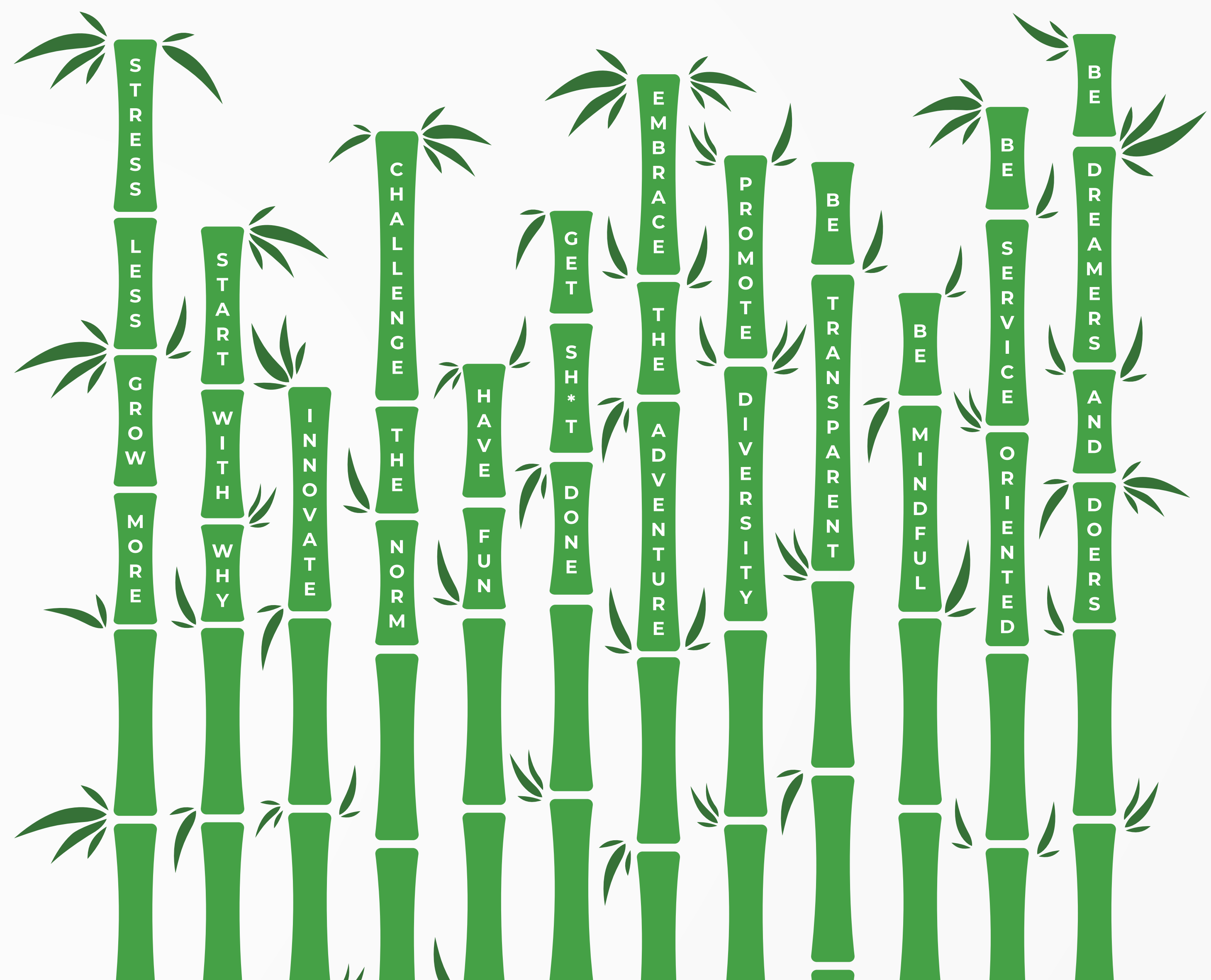
From our inception in 2014, ShipMonk has operated with a singular guiding principle: to help ecommerce companies scale by offering technology-driven fulfillment solutions that allow business owners to devote more time to the things that matter most. Put simply, we help growing brands **stress less and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



Within the past ten 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

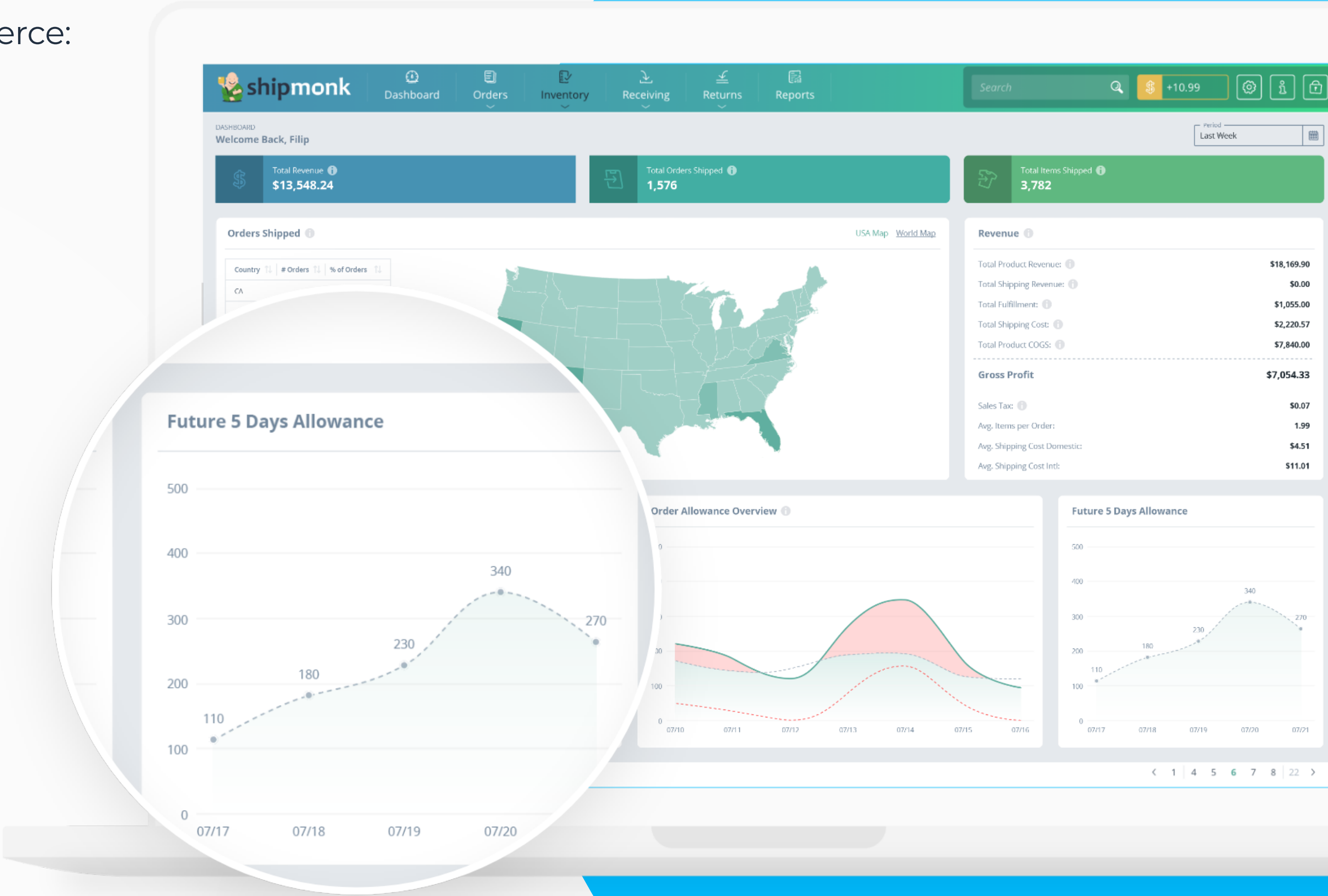
Leverage margin savings with pick, pack & ship automations, labor, and security.

 **Integrations**  
Management

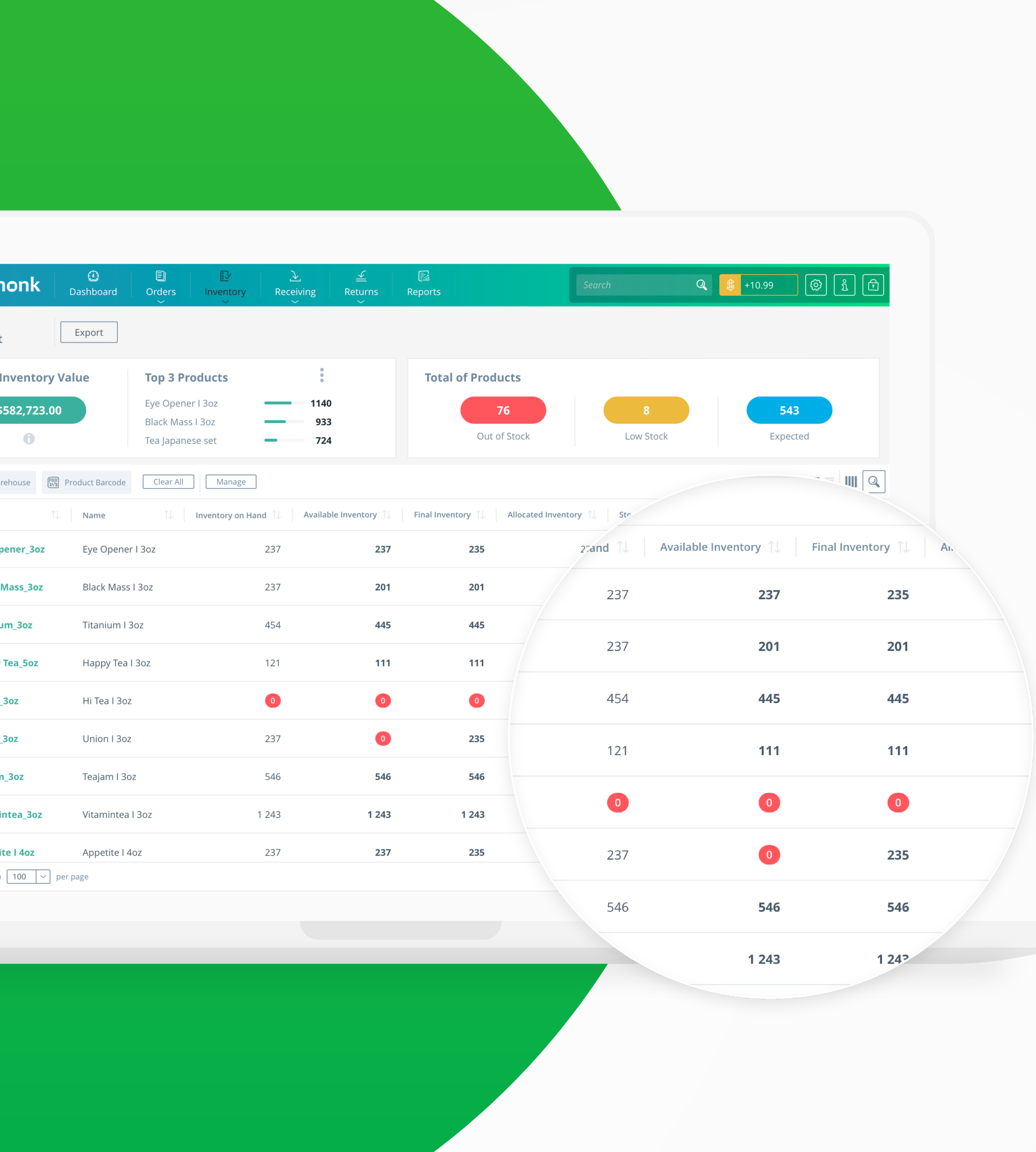
Leverage 75+ multi-channel opportunities with a platform natively built to support them.

 **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:



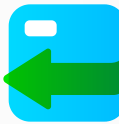
**Locations**  
USA & INTL

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

EDI? Routing guidelines? Our pleasure. ShipMonk is invaluable when it comes to selling wholesale to retailers and other B2B channels.

# Awards & Recognitions



**Inc. 5000** Fastest-Growing Private Companies in America - 2023 (#1328), 2022 (#618), 2021 (#316), 2020 (#241)



**Inc. Regionals** Southeast Fastest-Growing Companies - 2024 (#130), 2023 (#90), 2022 (#26)



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



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



- Shortlist for:**
- Transportation Management Software - 2023, 2022, 2021
  - Warehouse Management Software - 2023, 2022, 2021
  - Order Management Software - 2023, 2022, 2021
  - Inventory Management Software - 2023, 2022
  - Logistics Management Software - 2023
  - Shipping Software - 2023, 2022, 2021
  - Supply Chain Management Software - 2021



- Frontrunner for:**
- Transportation Management Software - 2023, 2022, 2021
  - Warehouse Management Software - 2023, 2022, 2021
  - Logistics Management Software - 2023
  - Order Management Software - 2022, 2021
  - Shipping Software - 2022, 2021
  - Supply Chain Management Software - 2021



- Category Leaders:**
- Transportation Management Software - 2023, 2022
  - Logistics Management Software - 2023



- Big Awards for Business**
- Company of the Year - 2023, 2022, 2021



- BIG Excellence in Customer Service**
- Company of the Year - 2023, 2022, 2021, 2020



- South Florida Sun Sentinel**
- Top Workplaces - 2023, 2021

## News Coverage

(CLICK TO VIEW MEDIA)



# 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.

VERTICAL LOGO



HORIZONTAL LOGO



WORDMARK



MONKMARK



# Colors

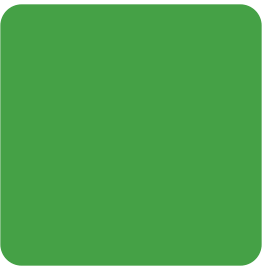
To maintain a uniform visual style, these basic color definitions must be followed!

## Primary Colors



### Black - Navy Blue

RGB 33 / 47 / 64  
HEX #212F40  
CMYK 87 / 73 / 50 / 50  
PANTONE 533 C



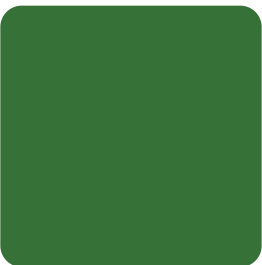
### Green - ShipMonk Green

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



### Black - Light

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



### Green - Dark

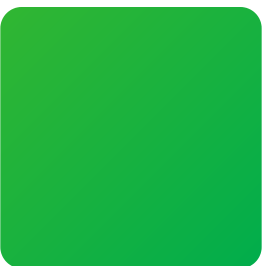
RGB 54 / 113 / 55  
HEX #367137  
CMYK 80 / 33 / 99 / 21  
PANTONE 7743 C



### Blue-Green Gradient

RGB 73 / 150 / 180  
HEX #4996B4  
CMYK 70 / 25 / 20 / 5

RGB 92 / 184 / 133  
HEX #5CB885  
CMYK 65 / 0 / 60 / 0



### Green Gradient

RGB 49 / 182 / 50  
HEX #31B632  
CMYK 73 / 0 / 98 / 0

RGB 0 / 173 / 76  
HEX #00AD4C  
CMYK 82 / 2 / 100 / 0

## Secondary Colors



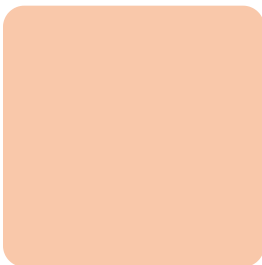
### Yellow

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



### Yellow - Dark

RGB 192 / 153 / 63  
HEX #C69E42  
CMYK 24 / 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



### 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 - ExtraBold

Montserrat - SemiBold

Montserrat - Regular

### Open Sans - ExtraBold

Open Sans - SemiBold

Open Sans - Regular



# Thank You

## Contact

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



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