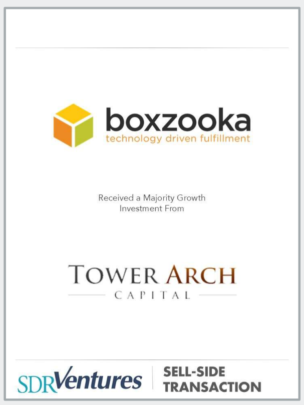
SDR VENTURES – SUPPLY CHAIN INDUSTRY PRACTICE

TECH-ENABLED FULFILLMENT - M&A OVERVIEW

DRIVING A SUCCESSFUL OUTCOME THROUGH A HIGHLY COMPETITIVE PROCESS



BOXZOOKA

- Founded in 2014, Boxzooka is a software-driven e-commerce fulfillment platform serving high-growth, premium brands.
- Through facilities in New Jersey, Pennsylvania, and Las Vegas, the Company delivers high-touch, customizable fulfillment solutions.
- SDR Ventures served as exclusive sell-side advisor to Boxzooka, a technology-driven fulfillment platform, on its acquisition by Tower Arch Capital, a Utah-based private equity firm with $1.5B+ in committed capital.
- The deal pairs Boxzooka's leadership team with a growth-oriented partner to fund its next chapter of organic growth and add-on acquisition strategy.
- Strategic and financial buyers competed for Boxzooka's proprietary Fulfillment-Platform-as a-Service "FPaaS" platform, where its integrated technology stack differentiates it from traditional 3PLs and drove a premium valuation.
- A scalable, bi-coastal footprint with significant unused capacity gave buyers confidence in a long growth runway without near-term capital investment.

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ACTIVE BUYERS IN THE TECH-ENABLED FULFILLMENT SPACE

STRATEGIC BUYERS

ams fulfillment, ILG, ShipStation, Legacy Supply Chain, Kenco, Stord, WWEX Group, Echo Global Logistics

FINANCIAL BUYERS

Tower Arch Capital, Maxwell Street, EOS, Greenbriar, Thoma Bravo, Pike Street Capital, Bluejay Capital, Staple Street Capital

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TRENDS ACROSS THE SUPPLY CHAIN SPACE

THE END OF DE MINIMIS IS PULLING FULFILLMENT ONSHORE

- Duty-free de minimis treatment ended for all countries in 2025 and remains suspended under Executive Order 14388. Brands are shifting fulfillment onshore to avoid new duties and delays.

AMAZON IS OPENING ITS SUPPLY CHAIN TO EVERYONE

- Amazon launched Amazon Supply Chain Services in May 2026, opening its freight, fulfillment, and parcel network to any business, signaling that scaled fulfillment is now mainstream.

PRIVATE EQUITY KEEPS PILING INTO 3PL M&A

- Third-party logistics M&A activity has accelerated through 2026, with private equity sponsors increasing deal activity for the third straight year.

AI IS REDIRECTING CAPITAL TO TECH-PLUS-SERVICE

- In the age of AI, investors are quickly pivoting their attention from stand-alone software to companies that have a strong combination of technology, services, and product.

AUTOMATION NOW BEATS SCALE

- Strategic acquirers are consolidating around technology, automation, and ownership of the customer workflow rather than scale alone.

MARQUEE 2026 DEALS FAVOR TECH-ENABLED OPERATORS

- 2026 transactions include Thoma Bravo's combination of WWEX Group with Auctane, Greenbriar Equity Group's acquisitions of AIT Worldwide Logistics and eShipping, Stord's acquisition of Shipwire from CEVA Logistics, and Echo Global Logistics' acquisition of ITS Logistics, reflecting strong demand for differentiated, tech-enabled operators.

SELECT SDR SUPPLY CHAIN TRANSACTIONS

CONTACT THE TECH-ENABLED FULFILLMENT TEAM

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Sources: Pitchbook; The White House, Exec. Order 14388 (Feb. 2026); Amazon.com press release (May 4, 2026); Capstone Partners, 3PL Market Update (June 2026); CT Acquisitions, Logistics M&A 2026.