Press Kit

Stress Less, Grow More.
**EXECUTIVE MANAGEMENT**
- Jan Bednar, CEO
- David Pavlik, CTO
- Kevin Sides, CRO
- Edward Panella, CFO
- Donna DeChant, CPO
- Václav Jareš, Principal Engineer

**LOCATIONS**
- **Florida**
  201 NW 22nd Ave., Unit 100
  Fort Lauderdale, FL 33311

- **California**
  6010 North Cajon Blvd.,
  San Bernardino, CA 92407

- **Pennsylvania**
  285 Centerpoint Blvd.
  Pittston, PA 18640

- **Coming soon (2021)**
  Czech Republic & Texas

**SOLUTIONS**
- **Fulfillment**
  - Multichannel eCommerce Fulfillment
  - Retail / B2B Fulfillment
  - Subscription Box Fulfillment
  - Crowdfunding & Flash Sales
  - Amazon FBA Services
- **eCommerce**
  - Inventory Management Software
  - Order Management Software
  - Warehouse Management Software
  - Post-purchase Experience
  - Transportation Management Software

**KEY DIFFERENTIATORS**
- Industry-leading technology
- Dedicated Account Managers
- Warehouse automation
- Globally Optimized Transportation Network
- Flexibility & Scalability

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

**AWARDS & RECOGNITIONS**
- 2016 SunSentinel Top Work Place
- First Place, FAU Business Plan Competition Student Track
- First Place, Florida Venture Forum Collegiate Competition
- Tech Runway Accelerator Graduate
- South Florida Manufacturers Association, Manufacturing Supply Chain finalist
- 2018 Forbes 30 Under 30
- 2018 Inc. Fastest Growing Companies (#29)
- 2018 SunSentinel Top Work Place
- 2019 Entrepreneur 360 (#115)
- 2019 Inc. 5000 Fastest-Growing Companies in US (#154)
- 2019 Entrepreneur Magazine's 360 List of Best Entrepreneurial Companies in America (#115)
- 2019 Deloitte Technology Fast 500 (#51)
- 2019 FAU Tech Runway Maverick Venture of the Year
- 2020 Inc. 5000 Fastest-Growing Companies in US (#241)
- 2020 Deloitte Technology Fast 500 (#73)
- 2020 SoftwareWorld Top Rated Inventory Management Software (#10)
- 2020 Software Advice FrontRunners
  - Order Management Software
  - Shipping Software
  - Warehouse Management Software
- 2020 Capterra
  - Supply Chain Management Software (#8)
  - Order Management Software (#11)
- 2020 BIG Excellence in Customer Service Award, Executive of the Year
- 2020 The Golden Bridge Awards - Most Innovative Company of the Year (Silver)
- 2021 Digital - The Best Fulfillment Service Companies of 2021
- 2021 BIG Excellence in Customer Service Award, Executive of the Year

**FOUNDED**
2014

**NUMBER OF EMPLOYEES**
1,000+

**INVESTORS**
- SJF Ventures
- Grotech Ventures
- Supply Chain Ventures

**FUNDING**
- Series A - $10 million (October 2018)
- Growth Equity - $290MM (November 2020)
Jan Bednar
Founded BedaBox

2014

Jan shipped first few packages to his friends in the Czech Republic

2015

First Place, FAU Business Plan Competition
Student Track

First Place, Florida Venture Forum Collegiate Competition

Tech Runway Accelerator Program (3,000 sq feet)

2016

Started offering fulfillment services

Hired the first warehouse employee

FL fulfillment center moved to larger 15,000 sq ft. warehouse

2017

Launched proprietary inventory management software

FL fulfillment center moved to a new 80,000 sq. ft. warehouse

Open Redlands, CA fulfillment center

2018

Rebranded BedaBox Fulfillment as ShipMonk

Fl fulfilled center moved to larger 220,000 sq. ft. warehouse

CA fulfillment center moved to larger 95,000 sq. ft. warehouse

2019

Raised $10M in Series A funding (unused)

CA fulfillment center moved to larger 332,000 sq. ft. warehouse

Growth Equity Investment $290M

2020

FL fulfillment center moved to larger 15,000 sq. ft. warehouse

PA fulfillment center moved to larger 260,000 sq. ft. warehouse

2021

European expansion

Jan Bednar
Founded BedaBox
What is **ShipMonk**

ShipMonk enables SMBs and mid-market companies to focus on building their brand and achieving next-level growth by providing revolutionary multi-channel order fulfillment services and ecommerce management software.
About ShipMonk

From our inception in 2014, ShipMonk has operated with a singular guiding principle: to help small and medium sized businesses scale by offering technology-driven fulfillment solutions that enable business founders to devote more time to the things that matter most in their businesses.

Put simply, we help eCommerce companies stress less and grow more.

Our Mission
Our Values

- We help companies **STRESS LESS** and **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**
Jan Bednar grew up in the Czech Republic with dreams. Big dreams. American dreams. Dreams that followed him to the United States and Florida Atlantic University. Once at school, his friends back home reached out to him with a simple request: “Can you send me what you’ve got?”

You see, many US merchants either refused to ship to the Czech Republic or their payment method was unaccepted. By ordering online and shipping to Jan, who would in turn forward the package to them, the customers could receive products they otherwise would not have had access to!

Jan created BedaBox, a company that focused on forwarding packages to international clients. Because the company was profitable from day one and founded on such solid principles, the company had no trouble winning business plan competitions including the FAU Business Plan Competition and the Florida Venture Forum Collegiate Competition. This success, coupled with Jan’s acceptance to the inaugural collegiate incubator Tech Runway, helped launch BedaBox to new heights.

Along the way, Jan realized that there was a tremendous opportunity: technology-focused fulfillment services for small and medium-sized ecommerce companies that enable founders to focus on the things that matter most in growing their business. All of the competitors in the space either didn’t have user-friendly technology or could not offer high-quality service that would meet customers' high expectations.

And that’s how ShipMonk was born. Out of a true need for a service in an industry that was growing faster than anything else. This was the true rocket ship that launched ShipMonk.

Moving in late 2015 to a 23,000 square foot facility in Pompano Beach, Florida, ShipMonk scaled tremendously and quickly outgrew its facilities.
By late 2016, ShipMonk moved to a massive 90,000 square foot facility in Deerfield Beach, Florida. But Jan knew that ShipMonk could best serve its customers by operating facilities on both coasts, and so our California location was opened. We also formally opened our development office in the Czech Republic.

Outgrowing our Florida headquarters for the fourth time in four years, we moved into a massive 220,000 square foot facility in South Florida in early 2019. We also expanded operations to the north-east United States, opening a 76,000 square foot facility in Pittston, Pennsylvania.
We are continuing additional expansion and growth -- but not growth for growth’s sake. Our growing ShipMonk family works together with one goal in mind -- to help you stress less and grow more.

The Vision

We are continuing additional expansion and growth — but not growth for growth’s sake. Our growing ShipMonk family works together with one goal in mind — to help you stress less and grow more.
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 fulfillment industry. Rather than just improving what is currently offered, we approach the market with the mindset of redefining the entire industry. From our API integrations to inventory management, our software has the ability to map SKUs across various sales channels and keep merchants in full control of the fulfillment process.

Our extensive background and professional network within the shipping industry enables us to provide “Best in Class” service via the world’s most reliable carriers while offering superior rates. ShipMonk receives heavily discounted shipping rates with every major carrier, and the best part is that we pass these discounts on to merchants and ultimately their customers. This gives merchants control over their shipping costs and peace of mind that their products will always be delivered on time.
We've gone to great lengths to utilize the most advanced technology to optimize our picking efforts. Pick to light and pick by voice are both useful and highly-effective solutions, but we wanted to take things to another level. We've implemented a combination of storage and retrieval machines (SRMs) and Locus’s multi-bot solutions to deliver higher productivity, lower labor costs, and unimaginable scalability as ShipMonk grows.

To create a memorable experience for customers, each order can be branded to the merchants brand guidelines. Our team will pack orders just as the merchant would with custom packaging, gift messaging, specialty packing material, stickers, and promotional inserts. Our packing stations are even equipped with cameras to provide pictures of the packages so merchants can ensure we stay true to their brand.

We realize that eCommerce brands require special attention—whether it’s to gain traction or to transition into full-blown growth—in order to achieve their full potential. That’s exactly why we created Happiness Engineers. Each and every ShipMonk merchant will be assigned a dedicated Happiness Engineer to welcome them from the start and will always be there to answer all questions or concerns regarding their account. All of our Happiness Engineers go through a comprehensive training process designed to turn them into shipping experts, so no question is too big or too small for their expert advice.

Features + Value Propositions

Dedicated Support

Warehouse Automation

Flexibility and Customization

kardex LOCUS
News Coverage

(Click to view media)
Stress Less, Grow More.

**TAGLINE**

ShipMonk

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

**ALTERNATIVE LOGOS**

**COLORS**

<table>
<thead>
<tr>
<th>CMYK</th>
<th>RGB</th>
<th>HEX</th>
<th>Pantone</th>
</tr>
</thead>
<tbody>
<tr>
<td>75,13,100,1</td>
<td>69,171,70</td>
<td>#45a146</td>
<td>773B C</td>
</tr>
<tr>
<td>80,33,99,21</td>
<td>54,113,55</td>
<td>#367137</td>
<td>7743 C</td>
</tr>
<tr>
<td>87,73,55,50</td>
<td>33,47,64</td>
<td>#212640</td>
<td>533 C</td>
</tr>
<tr>
<td>6,0,30</td>
<td>187,189,192</td>
<td>#b8b8b8</td>
<td>420 C</td>
</tr>
<tr>
<td>1,2,4,31</td>
<td>249,200,170</td>
<td>#d1e6b0</td>
<td>475 C</td>
</tr>
<tr>
<td>9,37,48,0</td>
<td>228,169,132</td>
<td>#f2f1c1</td>
<td>720 C</td>
</tr>
<tr>
<td>11,24,78,0</td>
<td>192,153,63</td>
<td>#f7f7f7</td>
<td>142 C</td>
</tr>
<tr>
<td>25,37,89,2</td>
<td>240,90,40</td>
<td>#f5f5f5</td>
<td>7753 C</td>
</tr>
<tr>
<td>0,80,95,0</td>
<td>72,20,20,5</td>
<td>#f9f9f9</td>
<td>7579 C</td>
</tr>
<tr>
<td>85,0,60,0</td>
<td>65,0,60,0</td>
<td>#f9f9f9</td>
<td></td>
</tr>
</tbody>
</table>

**FONTS**

Open Sans Light

```
ABCD
```

Open Sans Regular

```
ABCD
```

Open Sans Italic

```
ABCD
```

Open Sans Bold

```
ABCD
```

Open Sans Extrabold

```
ABCD
```
Contact

KATHRYN ANDREWS - Marketing Manager

Direct: +1 (863) 381-2446
Email: kathryn@shipmonk.com
LinkedIn: linkedin.com/in/katandrews

THANK YOU!

www.shipmonk.com