Press Kit

Stress Less, Grow More.
**EXECUTIVE MANAGEMENT**
- Jan Bednar, CEO
- Vaclav Jares, CTO
- Kevin Sides, CRO

**MENTORS & ADVISORS**
- Scott Adams, HiWay Technologies
- Jim Ryan, Talk2Rep
- Bob Nelson, TechRunway
- Milan Sames, Former CEO of Oracle Czech Republic
- Geno Valdes, Perishables and Logistics expert

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

**FUNDING**
Series A - $10 million (October 2018)

**REVENUE**
- 2014 - $130,000
- 2015 - $1.2 million
- 2016 - $3.9 million
- 2017 - $10.6 million
- 2018 - $29 million
- 2019 - $60 million projected

**AWARDS & RECOGNITIONS**
- 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)

**SERVICES**
- Logistics & Fulfillment
  - Multichannel eCommerce Fulfillment
  - Retail / B2B Fulfillment
  - Subscription Box Fulfillment
  - Crowdfunding & Flash Sales
  - Amazon FBA Prep Services
- Inventory, Shipping, Order, Warehouse Management Software

**KEY DIFFERENTIATORS**
- Industry-leading technology
- Dedicated Happiness Engineers
- Warehouse automation
- Discount shipping rates
- Flexibility
ShipMonk enables startups and SMBs to focus on building their brand and achieving next-level growth by providing revolutionary multichannel order fulfillment services and inventory management software.
About ShipMonk

Our Mission

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.
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**

**Our Values**

- Be transparent
- Innovate
- Challenge the norm
- Get sh*t done
- Be free
- Be mindful
- Have fun and smile
- Start with Why
- Take customer success personal
- Embrace the adventure
- Have fun and smile
- Take customer success personal
- Embrace the adventure

Be free
Innovate
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Get sh*t done
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Embrace the adventure
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.
We’re not the first order fulfillment company to help business owners save time and money. But we are the first to bring transformative 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 automated mapping and bundling, ShipMonk software has the ability to map SKUs across various sales channels and bundle an infinite amount of product combinations so our clients can change their product offerings without worrying about tracking, inventory levels, or fulfillment.

**Powerful Software**

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 you and your customers. This gives you complete control over your shipping costs and peace of mind that your products will always be delivered on time.

**Cost-Effective and Flexible Shipping**

Features + Value Propositions
Occasionally we'll receive products that need to be modified, but don't worry. A lot of other fulfillment companies focus on turnaround and lose the flexibility that a growing eCommerce business needs. But at ShipMonk, whether it's removing manufacturer labels or helping you source custom packaging; we're flexible enough to conform to your needs each and every month.

Our entire fulfillment team is highly trained and readily available to support all of your needs, no matter how complex or simple.
Stress Less, Grow More.

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

**WRONG**
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**TAGLINE**

Stress Less, Grow More.

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