nReach

CONFIDENTIAL TEASER - PROJECT #16

Technology-Enabled Amazon Managed Services Agency with Transferable Automation IP

2026E REVENUE	ACTIVE CLIENTS	AVG. TENURE
$329K	11	~9 Years

Business Overview

Project #16 is a long-tenured Amazon managed-services agency serving brands and product companies with account management, catalog and content work, advertising, logistics and compliance support. The opportunity combines recurring commission and retainer revenue with internally developed automation and data-management capabilities used in Amazon workflows. The proposed transaction includes the agency and transferable software and intellectual property, subject to diligence on ownership, documentation, deployment and assignability.

Business Metrics

- Seller-provided revenue: $370K (2024), $320K (2025), $329K 2026 client-level forecast
- Seller-provided adjusted SDE: $112K (2024), $59K (2025); 2026 SDE pending year-end expense close
- Client base: 11 active paying clients; average active-client tenure of approximately nine years
- Concentration: Largest client represents approximately 23% of 2026 YTD agency revenue
- Revenue model: Recurring monthly commissions on Amazon sales plus flat retainers
- Team: Three-person operating team
- Technology: Transferable internally developed automation and data-management IP, subject to diligence

Core Services

- Amazon account management
- Seller Central and Vendor Central support
- Catalog setup, cleanup and listing optimization
- A+ content, image and merchandising support
- Amazon advertising and promotional planning
- Inventory forecasting and logistics strategy
- Compliance and EDI support
- Sales reporting and workflow automation

PROJECT #16

Investment Highlights

- Longstanding client relationships: Active-client tenure averages approximately nine years, with two relationships extending nearly two decades.
- Recurring revenue model: Monthly sales commissions and retainers create a continuing operating relationship with clients.
- Amazon operating depth: Day-to-day capabilities span catalog, content, advertising, logistics, compliance and account management.
- Technology-enabled delivery: Internally developed automation and data-management capabilities support Amazon workflow execution; transferability requires technical diligence.
- Strategic bolt-on potential: A buyer can add an established Amazon client base, operator knowledge and specialized execution capacity.
- Cross-sell runway: Clients may benefit from expanded retail media, creative, analytics, marketplace or software-enabled offerings from a strategic acquirer.
- Defined diligence path: Financial records, client-level revenue data and historic income statements are available to qualified parties under NDA.

Client and Revenue Model

The agency serves brands and product companies with recurring monthly commissions linked to Amazon sales plus flat retainers. Seller-provided 2026 YTD data shows 11 active paying clients; the largest represents approximately 23% of agency revenue.

Strategic Relevance

A strategic acquirer gains Amazon operating capability, an established recurring-revenue client base and internally developed workflow IP that may improve delivery efficiency or support a broader product and services offering.

Growth Opportunities

Institutionalize and document the software/IP for transfer; broaden the agency's automation-supported delivery model; cross-sell a buyer's adjacent marketplace, retail media, creative, analytics or software capabilities into the client base; and reduce founder dependence through process documentation and transition planning.

Ideal Buyer	Amazon and marketplace agencies seeking a compact managed-services bolt-on; ecommerce software platforms seeking implementation and managed-services capability; Vendor Central or Seller Central specialists seeking additional client relationships; and PE-backed commerce-services platforms pursuing Amazon operating depth and workflow automation.

Process and Next Step

Qualified parties may execute an NDA to receive management-provided financials, client-level revenue detail and additional information on the agency and proposed software/IP transfer. Seller-provided figures and technical ownership should be independently validated during diligence.