



Pemba
Capital Partners



Droppoint

Pemba Capital Partners, a leading investor in high-growth technology companies, has partnered with Droppoint, a leading provider of logistics software and supply chain solutions for the field services sector.

BASE CAMP

Supply Chain & Logistics – Inventory Management

Droppoint

Droppoint was looking to partner with an experienced investor to optimise go-to-market, improve sales excellence and support technology development. Pemba was chosen as the preferred partner due to its extensive experience in technology and its track record in supporting the organic growth strategies for Australian businesses through its dedicated Accelerate capability.

THE PARTNERSHIP

Pemba, a leading investor in companies with attractive, sustainable growth dynamics within defensive sectors, partnered with Droppoint, a market-leading provider of mission-critical logistics software and supply chain solutions for the field services sector.

ABOUT DROPPPOINT

Droppoint was established in 2004 and is a leading provider of logistics software (MOS – Materials Orchestration System) that enables companies to track, manage and order inventory at a warehouse and field level. The business also utilises a network of transport & logistics providers to facilitate the delivery and storage of parts in convenient locations for technicians in the field, enabling significant cost savings, Co2 reductions and improved compliance with SLAs (service-level agreements) which require goods to be repaired in a set timeframe, for its medium to large enterprise customers.

BACKGROUND TO PEMBA'S PARTNERSHIP

Pemba began discussions with Droppoint in July 2023 after identifying logistics software as an attractive, high-growth sector driven by increasing demand for supply chain visibility and increasingly strict SLA obligations for field service organisations.

Droppoint was seeking an experienced investor with the capabilities and expertise to support the business' continued

transition to a software-led business. The Pemba team's alignment with the vision of the management team and track record of growing vertical software companies into market leading businesses made them a natural fit to support Droppoint's next phase of growth.

THE VENDOR'S PERSPECTIVE

“Our purpose is to be the provider of the most effective and innovative materials orchestration solutions for the service industry in Australia and around the world. Partnering with Pemba allows us to capitalise on the significant market opportunity we have by providing access to an experienced team of professionals who can help guide and support our transition to a medium size enterprise that can facilitate and sustain rapid growth over a long period of time.”

JASON FLANAGAN – CEO, DROPPPOINT

THE FUTURE

Pemba will work with the management team to accelerate growth, with a key focus on sales excellence, go-to-market strategy, recurring revenue growth and ongoing technology improvements to support Droppoint's evolution into the market leading provider of logistics software and supply chain solutions for the field services sector in Australia.

PEMBA & TECHNOLOGY

Pemba is a leading investor in the Australian and New Zealand technology sector, with investments in ReadyTech (education, workforce, government and justice software), Aurizn (defence technology and AI), Oolio (POS, payments and self-ordering solutions), RxPx (life sciences technology) and Ampion (cyber security and software testing) amongst others.

Pemba is looking to invest in further high-quality technology and SaaS providers. If you are considering outside investment and would like to find out more about how Pemba partners with its investee companies to achieve significant growth, please email opportunities@pemba.com.au.

PEMBA CAPITAL HAS EXPERTISE IN THE FOLLOWING SECTORS:

Technology / Business Services / Education & Training / Healthcare / Non-Bank Financial Services.