



Deliver Smart.
Deliver Fast.

Media Kit

ABOUT LOGINEXT

LogiNext is a global technology firm that offers a SaaS-based Delivery Automation Platform built on AI-native logistics intelligence. The software helps brands across QSR (Quick Service Restaurant Chains), CEP (Courier, Express and Parcel companies), eCommerce & Retail, and Transportation (3PLs, 4PLs, etc.) to digitize, optimize, and automate deliveries across the supply chain.

Growing at an average rate of 100% YoY, LogiNext has 200+ enterprise clients in 50+ countries with headquarters in New York and regional offices in Mumbai, Jakarta, Delhi and Dubai. The logistics technology firm is backed with \$50 million across three rounds of private equity investments by Tiger Global Management, Steadview Capital and Alibaba Group of companies.



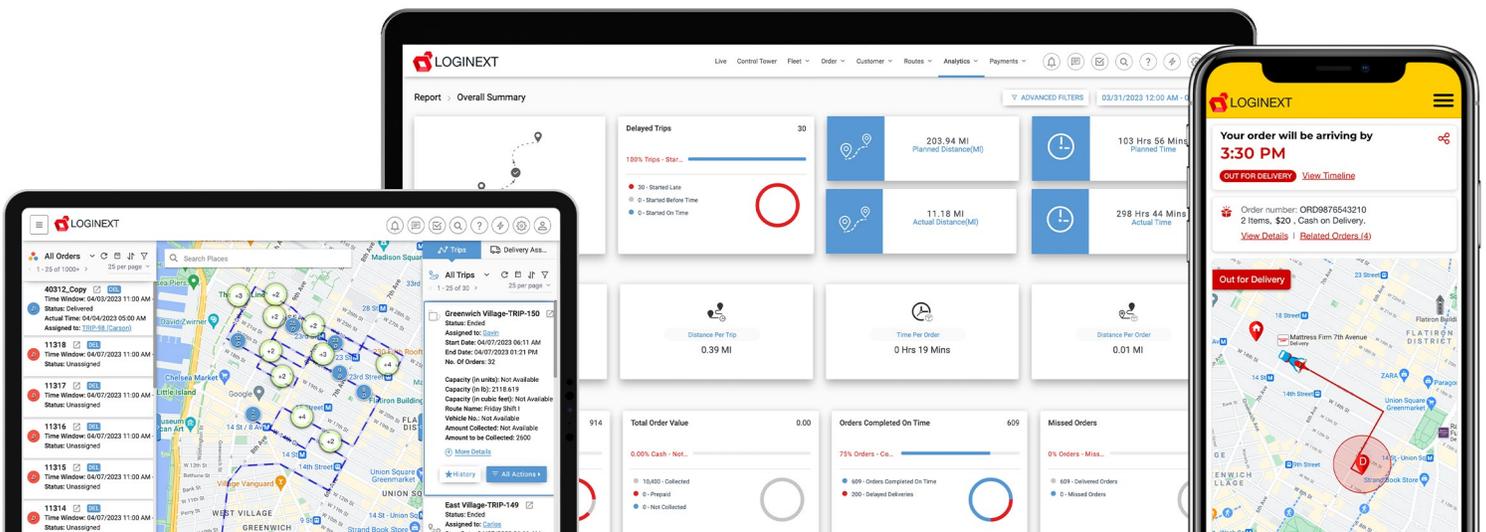
**Founded
2015**



**Headquarters
New Jersey, USA**



**Founder & CEO
Dhruvil Sanghvi**



FOUNDER PROFILE

Dhruvil Sanghvi (Founder & CEO) is the architect behind LogiNext's vision and a prominent voice in the global SaaS ecosystem. His technical foundation was laid at the Institute of Technology, Nirma University, where he completed his Bachelor of Technology (B.Tech) in Computer Science & Engineering in 2010.

He then pursued advanced studies at Carnegie Mellon University (CMU), earning a Master's in AI with a specialization in Data Science and Machine Learning forming the foundation of LogiNext's applied artificial intelligence capabilities.

Before founding LogiNext, Dhruvil gained critical industry experience as a consultant for Deloitte and Ernst & Young (EY) in the US, advising some of the world's largest retail and logistics companies.

His entrepreneurial success has been recognized globally, earning him spots on the Forbes 30 Under 30 and Entrepreneur 35 Under 35 lists.

Beyond LogiNext, he is a prolific angel investor with a portfolio of over 50 startups (notable names available on his LinkedIn profile) and an avid advanced scuba diver, a passion he shares with his wife, Lipi, using deep-sea diving as his primary form of meditation and disconnection.

Connect with Dhruvil Sanghvi



www.loginextsolutions.com

FUNDING DETAILS

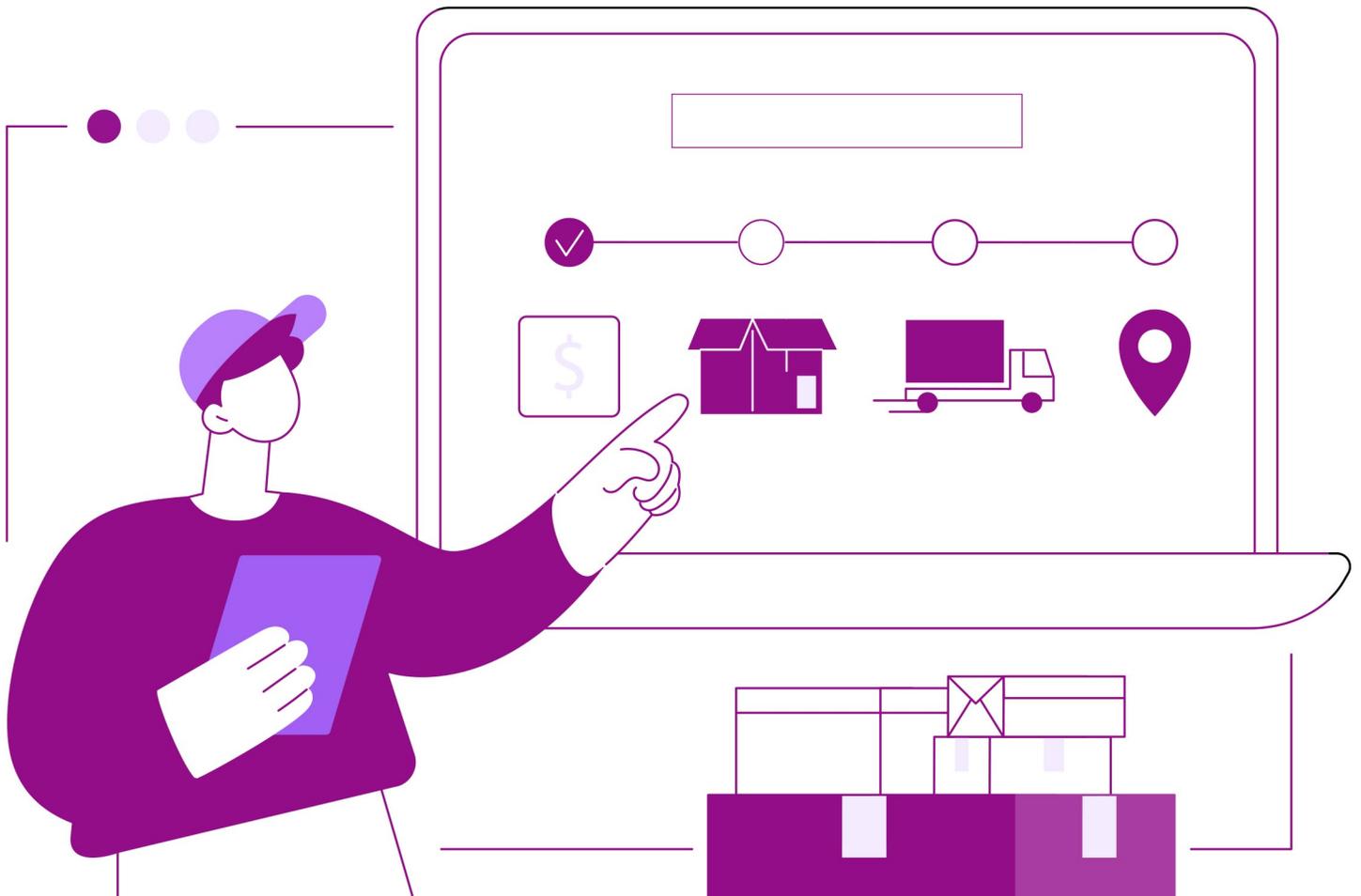
\$50 Mn

Total Funding Raised

\$39 Mn

Largest Round (Series B)

Founded in 2015, LogiNext has raised approximately **\$50 million** in venture funding to date. The company's largest and latest disclosed round was a **\$39 million Series B** in January 2020, led by **Tiger Global Management** and **Steadview Capital**, with participation from existing investors. Earlier funding included a **Series A led by Paytm and Alibaba** and seed capital from leading angel networks.





Forbes
30
UNDER
30



HURUN
UNDER 35



FROM THE FOUNDER'S DESK

LogiNext's journey began with an unexpected career transition and a convergence of global technology shifts. In the early 2010s, as mobile computing became mainstream, cloud platforms scaled rapidly, and digital mapping and eCommerce reshaped consumer behavior, logistics was emerging as one of the most complex and underserved enterprise challenges.

During this period, **Dhruvil Sanghvi** was working as a management consultant with **Deloitte and Ernst & Young** in the United States, advising Fortune 500 enterprises on data strategy and large-scale analytics with a strong focus on logistics and supply chain technology. Sitting at the intersection of mobility, cloud, and data, he recognized a clear gap: while a few technology leaders had built sophisticated proprietary systems, most enterprises lacked AI-powered logistics platforms capable of real-time execution and decision-making.

LogiNext was founded in 2015 to address this gap bringing enterprise-grade, real-time delivery intelligence and automation to organizations operating at global scale through a modern SaaS platform.

The company's early years were defined by rapid experimentation and ambitious growth. In 2017, a critical inflection point reshaped LogiNext's direction, prompting a shift from aggressive expansion toward disciplined execution. Since then, the company has operated with a strong emphasis on sustainable growth, sound unit economics, and long-term value creation.

Today, LogiNext works with 200+ enterprise clients across more than 50 countries, supported by a global team of nearly 200 professionals, building durable technology for complex, mission-critical logistics operations worldwide.



OUR PEOPLE & CULTURE

LogiNext has a diverse and distributed team operating across global markets. **Headquartered in New Jersey**, the company brings together talent from multiple regions to build and scale its SaaS platform. Several team members have been part of the journey since the company's inception, contributing to a strong sense of continuity and shared ownership.

LogiNext fosters a collaborative and open work culture, with teams aligned around a common mission and a strong bias toward execution. Regular company-wide offsites, team gatherings, and collaborative initiatives help strengthen relationships across geographies and reinforce a unified culture.

With a global team of nearly **200 professionals**, LogiNext continues to grow rapidly and is actively hiring across functions. The company offers opportunities for ambitious individuals looking to build long-term careers in SaaS while working on complex, high-impact problems at scale.



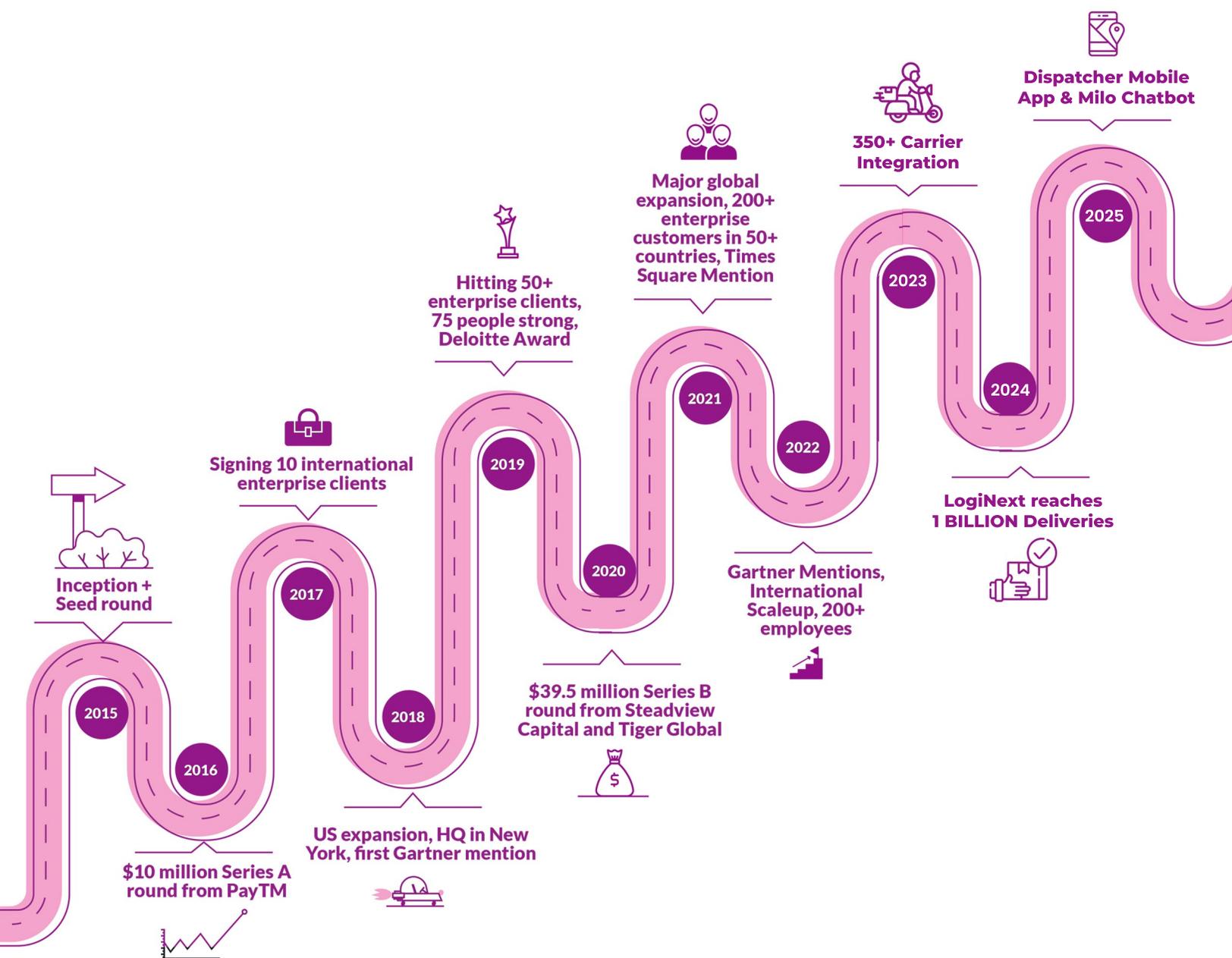
MAJOR MILESTONES

Since its inception in 2015, LogiNext has achieved several industry-defining milestones. The company secured its first major validation with a Seed round of \$600k from the Indian Angel Network, followed by a \$10 million Series A raised from Paytm and Alibaba in 2016 marking one of Alibaba's rare SaaS investments in India.

The company entered a hyper-growth phase in 2020, raising a \$39 million Series B from marquee investors Tiger Global and Steadview Capital, which pushed its valuation to over \$100 million. **In 2023, LogiNext raised another \$100 million from marquee investors.**

In 2024, LogiNext reinforced its global leadership by surpassing **1 billion tracked deliveries and earning a Guinness World Record** for hosting the world's largest AI logistics hackathon.

Today, LogiNext is recognized as a "Soonicorn", **servicing more than 200 enterprise clients across 50+ countries.**



TECHNOLOGY & INNOVATION

LogiNext has disrupted the logistics sector with its proprietary "Vertical AI" technology. Unlike generic AI models, LogiNext's algorithms are trained on over **12.5 billion proprietary location pings**, allowing for hyper-accurate routing that incorporates "tribal knowledge" such as knowing a loading dock is located behind a building rather than at the storefront.

A key innovation is the "Parent-Child" Rider Sharing feature, which allows franchise branches (e.g., a busy Pizza Hut) to instantly "borrow" idle drivers from nearby sister branches, maximizing fleet utilization.

Commercially, LogiNext transformed the industry with a 10-cent pricing model, charging a low transaction fee per order rather than expensive flat licenses, aligning its success directly with its clients' growth.

The company has also embedded a Sustainability Calculator that helps enterprises track and reduce carbon emissions per mile, making compliance with global ESG standards automated and seamless.

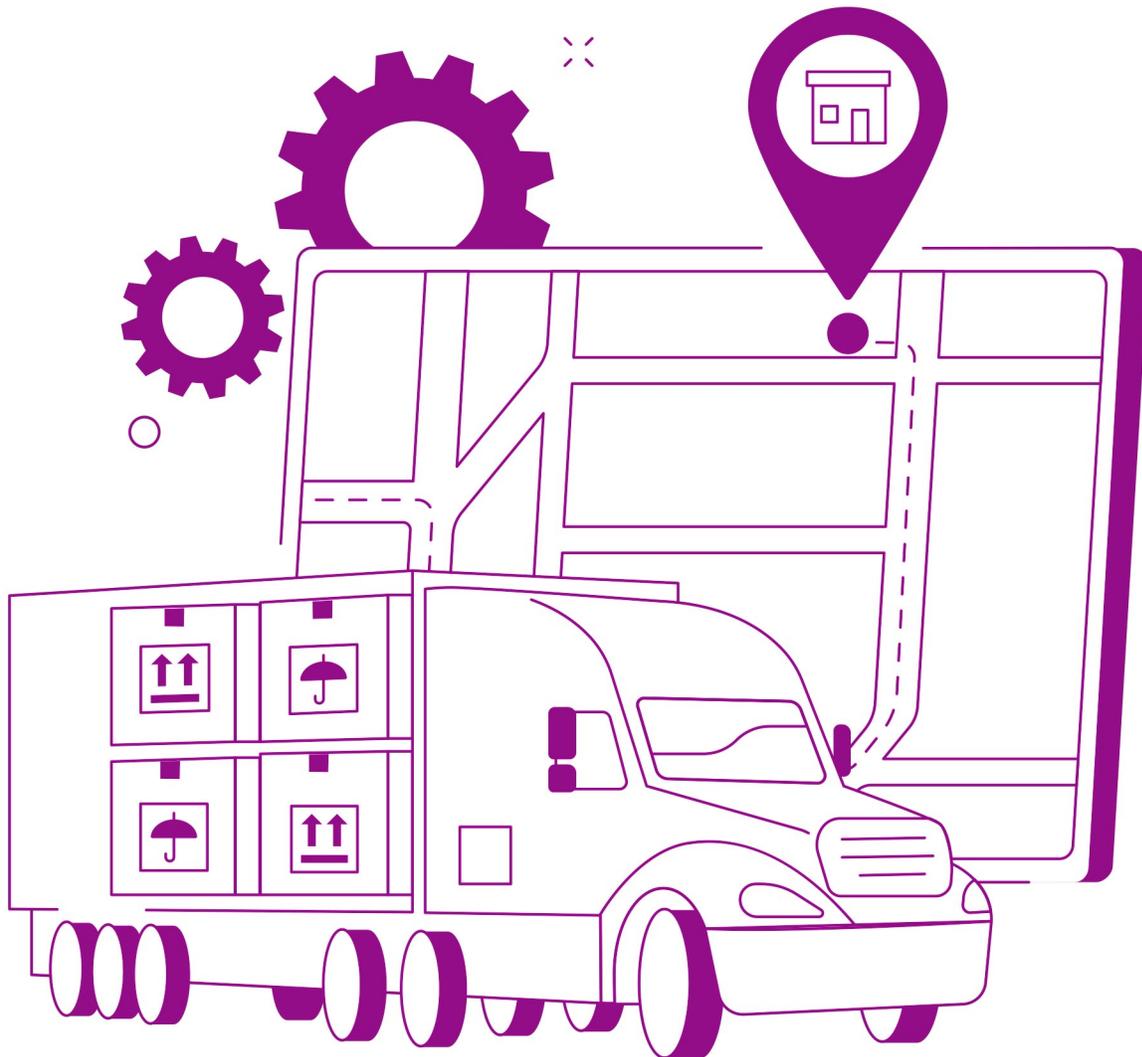


FUTURE VISION & ROADMAP

Looking toward 2030, LogiNext is transitioning its platform from "Human-in-the-loop" to "Human-on-the-loop," where autonomous AI agents negotiate rates with drivers and dispatch fleets with minimal human involvement.

A major upcoming frontier is **"Zero-Click Commerce,"** where predictive models will position inventory in micro-warehouses near customers before an order is even placed, reducing delivery times to near zero.

Ultimately, the roadmap leads to an Initial Public Offering (IPO), with the organization actively structuring its compliance, predictability, and culture to operate as a public entity that returns significant value to its early shareholders and employees.





WATCH THE PODCAST

KNOW MORE ABOUT THE FOUNDER

THE PRODUCT F&LKS
THE FOUNDER'S PLAYBOOK

How to scale your business?

Ft. Dhruvil Sanghvi
Founder | LogiNext

8020
HONESTLY,
GENZ IS TOO LAZY!

VAIBHAV VARDHAN
DHRUVIL SANGHVI

DHRUVIL SANGHVI
STARTUPS, WEALTH & LOVE:
INSIDE THE LOGINEXT JOURNEY

BLUEPRINT FOR
\$350M SaaS STARTUP

Dhruvil Sanghvi

The SaaS Business Behind
McD, UPS and DHL

masters union | offcampus

LEFT FAMILY BUSINESS TO BUILD
MILLION DOLLAR
SaaS STARTUP

The CORNER AWFS.

LOGINEXT CEO DHRUVIL SANGHVI AT REUTERS SUPPLY CHAIN EXECUTION USA

REUTERS EVENTS

DECODING SUCCESS:
MIND BEHIND THE MONEY

BILLION DOLLAR
IDEA

DHRUVIL SANGHVI
CEO, LOGINEXT

REFERENCE QUESTIONS

If LogiNext shut down in 10 years but you walked away with \$500 million, would you call that a success or a failure? Is money enough, or does the company need to last beyond you?

They say it's lonely at the top, but you have a co-founder split, investor pressure, and 250 families depending on you. On a scale of 1 to 10, how lonely were you during that Hindenburg crisis? Who did you actually call at 2 AM?

You receive decks daily and often decide quickly. Beyond Resilience, what is the specific red flag in a pitch deck, maybe a specific slide or a metric that makes you close the file immediately? Is it a hockey stick graph without a plan, or a founder who talks too much about valuation?

In 2017, you lost a lot of customers. Today, when a big enterprise client (like a McDonald's or UPS) churns, what is the first question you ask your Customer Success VP? Do you look at the product failure, or do you look at the relationship failure?

You demand military-grade quality from your team. In a software context, what does that actually look like? Is it zero bugs in production? Is it responding to Slack messages within 5 minutes? Give us a concrete example of a Civilian vs. Military standard at LogiNext.

You admitted that people find you intimidating because you are tall, direct, and intense. For a junior employee who has a brilliant idea but is scared to speak up in a meeting with you, what mechanism have you built to ensure you don't accidentally silence the smartest person in the room?

You operate in high-gear 'Founder Mode' most of the time. When you go home to your wife and daughter, do you have a specific ritual like changing clothes or putting the phone away to switch off that intensity? Or does the 'LogiNext CEO' sit at the dinner table too?

You mentioned that you went to Carnegie Mellon as a shy, introverted engineer, but you forced yourself to become a people person to survive in the US. For all the technical founders listening who are terrified of sales: what was the single hardest habit you had to break to make that transition? Do you still have to 'turn it on' before walking into a room, or is the extrovert natural now?

Logistics is critical infrastructure. If a state-sponsored hacker wanted to cripple the US food supply, hacking LogiNext would be a good start. Do you lose sleep over being the entry point for a Cyber Pearl Harbor? How much of your budget goes purely to Paranoia?

If LogiNext went to zero tomorrow and you lost every dollar, but you still had your skills and network. Which specific industry would you attack next to make your first million dollars back in 12 months? Real Estate? FinTech? AI?

The ethical line In logistics, sometimes getting it done means bending the rules, overloading a truck, skipping a break. If a client asks you to tweak the algorithm to ignore a safety rule for profit, and you risk losing a \$1M contract, what do you do?

Which startup metric do investors tend to love, but you think is misleading or doesn't tell the real story like GMV (Gross Merchandise Value) or ARR (Annual Recurring Revenue) that isn't truly recurring?

You explicitly say: Don't build a global company from Day 1. Focus on one market. For a founder who has inbound leads from Dubai, London, and Singapore, saying "No" feels like leaving money on the table. What is the framework you use to disqualify a good-paying customer simply because they are in the wrong geography?

You believe 20% of employees drive 80% of the value. As a CEO, how do you disproportionately reward that top 20% without destroying the morale of the other 80% who keep the lights on? Do you give them 4x the equity? 2x the salary? What does that compensation structure look like?

You took money from Tiger Global during their peak aggression phase. They are known for firing founders who miss targets. What was the single most terrifying phone call you received from a Tiger partner when you missed a quarter? Did you ever feel your job was on the line?

If a top-performing Gen Z employee asks for a mental health day during a critical product launch, what is your first reaction? Do you approve of it, or do you see it as a leadership red flag?

You believe in high performance. In the early days, you hesitated to fire. Today, what is the average time between you spotting a Red Flag in a VP and you firing them? Have you got it down to weeks, or do you still struggle to pull the trigger?

You are an intimidating, Founder Mode CEO. How do you know your VPs aren't just telling you what you want to hear to protect their ₹1 Crore salaries? What is the specific mechanism you use to bypass them and get the ugly truth from the junior engineers?

You fear irrelevance. But everyone has a number. Is there a specific net worth figure, maybe \$100 Million liquid where you would honestly say, I'm done. I'm going to just dive with whales for the rest of my life? Or is the goalpost moving every year?

We talk about the founder's sacrifice. But your wife, Lipi, has been with you through the '70% cash burn' days. What was the lowest moment in your marriage caused by the business? Did she ever say, Dhruvil, it's either LogiNext or me?

You've said, I like to do boring, profitable, high-growth things. You avoid the sexy trends like building LLMs. As an investor in 50+ startups, what is the most 'boring' business idea you've come across that actually blew your mind with how brilliant and profitable it was?

Many unicorns are secretly raising at 50% cuts. If LogiNext had to raise tomorrow at a lower valuation than 2020 to survive, would you publish the press release, or would you hide it like everyone else? How transparent is your transparency?

You are building autonomous agents. In 10 years, will a blue-collar truck driver report to a human manager, or will his 'Boss' be a LogiNext algorithm that decides his pay, his route, and his firing? Are you building the Robot Boss of the future?

You have data on how the world eats (McDonald's), drinks (Starbucks), and shops (UPS). If you aggregated that data, you could predict a recession before the Federal Reserve. Have you ever considered selling Macro-Economic Intelligence to hedge funds, or is that a privacy line you won't cross?

You were a consultant. Critics say consultants steal your watch to tell you the time. Now that you are an operator, what is the one piece of Consulting Wisdom you realized was absolute garbage when you actually had to run a P&L?

The Legacy Question: LogiNext is B2B software. It's invisible. No one knows they are using it. Does it bother you that your life's work is Infrastructure that no normal person will ever see or appreciate? Do you wish you built a consumer brand that people love?

You've said strategy roles don't exist in startups, it's just execution. If you catch a VP of Operations spending too much time on decks and roadmaps instead of execution, what is the exact question you ask them to pull them back to reality? How do you operationalize anti-strategy?

You shared that your first employee quit on Day 1 because you oversold the vision. Today, you have a 1% hiring acceptance rate. What is the scare tactics question you ask in interviews now to make sure a candidate knows exactly how hard the work will be, so they don't quit when reality hits?

You wasted 20% of your funding acquiring a delivery company in 2016 that you had to shut down. For a founder looking at M&A today, what is the one due diligence question you wish you had asked that founder before wiring the money?



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LogiNext, 111 Town Square Place,
Suite #1203, Jersey City, NJ 07310

Email: admin@loginextsolutions.com