

B2B AGGREGATOR PLATFORMS

Your Hidden Revenue Pipeline

A Parlor Exchange Global Member Resource

Most small business owners spend all of their energy chasing individual clients — one sale at a time, one referral at a time. What fewer people know is that there is an entire ecosystem of B2B aggregator platforms built specifically to route corporate clients and volume business directly to small vendors, service providers, and product companies.

These platforms sit between large companies with real budget and ongoing needs — and the small businesses who can fulfill those needs. They handle the marketing. They vet the clients. They manage billing. Your job is to show up qualified, meet the standard, and deliver.

This resource organizes those platforms by the type of business that can plug into them. Read your section. Understand what they require. Then decide which ones fit where you are right now — and which ones are worth building toward.

The goal is not to be on every platform. The goal is to identify one or two that align with your business model, get accepted, and let the volume work for you.

FOOD, CATERING & HOSPITALITY

If you run a restaurant, food truck, catering operation, specialty food business, or any business that produces food for events or groups — there is significant corporate demand waiting for you on these platforms. Corporate clients place large, recurring orders and operate on contracts. Getting accepted into one catering aggregator can replace an unpredictable month of individual sales.

Cater2.me

Corporate catering aggregator that connects businesses with vetted local restaurants and caterers for employee meals, events, and recurring office programs. They handle all client relationships, billing, and logistics coordination.

Who qualifies: Restaurants and caterers with established operations who can handle group orders consistently

How to get in: Apply via cater2.me/vendors. Requires menu submission, delivery zone confirmation, and a vetting call.

Have ready: Business license, proof of food handler certification, commercial kitchen documentation, sample menu with per-person pricing

CaterCow

A marketplace connecting corporate clients to local caterers and food vendors. No sign-up fee or contract — they only earn when you get orders. Clients order directly without needing an account manager.

Who qualifies: Restaurants, food trucks, specialty caterers, and food purveyors who can handle large group delivery

How to get in: Apply at catercow.com. Submit contact info, your menu, and delivery zones. They build your package and launch your profile.

Have ready: Group-friendly menu priced per person, delivery radius, min/max order sizes, liability insurance certificate

Cater Nation

A B2B food ordering marketplace aggregating restaurants, caterers, and food businesses specifically for drop-off corporate catering, business meetings, and training sessions. Also serves university and government clients.

Who qualifies: Established restaurants and caterers with drop-off catering experience

How to get in: Register as a vendor at caternation.com. Platform approval is based on service area and capacity.

Have ready: Catering-specific menu, delivery capabilities, food safety certifications, and insurance documentation

ezCater

One of the largest corporate catering marketplaces in the U.S., connecting food businesses to companies ordering for meetings, events, and employee programs. High order volume, national reach.

Who qualifies: Restaurants and caterers with consistent delivery capability and the capacity to fulfill business-hour orders

How to get in: Apply at ezcater.com/caterer. Vetting includes a review of your existing catering history and service reliability.

Have ready: Catering menu, delivery fleet or logistics plan, food safety certifications, and an established business history

CLEANING & FACILITY MAINTENANCE

Commercial cleaning is one of the most accessible industries to enter from a cost standpoint — and one of the most overlooked when it comes to corporate contract volume. Government agencies, school districts, corporations, and property management firms all need recurring janitorial services and they actively publish open bids. The barrier is usually not capability — it is knowing where to look and how to apply.

SAM.gov

The official U.S. federal procurement portal. Federal agencies are legally required to post janitorial and facility maintenance contracts here. Contracts often run multi-year with reliable

government payment cycles.

Who qualifies: Any legitimate cleaning business that registers as a federal vendor and obtains a UEI number

How to get in: Register at sam.gov using NAICS code 561720 (janitorial services). Free to register. Required to bid on federal contracts.

Have ready: EIN, business structure documentation, UEI number registration, liability insurance, bonding (janitorial bond), any relevant certifications (WOSB, MBE, 8(a))

BidNet Direct

Aggregates state and local government bids including janitorial and facility service opportunities from 1,300+ local government agencies. Email alerts notify you when new contracts match your category.

Who qualifies: Commercial cleaning businesses seeking state, county, and municipal contracts

How to get in: Register at bidnet.com. Set up keyword and category alerts for janitorial/custodial services in your region.

Have ready: Business registration documents, insurance certificate, bonding, list of service categories and counties you serve

Janitorial Bid Network

Industry-specific platform focused exclusively on commercial cleaning and janitorial contract opportunities across the U.S. and Canada. Compiles bids from multiple sources into one searchable database.

Who qualifies: Cleaning businesses of any size looking for commercial contract leads

How to get in: Register at janitorialbidnetwork.com. Subscription-based access to bid listings.

Have ready: Service area, service categories, business license, insurance documentation

Facility Management Subcontracting

Large facility management firms (CBRE, Cushman & Wakefield, ABM Industries) regularly subcontract cleaning and maintenance work to smaller local vendors. Registering as an approved subcontractor gives you access to their contract pipeline without direct client acquisition.

Who qualifies: Established cleaning and maintenance businesses with insurance, bonding, and a track record

How to get in: Contact vendor relations or supplier diversity departments at major FM firms directly. Some have online vendor portals.

Have ready: Certificate of insurance (GL + workers comp), W-9, bonding documentation, references from prior commercial clients

CREATIVE SERVICES — PHOTOGRAPHY, VIDEO & DESIGN

Corporate clients need visual content constantly — headshots, event coverage, product photography, brand videos, and marketing assets. Most do not want to manage individual freelancers. Platforms that aggregate vetted creatives allow corporate clients to book with confidence. For photographers and videographers, this is access to clients with real budget who value professionalism over price.

Snappr

An on-demand photography and videography platform serving enterprise and corporate clients across the U.S. and internationally. Snappr dispatches vetted local photographers for brand shoots, product photography, events, and corporate content.

Who qualifies: Experienced photographers and videographers with a professional portfolio and own equipment

How to get in: Apply at snappr.com/pro. Portfolio review and test shoot required. Strong acceptance standards.

Have ready: Professional portfolio website or gallery, own professional-grade equipment, liability insurance, willingness to meet brand and quality standards

Soona

A platform connecting brands (especially e-commerce) with photographers and creative talent for product and brand photography sessions. Clients attend shoots remotely and approve content in real time.

Who qualifies: Product and brand photographers with studio access or the ability to work in-studio environments

How to get in: Apply as a creative at soona.co. Studio-based or partnered-studio setup preferred.

Have ready: Studio access or affiliation, product photography portfolio, ability to work in real-time collaboration sessions

Bark / Thumbtack (for Business)

Lead generation platforms where businesses actively search for professional services including corporate photography, brand video, graphic design, and marketing assets. Not an aggregator in the traditional sense, but high corporate lead volume.

Who qualifies: Any professional creative with a business profile, reviews, and clear service offerings

How to get in: Create a professional profile at bark.com or thumbtack.com. Respond to leads as they come in.

Have ready: Portfolio, defined service packages with pricing, reviews or testimonials, liability insurance if required by clients

Production Paradise

A premium directory and showcase platform for commercial photographers, videographers, and production professionals. Clients include advertising agencies, corporations, and major brands sourcing creative talent globally.

Who qualifies: Established commercial creatives with a strong

portfolio in advertising, corporate, or editorial work

How to get in: Register and purchase a listing at productionparadise.com. Platform is portfolio-showcase based.

Have ready: High-quality portfolio of commercial or corporate work, professional branding, website or gallery link

HEALTH, FITNESS & WELLNESS

Corporate wellness is now a standard line item for companies of all sizes. They are actively looking to provide fitness access, mental health resources, and holistic wellness programs to their employees as a benefit. Platforms like Wellhub and ClassPass aggregate fitness studios, personal trainers, and wellness practitioners and make them available to corporate members. Getting listed on these platforms puts your service in front of thousands of employees whose employers are already paying.

Wellhub (formerly Gympass)

The largest corporate wellness aggregator in the world, connecting 90,000+ gyms and studios and 3,800+ virtual trainers to employees via employer-sponsored subscriptions. Corporate partners fund employee access; you get volume bookings without individual client acquisition.

Who qualifies: Gyms, fitness studios, personal trainers, wellness practitioners with an established location or virtual offering

How to get in: Apply as a wellness partner at wellhub.com/en-us/partners. Application reviewed by region.

Have ready: Business license, facility or virtual offering details, instructor certifications, liability insurance, basic scheduling system

ClassPass (Corporate Wellness Program)

ClassPass partners with gyms, studios, and wellness businesses to make their services available to corporate members as an employer benefit. The platform manages the relationship with the employer — you receive bookings through the ClassPass app.

Who qualifies: Fitness studios, gyms, wellness businesses with class or appointment-based offerings

How to get in: Apply to become a ClassPass partner at partners.classpass.com.

Have ready: Class schedule, pricing structure, liability insurance, facility certification, ability to hold class inventory through the platform

Burnalong

A corporate wellness platform featuring 50,000+ classes across 100+ programs taught by 10,000+ instructors. Burnalong recruits instructors to teach live and recorded classes streamed

to corporate employee members nationwide.

Who qualifies: Certified fitness instructors, wellness coaches, mental health practitioners, nutritionists with online delivery capability

How to get in: Apply as an instructor partner at burnalong.com. Video content and certification review required.

Have ready: Relevant certifications (NASM, ACE, RYT, etc.), ability to film or stream quality video content, liability insurance

FitOn Health

A corporate employee wellness platform offering digital and in-person fitness access. Partners with local gyms and fitness businesses to expand their in-person network for employer-funded employee wellness programs.

Who qualifies: Gyms, studios, and in-person fitness businesses seeking to be part of a corporate network

How to get in: Contact FitOn Health through fitonhealth.com to inquire about network partnership.

Have ready: Business license, facility description, class or session offerings, liability insurance documentation

STAFFING, LABOR & ON-DEMAND WORKERS

If you are an independent worker, skilled laborer, or operate a small staffing or service business, on-demand staffing platforms are one of the fastest ways to access consistent work from corporate clients without building your own sales pipeline. These platforms act as the employer of record for many transactions, handle scheduling and payments, and send verified workers directly to client locations. You show up. You work. You get paid.

Instawork

The largest on-demand staffing platform in the U.S., connecting over 9 million workers to businesses in hospitality, warehouse, logistics, manufacturing, and retail across 400+ cities. Businesses pay an all-inclusive hourly rate; workers get competitive pay with same-day or next-day options.

Who qualifies: Workers in hospitality (servers, bartenders, cooks), warehouse, light industrial, retail, and events

How to get in: Download the Instawork app and create a worker profile. Background check and skills verification required.

Have ready: Valid ID, work history, any relevant certifications (food handler card, forklift, etc.), reliable transportation

Wonolo

On-demand staffing platform specializing in warehouse, manufacturing, and general labor roles. Workers (Wonoloers) claim shifts through the app with no interviews required. Strong show-rate tracking; consistent performers unlock better

opportunities.
Who qualifies: Workers in warehousing, retail, food production, general labor, and merchandising
How to get in: Register at wonolo.com or download the app. Quick onboarding with background check.
Have ready: Valid ID, ability to pass background check, understanding of the platform's attendance and reliability standards

Qwick
Hospitality-focused staffing platform that connects experienced food and beverage professionals with shifts at restaurants, hotels, caterers, stadiums, and corporate events. Qwick pays within 30 minutes of shift completion.
Who qualifies: Servers, bartenders, line cooks, dishwashers, event staff with documented hospitality experience
How to get in: Apply at qwick.com. Hospitality background verification and experience review required.
Have ready: Hospitality work history, ServSafe or equivalent food handler certification, professional references

Veryable
On-demand labor platform specifically for manufacturing, warehousing, and light industrial work. Businesses post shifts with higher-than-average pay; workers with specialized skills earn premium rates. Strong in industrial metro markets.
Who qualifies: Workers with manufacturing, warehouse, forklift, or industrial experience
How to get in: Apply at veryableops.com. Skills verification and background check required.
Have ready: Industrial work history, relevant certifications (OSHA, forklift operation), valid ID

GigSmart
A nationwide staffing platform covering all 50 states across industries including construction, hospitality, warehouse, and general labor. Businesses post jobs directly; workers apply and are connected quickly. Charges workers \$1/hour platform fee.
Who qualifies: Workers across industries including construction, hospitality, warehouse, events, and customer service
How to get in: Register at gigsmart.com. Create a worker profile with experience and skills.
Have ready: Work history, valid ID, any trade or industry certifications relevant to your specialty

TRADES & COMMERCIAL SERVICES

Skilled trade businesses — HVAC, electrical, plumbing, general contracting, landscaping, and similar — have access to both residential lead platforms and commercial/government contract pipelines. The residential platforms (Angi, Thumbtack, TaskRabbit) provide consistent local lead flow. The government and commercial platforms provide longer-term, higher-volume contracts. Both require professional credentialing and insurance — but the revenue potential at the commercial level is substantially higher.

Angi (for Pros)

The largest home services network in the U.S. with 200,000+ professionals. Connects licensed contractors to homeowners and small businesses actively searching for services. Lead-based model — you pay per lead or subscribe for ad placement.

Who qualifies: Licensed contractors with insurance, active business registration, and reviews

How to get in: Create a free profile at [angi.com](https://www.angi.com). Upgrade to Angi Pro for lead volume based on your budget.

Have ready: Business license, general liability insurance, any required trade licenses, reviews or testimonials to build credibility early

Thumbtack

A competitive professional services marketplace where contractors bid on jobs posted by homeowners and small businesses. Covers trades, cleaning, landscaping, and a wide range of service categories. Lead quality varies by market.

Who qualifies: Licensed trade professionals, contractors, and service businesses in most categories

How to get in: Create a professional profile at [thumbtack.com](https://www.thumbtack.com). Respond to relevant lead requests.

Have ready: License and insurance documentation, business photos, defined service offerings, reviews from past clients

TaskRabbit

On-demand platform connecting skilled workers (Taskers) with individuals and businesses for handyman work, assembly, installations, moving, and general trade tasks. Popular with corporate clients for small-scale facility maintenance.

Who qualifies: Handymen, general contractors, movers, furniture assemblers, small-scale trade specialists

How to get in: Apply to be a Tasker at [taskrabbit.com](https://www.taskrabbit.com). Background check and service category selection required.

Have ready: Valid ID, background check clearance, own tools, defined service categories and hourly rates

Commercial Subcontracting (Facility Management Firms)

Large commercial facility management companies — including ABM Industries, Cushman & Wakefield, CBRE, and Aramark — regularly subcontract HVAC, electrical, plumbing, and maintenance work to local licensed vendors. This is a direct B2B relationship, not a platform.

Who qualifies: Licensed trade businesses with commercial experience, insurance, bonding, and references

How to get in: Contact supplier diversity or vendor relations

departments at major FM firms. Some maintain online vendor registration portals.

Have ready: Certificate of insurance (GL + workers comp + bonding), trade licenses, W-9, commercial project references

CORPORATE GIFTING & BRANDED PRODUCTS

Corporations spend billions annually on employee recognition, client appreciation, branded merchandise, and corporate gifts. Gifting aggregator platforms source products from small makers, specialty brands, and product businesses to fulfill these programs at scale. If you make a product — physical goods, artisan food, branded merchandise, candles, skincare, specialty items — these platforms can route bulk, recurring corporate orders to you without individual client acquisition.

Snappy Gifts (Vendor Network)

Snappy curates gift collections from brands and makers across 20,000+ products. Corporate clients choose collections and Snappy handles all recipient choice, fulfillment, and logistics. Vendors supply product to Snappy's curation network.

Who qualifies: Established product brands and makers with consistent inventory and fulfillment capability

How to get in: Inquire about vendor partnership at snappy.com. Selection is based on product quality and category fit.

Have ready: Product catalog, pricing structure, fulfillment capability, liability insurance, ability to meet order minimums

CorporateGift .com (Marketplace)

A B2B gifting marketplace connecting corporate buyers directly to curated vendors. Small brands and makers can list their products and receive corporate orders with significant volume potential.

Who qualifies: Product businesses with gifting-appropriate items — lifestyle, food, wellness, branded goods

How to get in: Apply as a vendor through corporategift.com. Product review and curation standards apply.

Have ready: Product catalog, gift-ready packaging capability, pricing with corporate volume tiers, fulfillment process

Swag.com / SwagUp

Branded merchandise platforms that source products from manufacturers and print/brand them for corporate clients. Some platforms accept independent vendors who produce blanks for corporate customization.

Who qualifies: Manufacturers, print shops, embroidery businesses, promotional product specialists

How to get in: Contact vendor/supplier relations at swag.com or swagup.com.

Have ready: Product samples, production capacity details, customization capabilities, pricing structure, turnaround timelines

Amazon Business (Seller Program)

Amazon Business connects millions of business buyers to sellers. Listing your products on Amazon Business makes them accessible to corporate procurement teams who order in bulk and have established business accounts.

Who qualifies: Any product-based business with an Amazon seller account and the ability to fulfill B2B orders

How to get in: Enable Amazon Business features through your existing Seller Central account or create a new seller account.

Have ready: Product listings, business pricing capability, bulk order fulfillment process, any required product certifications

LOGISTICS, FULFILLMENT & SHIPPING

E-commerce and product-based businesses often hit a wall when order volume outpaces the capacity to pick, pack, and ship from home or a small space. Third-party logistics providers (3PLs) solve this — they warehouse your inventory, fulfill your orders, and handle returns. This is not a platform to get business from; it is a platform that makes it possible to scale the business you already have without adding warehousing overhead. The distinction matters. Think of this as infrastructure, not lead generation.

ShipBob

A global fulfillment platform with 60+ warehouses across the U.S., Canada, UK, Europe, and Australia. Integrates with Shopify, BigCommerce, Amazon, and 90+ other platforms. Best for growing DTC brands with consistent order volume.

Who qualifies: E-commerce brands shipping 1,500+ orders per month who need scalable, multi-location fulfillment

How to get in: Request a quote at shipbob.com. Pricing based on order volume, storage, and services.

Have ready: Order volume data, product dimensions and weights, current platform (Shopify, etc.), target shipping regions

ShipMonk

Technology-focused fulfillment provider supporting DTC and subscription-based businesses. Strong automation, real-time inventory tracking, and support for subscription box fulfillment alongside standard orders.

Who qualifies: DTC brands and subscription box companies needing automation and clear cost visibility

How to get in: Request a quote at shipmonk.com. Flexible pay-as-you-go pricing available.

Have ready: Monthly order volume, product catalog, subscription or one-time order split, integration requirements

Amazon FBA (Fulfillment by Amazon)

Store inventory in Amazon's warehouses; Amazon picks, packs, ships, and handles customer service for your orders. Products become Prime-eligible, dramatically increasing visibility and conversion. Best for businesses already selling on Amazon Marketplace.

Who qualifies: Amazon Marketplace sellers of any size with products that meet FBA requirements

How to get in: Enroll through Seller Central at sellercentral.amazon.com. FBA setup is straightforward once you have a seller account.

Have ready: Amazon seller account, product listing, inventory ready to ship to Amazon warehouse, labeling compliance (FNSKU)

Flexport

An end-to-end supply chain platform covering freight forwarding, customs, warehousing, and last-mile delivery. Best for brands importing products internationally who need unified visibility across their full supply chain.

Who qualifies: Larger e-commerce brands with international supply chains and higher order volume (note: monthly minimums apply)

How to get in: Inquire at flexport.com. Pricing is customized based on volume and services needed.

Have ready: Import/export volume data, supplier country of origin, product categories, current logistics challenges

CONSULTING, STRATEGY & PROFESSIONAL SERVICES

If your business is knowledge-based — consulting, strategy, legal, financial, HR, marketing, or any professional services category — there are platforms that aggregate independent consultants and subject matter experts and route high-value project work from corporations, PE firms, and enterprise clients directly to you. These platforms typically require a demonstrated track record and often serve as an alternative or supplement to agency work.

Catalant (by Harvard Business Review)

A top-tier consulting marketplace connecting enterprise clients with independent consultants and boutique consulting firms for strategic projects. Clients include Fortune 500 companies seeking expertise without full agency retainers.

Who qualifies: Experienced consultants with demonstrable corporate or executive-level expertise and a track record of high-level engagements

How to get in: Apply at gocatalant.com. Profile review includes work history, areas of expertise, and client outcomes.

Have ready: Resume/CV, case studies or project outcomes, defined consulting focus areas, LinkedIn profile, references from

senior-level clients

Toptal

A selective talent network for the top 3% of independent professionals across business consulting, finance, product management, and design. Clients include startups and enterprises. High vetting standards; high pay rates.

Who qualifies: Elite-tier independent professionals with exceptional credentials and a strong body of verifiable client outcomes

How to get in: Apply at toptal.com. Multi-step screening process including skill assessments, interviews, and test projects.

Have ready: Strong portfolio, verifiable expertise, references, ability to pass rigorous screening

Upwork (Enterprise / Contracts)

The largest freelance marketplace globally, now with an enterprise tier that routes major corporate contract work through vetted agency and independent consultant profiles. Allows you to build a track record that attracts larger, longer-term engagements.

Who qualifies: Consultants, marketers, writers, designers, strategists, and any professional service provider at any stage

How to get in: Create a professional profile at upwork.com. Higher-visibility profiles require strong JSS (job success score) built over time.

Have ready: Complete profile with work history, portfolio samples, clear service offerings, defined rate, and willingness to take early smaller projects to build reputation on platform

Expert360

An enterprise consulting marketplace focused on strategy, finance, marketing, and operations projects for corporate and government clients. Strong in Australia and growing in North America. Independent consultants and boutique firms welcome.

Who qualifies: Consultants with corporate or enterprise project experience in strategy, operations, finance, or marketing

How to get in: Apply at expert360.com. Profile and expertise review required.

Have ready: Work history, defined consulting expertise, past project descriptions, professional references

EVENTS & ENTERTAINMENT

Corporate events, private parties, milestone celebrations, and branded experiences require a wide range of vendors — from DJs, bands, and speakers, to photo booth operators, florists, AV specialists, and full event planners. Aggregator platforms in this

space connect event buyers directly to vetted entertainment and event service providers, removing the need to build your own booking infrastructure.

GigSalad

A leading entertainment marketplace connecting event planners and private clients with performers, speakers, and event service professionals across the U.S. Strong in corporate and private event bookings. Clients browse and contact vendors directly through the platform.

Who qualifies: Performers, speakers, entertainers, and event service businesses with an established act or service offering

How to get in: Create a vendor profile at gigsalad.com. Free to join with paid promotion options available.

Have ready: Professional profile photos, performance videos or demos, defined service offerings with pricing ranges, reviews or testimonials

The Bash (formerly GigMasters)

One of the oldest and largest event vendor marketplaces in the U.S., connecting entertainers and event professionals with clients across all event types including corporate, private, and social events.

Who qualifies: All entertainment and event service categories including music, photography, catering, and specialty acts

How to get in: Register as a vendor at thebash.com. Monthly or annual membership required for full access.

Have ready: Profile media (photos, video, audio), pricing structure, service area, testimonials or client reviews

Bark (Events Category)

A professional services platform with a robust events category. Clients post their event needs and vendors respond with quotes. Covers DJs, photographers, florists, caterers, and event planners actively seeking leads.

Who qualifies: Any event service or entertainment professional

How to get in: Create a profile at bark.com and respond to relevant event lead requests in your area.

Have ready: Business profile, portfolio or portfolio link, pricing ranges, insurance documentation for larger event bookings

Venuetize / Venue Aggregators

Corporate event planners often book through venue aggregators and event planning platforms that maintain preferred vendor lists. Getting on a hotel's or corporate venue's preferred vendor list is a high-value, repeating revenue source.

Who qualifies: Photographers, AV companies, florists, caterers, and entertainment professionals with professional insurance and event experience

How to get in: Contact the events or catering departments of corporate hotels and conference venues in your market to request preferred vendor status.

Have ready: Certificate of liability insurance, professional portfolio, references from comparable events, business license

A Note on Readiness

Every platform on this list has standards. Most require insurance, business registration, and a track record. Do not skip the foundation to access the pipeline. The structure you build first is what makes you fundable, trusted, and capable of scaling when the volume arrives.