Solicitud a Y Combinator (borrador crudo)

PlaneTech Air Express — Venta express de partes aeronáuticas desde Miami para operadores y talleres en México: un agente de IA busca la parte en el mercado global, pide cotización a proveedores y entrega la propuesta al cliente en horas.

Respuestas en inglés, listas para pegar en el formulario de YC (Winter 2027 cierra el **2-nov-2026**, 8 pm hora del Pacífico; confirmar en ycombinator.com/apply). Solo datos reales al 28-oct-2026; donde no hay dato lo decimos. Al final, la crítica en español que haría un partner.

Criterio usado: ycinsight.com/apply (qué buscan los partners en cada pregunta), ycinsight.com/yc-deal y ycinsight.com/yc-request-for-startups.

Company

Describe what your company does in 50 characters or less.

AI broker that sources aircraft parts in hours (46 characters)

What is your company going to make?

PlaneTech Air Express is a Miami parts broker run by an AI agent. An operator in Mexico asks for a part on Telegram/WhatsApp (part number, photo of the data plate or voice note); the agent searches PartsBase, emails RFQs to every relevant supplier, reads their replies and PDFs, and builds the customer quote with our margin. A specialist approves before it goes out.

Progress

How far along are you?

Agent in production since August 2026. Active customer: ALE (Aerolíneas Ejecutivas, Toluca). Real searches return 177–185 offers per part number; one request emailed 8 suppliers in one pass. Closed orders and revenue: not documented yet.

How long have each of you been working on this? How much of that has been full-time?

~2 months.

Idea

Why did you pick this idea to work on? Do you have domain expertise? How do you know people need what you're making?

An aircraft on the ground costs thousands per day and Toluca operators wait days for quotes. We operate from Miami with a 10+ year industry specialist.

Who are your competitors? What do you understand about your business that they don't?

Local suppliers in Toluca, traditional Miami brokers, marketplaces (PartsBase, ILS), OEM distributors. Edge: speed — the first broker to quote usually wins.

How do or will you make money? How much could you make?

15–50% gross margin per part (higher for AOG). Revenue = margin, not GMV.

Tell us something surprising or amusing that one of you has discovered.

Most of the work was reading supplier replies, not searching: PDFs with prices, conditions and bank details.

Founders

Founders

Three co-founders: Rafael Herrera (CEO/CFO), Vladimir Díaz (CTO, software engineer, 20 years, PhD in business competitiveness and innovation from IQS–Ramon Llull, advised Ford, CANTV, Google and Globant) and Francisco D'Angelo Ohep (lawyer, LLM in international business law, AI-law specialist from Universidad de Salamanca). Vladimir wrote the code.

Números que YC va a calcular

Pregunta	Respuesta honesta
¿Default alive?	Unknown until sales are documented. Trading can be default alive early if margin covers a small team.
¿Encaja con un RFS 2026?	No direct fit.
Valuación que pediríamos fuera de YC	US$1,800,000 pre-money
Lo que YC ofrece	US$500k: US$125k por 7% (≈ US$1.79 M post) + US$375k en SAFE sin tope con MFN

Crítica cruda (lo que atacaría un partner)

- Es el único negocio que puede ser rentable rápido: márgenes por transacción con cliente real. Pero sin ventas documentadas no hay historia.

- YC no suele financiar brokers; lo interesante sería el agente de sourcing vendido a otros brokers (software), no el trading.
- El dominio venció: arreglarlo es lo mínimo.

Qué hacer en las próximas 8 semanas

- Documentar órdenes, GMV y margen con ALE.
- Cerrar 5 clientes en Toluca.
- Renovar dominio.