Solicitud a Y Combinator (borrador crudo)

RosettaDMS — Conecta a la marca con todos sus dealers sin importar su DMS: por API o con un agente de IA que lo opera como un asesor, un cerebro central que traduce todo, servidor MCP y voz con Allo.

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.

One API for every car dealer's DMS, even no-API (47 characters)

What is your company going to make?

RosettaDMS connects a car brand to all its dealers whatever DMS they run. If the DMS has an API we use it; if not, a computer-use AI agent logs in with a dedicated user and operates it like a service advisor. Everything lands in one schema with history by VIN, and is exposed to the brand (console, data lake), to AI agents through an MCP server, and to a voice receptionist (Allo) that books against the shop's real schedule. Dealers pay nothing; the brand pays per connected dealer.

Progress

How far along are you?

Demo stage. Public site and clickable demo console (fictional dealers) at rosettadms.menteia.com, pilot program defined (4 dealers, 4 DMS, 30 days). No pilot, no customers, no revenue yet.

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

Weeks, on top of the computer-use, voice and orchestration pieces we already run in other Menteia products.

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?

Through Vamo we work with car dealerships and saw that brands cannot see their networks because each dealer group runs a different DMS, most without an API. We have not yet validated willingness to pay with a brand.

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

DMS vendors (CDK, Reynolds, Quorum, local DMS), data integrators (Authenticom/DealerVault, mostly US), and generic RPA. What we think we understand: in Mexico most DMS have no API, so computer use is the only way to connect them without the vendor, and MCP makes the network usable by AI agents.

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

SaaS paid by the brand per connected dealer (proposed ~US$300/month). Mexico has 2,800+ dealerships (AMDA): 150 dealers is ~US$540k ARR; the path to large is every brand and LatAm.

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

Pending — needs a real pilot.

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?	No. No revenue yet.
¿Encaja con un RFS 2026?	Possible fit with requests for AI agents that operate legacy software; not verified against the current RFS list.
Valuación que pediríamos fuera de YC	US$1,000,000 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)

- Sin piloto ni conversación documentada con una marca, es una idea con demo; YC preguntará quién de una armadora ya dijo que pagaría.
- Operar un DMS con computer use puede violar su licencia; hay que tener una respuesta legal antes de vender.
- La fragilidad del computer use es la objeción técnica obvia: midan tasa de sincronizaciones exitosas en un DMS real.
- Compite por atención del equipo con Vamo en el mismo sector; decidan cuál lidera.

Qué hacer en las próximas 8 semanas

- Hablar con 10 directores de posventa de marcas y grupos.
- Conectar un DMS real por computer use y medir confiabilidad.
- Firmar el primer piloto de 4 dealers.
- Revisión legal de licencias de DMS.