Financial model and round

Sommelier IA — AI voice sommelier and WhatsApp concierge that recommends pairings, quotes, books and follows up with every customer of restaurants, chefs, wineries and wine shops.

The offer

Item	Value
Amount to raise	US$275,000
Equity offered	25.6%
Pre-money valuation	US$800,000
Post-money valuation	US$1,075,000
Gross 24-month spend	US$243,726
10% contingency	US$24,373
Projected 24-month revenue	US$135,410
Peak cash need (net of revenue)	US$109,420
Cushion if revenue targets are met	US$165,580

The amount covers **24 months of gross spend excluding revenue** plus a 10% contingency. If revenue targets are met, the cushion extends the runway or funds additional growth without another round.

How we arrived at the valuation

A single showcase case with no revenue.

Comparable	Actual data	Source
Slang.ai (US)	US$36 M Series B in Feb-2026; >2,000 locations	pulse2.com; fsrmagazine.com

Market references

Reference	Data	Source
Y Combinator standard deal	US$125k for 7% on a post-money SAFE (≈ US$1.79 M post) + US$375k on an uncapped SAFE with MFN	ycombinator.com/deal; ycinsight.com/yc-deal
YC Winter 2027 deadline	2-Nov-2026, 8 pm Pacific time; batch Jan–Mar 2027 [verify at ycombinator.com/apply]	buildmvpfast.com; blog.mean.ceo
Pre-seed in LatAm	Average valuation US$2.1–2.2 M (1H-2025); no verifiable public median exists for Mexico	equidam.com/startup-valuation-delta-h1-2025
Pre-seed SAFE caps in the US	Median ~US$10 M post for US$250k–1M rounds (2025); 93% of pre-seed rounds are SAFEs	carta.com/data/state-of-pre-seed-2025-full-report; carta.com (
Growth YC considers good	5–7% per week in the main metric (revenue or active users)	paulgraham.com/growth.html
Default alive	At current growth and spending, does it reach profitability before the money runs out?	paulgraham.com/aord.html

Default alive?

No. Revenue figures in this model are projections, not data; the only actual revenue is shown in *04_Traccion* (traction).

Dilution if raised in tranches

- Full round (24 months): US$275,000 for 25.6%.
- First tranche only (12 months, US$125,000): 13.5% at the same valuation.
- Reference: YC gives US$125k for 7% plus US$375k on an uncapped SAFE.

Use of funds

Category	Amount	% of total
Product and engineering team	US$87,568	32.7%
Sales, marketing and customer success	US$100,326	37.4%
Founders (time dedicated to the project)	US$27,321	10.2%
Infrastructure and AI compute	US$12,912	4.8%
Legal, compliance and tools	US$15,600	5.8%
Contingency (10%)	US$24,373	9.1%

Funded team

Gross monthly market salaries for startups in Mexico, shown in USD at an assumed exchange rate of 18.5 MXN/USD. Employer cost = salary × 1.35 (social security, housing fund, payroll tax and benefits).

Role	Salary USD/month	FTE	Start	Cost USD/month
Full-stack developer	US$2,703	1	month 1	US$3,649
B2B account executive	US$2,162	1	month 3	US$2,919
Customer success / implementation	US$1,892	0.5	month 8	US$1,277

Founders: 6% of the three partners' time allocated to this project. Reference salaries: CEO/CFO US$5,135, CTO US$5,135, Legal US$3,784 per month.

Operating expenses (USD/month, month 1)

Item	USD/month
Infrastructure (servers, database, telephony)	US$150
AI compute (LLM, voice, OCR)	US$250
SaaS tools	US$150
Legal, accounting and compliance	US$300
Other (office, travel, insurance)	US$200
Infrastructure and AI grow 3% per month with volume.	

Quarterly projection

Quarter	Revenue	Expenses	Net cash flow	Cumulative cash used
Q1	US$590	US$22,266	US$-21,676	US$21,676
Q2	US$4,950	US$28,212	US$-23,262	US$44,938
Q3	US$9,720	US$30,874	US$-21,154	US$66,092
Q4	US$14,490	US$32,259	US$-17,769	US$83,861
Q5	US$19,260	US$32,367	US$-13,107	US$96,968
Q6	US$24,030	US$32,475	US$-8,445	US$105,412
Q7	US$28,800	US$32,583	US$-3,783	US$109,195
Q8	US$33,570	US$32,691	US$879	US$108,316

Revenue assumptions:

- Showcase case not charged; first paying businesses from month 3.
- Two new businesses per month: ~44 businesses by month 24.
- Average subscription US$250/month + setups and wine commissions (~US$30/month per elapsed month as an approximation).

Month-by-month detail in *modelo_24_meses.csv*.

Suggested terms (non-binding)

- Instrument: SAFE with a valuation cap equal to the post-money and a 20% discount.
- 1x non-participating liquidation preference.
- Employee option pool: 10% post-round, to be created before closing.
- Quarterly information rights (financial statements, roadmap KPIs) and a board observer seat for the lead investor.
- Pro-rata rights in the next round; standard tag-along and drag-along.
- Founder vesting: 4 years with a 1-year cliff, crediting time served since the project began.
- Structure: spin the project out of Menteia into its own S.A.P.I. (Menteia and the founding partners as shareholders, with a shared technology license) or invest directly in Menteia (see the holding folder).