SEED ROUND · OCTOBER 2026

Copiloto Aero

Quote in hours what takes days today, without losing control.

copiloto.indumet.org

by MENTEIA

THE PROBLEM

Quoting an aerospace part takes days

01

Complex RFQs

Drawings, materials and tolerances: days of an expert analyst's time.

02

Trapped knowledge

In a few heads and thousands of quotes nobody looks up.

03

Costly errors

A wrong part number costs the order.

THE SOLUTION

An AI quoting cockpit, with the engineer in command

01

Email → session

Each RFQ linked to the CRM and pricing engine.

02

Drawing triage

Computer vision detects discrepancies.

03

History

Past quotes as context.

04

Approval

The analyst approves section by section.

05

Sending

PDF and email ready; nothing goes out without a human.

The product, on screen



AI quoting cockpit for aerospace suppliers: reads requests and drawings, prepares the quote with the company's pricing engine, and the analyst approves every section.

WHY WE WIN

Reliable AI for a regulated industry

Zero LLM numbers

Every figure comes from the pricing engine.

Human at every gate

Technical, pricing and sending.

Learns from your history

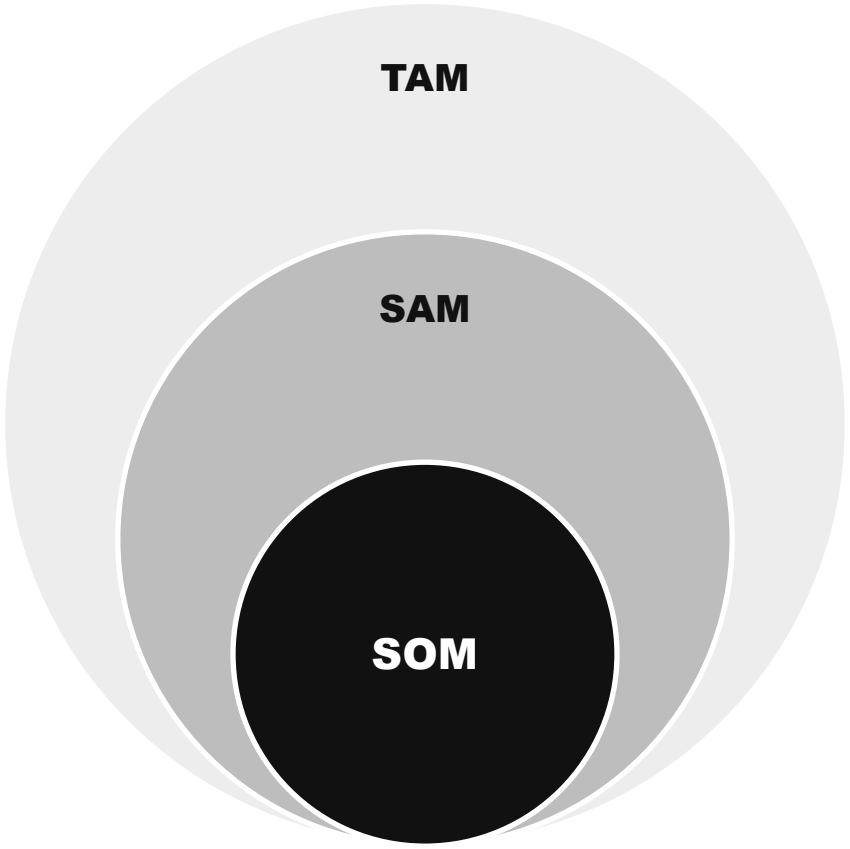
Past quotes as a knowledge base.

On top of what you use

Existing email, CRM and engine.

MARKET

US$13.6 B in aerospace exports



TAM US$45M

~3k suppliers that quote against drawings × US$15k/year

SAM US$5.8M

386 aerospace companies in Mexico × US$15k/year

SOM US$250k

~11 companies with a US$22k/year ticket

BUSINESS MODEL

Implementation + subscription per company

SUBSCRIPTION

US$1,500

per month per company (up to 10 users).

IMPLEMENTATION

US$8–15k

integration and historical data ingestion.

EXTRA USER

US$100

per user per month.

TRACTION

In production in the aerospace sector

929
past quotes ingested

4,600
line items in the knowledge base

7
INDUMET users operating it

26
agent tools

Anchor customer: INDUMET. Real inbox, live CRM and quote PDFs in production.

COMPETITION

Not Excel, not a rigid ERP, not a chat that makes things up

Alternative	What it offers	Our advantage
Manual quoting (Excel + email)	What they do today	Days → hours, with history and traceability
Industrial ERP / CPQ (SAP, Paperless Parts)	Expensive, rigid configurators	Sits on top of the existing CRM and email
Generic AI chat	Answers, but makes up numbers	Zero LLM numbers; human at every gate
Custom consulting	Long projects	Ready product in weeks

GO-TO-MARKET

From 1 to 11 aerospace suppliers

01

INDUMET case

Reference in production.

02

Clusters

Querétaro, Chihuahua, Sonora, BC through FEMIA.

03

Nearshoring

US suppliers through Mexican customers.

WHAT THE ROUND ACHIEVES

24-month roadmap

MONTHS 1–6

Multi-customer product

- Contract with INDUMET and savings metrics
- Generic pricing engine connector
- 2 new customers

MONTHS 7–12

Clusters

- Presence in Querétaro and Chihuahua
- Integration with 2 ERPs
- 5 customers

MONTHS 13–18

Our own pricing engine

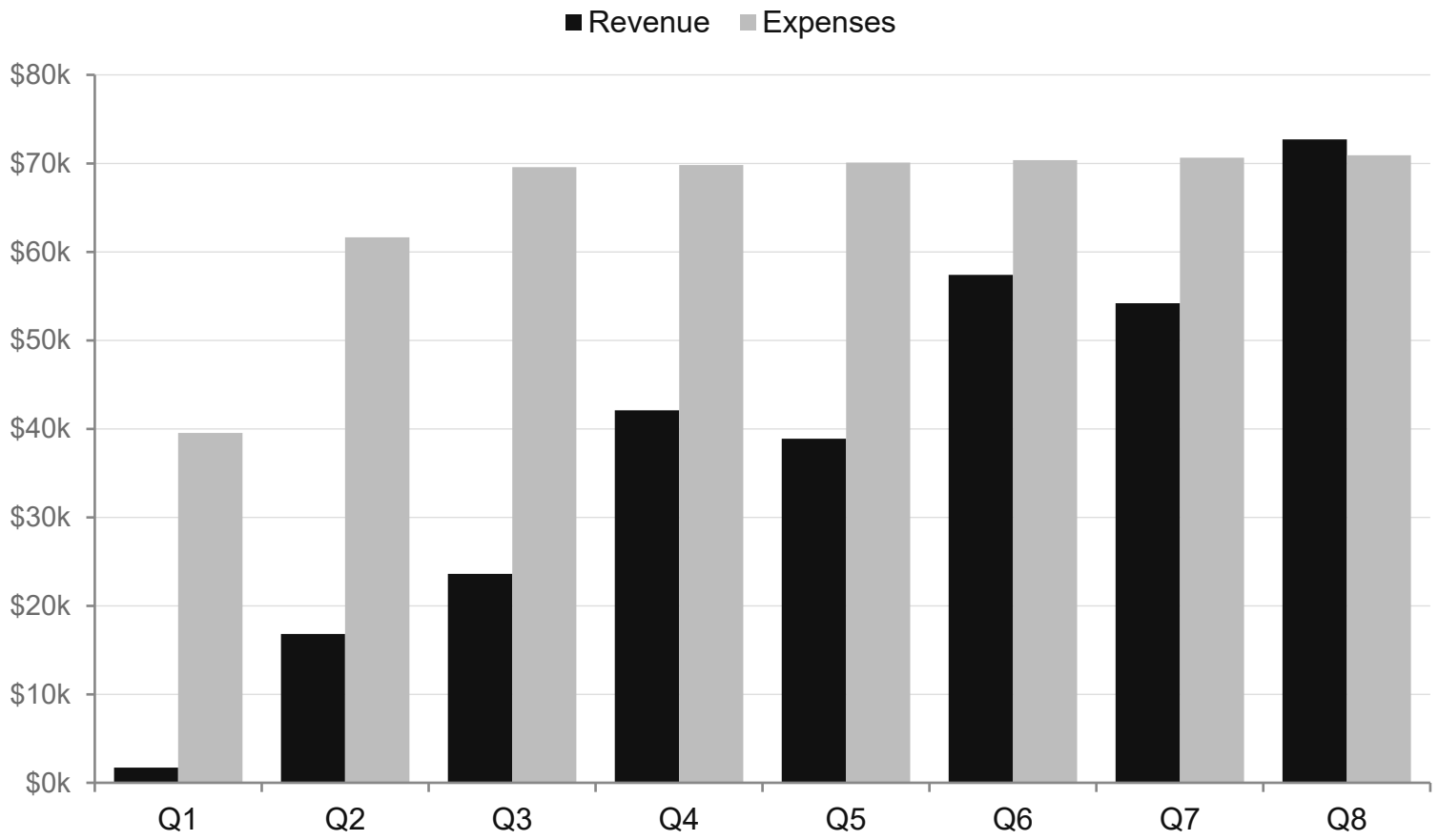
- Costing module for companies without one
- First US customer
- 8 customers

MONTHS 19–24

Precision manufacturing

- ~11 customers
- Medical vertical
- Break-even

24-month financial projection



US$29k

Monthly revenue at month 24

US$344k

Annualized revenue (ARR) at month 24

Month 18

Monthly breakeven

THE OFFER

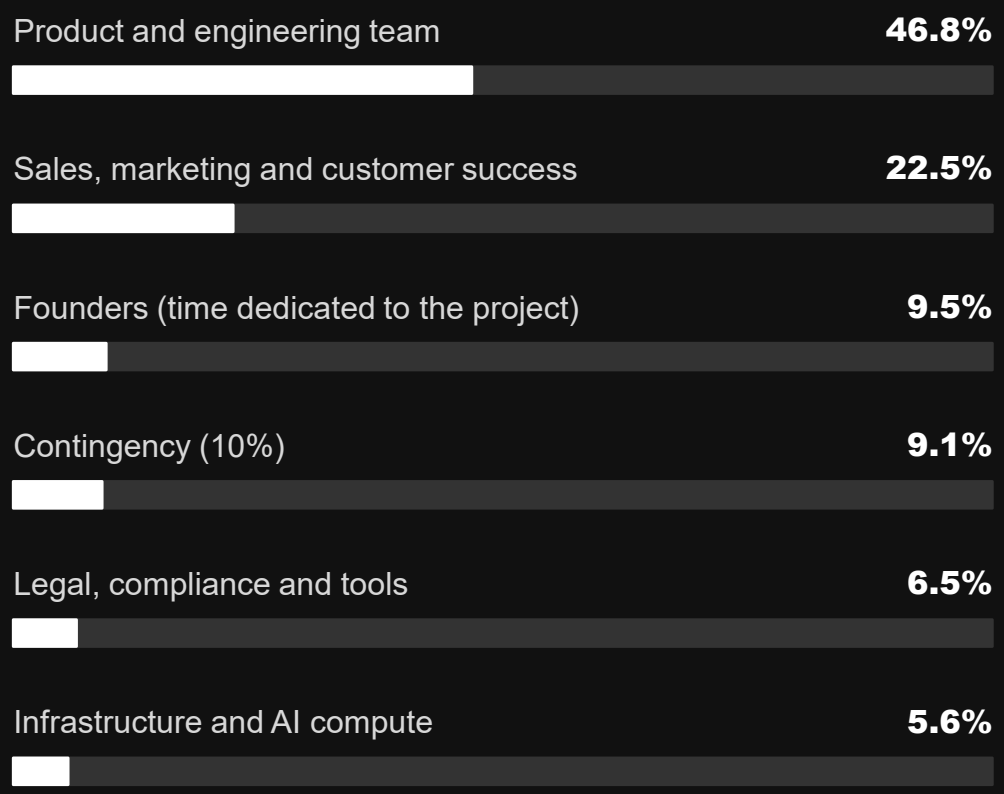
The round

US$575,000

for 24.2% · 24 months of operation

PRE-MONEY	**US$1,800,000**
POST-MONEY	**US$2,375,000**
INSTRUMENT	**Post-money SAFE**

USE OF FUNDS



TEAM

A team already running 9 AI products

RH

Rafael Herrera

CEO / CFO

Strategy, finance and relationships with investors and corporate clients.

VD

Vladimir Díaz

CTO

Architecture, AI and operation of Menteia's products in production.

FD

Francisco D'Angelo

Head of Legal and Compliance

Corporate structure, regulatory compliance and data protection.

Invest in Copiloto Aero

Mexico's aerospace industry breaks export records every year. Its quoting should speed up too.

Rafael Herrera · CEO / CFO
Vladimir Díaz · CTO
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