Business Model Canvas · Copiloto Aero

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KEY PARTNERS

- INDUMET (anchor customer)
- FEMIA and aerospace clusters
- Pipedrive, OpenAI, Supabase
- ERP/CRM integrators

KEY ACTIVITIES

- Integration with email, CRM and pricing engines
- Historical data ingestion
- Analyst training

KEY RESOURCES

- Quoting agent with 26 tools
- White-label cockpit
- 'Zero LLM numbers' guardrails

VALUE PROPOSITION

- **Quote in hours, not days**
- **Full human control**
- **Historical knowledge at hand**

CUSTOMER RELATIONSHIPS

- Dedicated implementation
- Support and continuous improvement
- Quarterly metrics review

CHANNELS

- Direct sales
- FEMIA and trade shows
- Industrial integrators

SEGMENTS

- Tier 2/3 aerospace suppliers
- Distributors and MRO
- Precision manufacturing

COST STRUCTURE

- Implementation team
- AI compute
- Customer travel

REVENUE STREAMS

- Implementation
- Subscription per company
- Additional users