24-month roadmap

Copiloto Aero — 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.

Next 8 weeks (before asking for money)

What YC recommends doing first: talk to users, charge early and get 10 customers who actually use the product.

- Measure time per quote before and after.
- Sign a paid contract with INDUMET.
- Demo to 10 machine shops in Querétaro/Chihuahua.
- Generic pricing engine connector.

Milestones tied to the use of funds. Each quarter has a deliverable the investor can verify.

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

Features that answer competitors' customer complaints

Taken from 09_Competencia_y_Quejas: what customers complain about with competitors that we do not fully cover yet.

Months 1–6

- **Conversational interface with no learning curve (text and voice)** (partial, high): Open WebUI cockpit lets users ask and adjust by text or voice; adoption time with users outside the anchor client is not yet measured.
- **Generic pricing-engine connector (multi-tenant)** (missing, high): Today it depends on the anchor client's third-party engine (NATALIA); without this it can't be sold to another company.
- **Savings metrics: hours per quote, quotes/month and win rate** (missing, high): Listed as pending; it is the sales argument vs ERP/CPQ and proof of fast ROI.
- **Aerospace-grade security and compliance (dedicated server, ITAR/AS9100-style controls)** (partial, high): Audit log exists; hardening (phase F8) and dedicated server are pending.
- **Drawing requirement risk flags (tolerances, material, finishes)** (partial, high): Triage already catches part-number discrepancies; explicit flagging of tight tolerances and special specs is missing.

Months 7–12

- **Manufacturing ERP integration (e.g. JobBOSS², Epicor, SAP)** (missing, high): On roadmap (2 ERPs in months 7–12); competitors link quote → order → invoice.
- **Win/loss analytics and margin dashboard** (partial, medium): Command center exists; quote → order tracking and loss analysis are missing.
- **Historical search by partial drawing number and shape similarity** (partial, medium): Search is semantic/text; image or geometry-based drawing search, CADDi's strength, is missing.
- **Outside-process supplier quoting (treatments, finishes, material)** (missing, medium): Shop quoting tools often request subcontractor prices in-flow; not in the product today.

Months 13–18

- **Own costing module for companies without a pricing engine** (missing, medium): On roadmap (months 13–18); needed to sell to companies quoting in Excel.
- **3D CAD geometry analysis to estimate machine time** (missing, low): Table stakes for Paperless Parts and aPriori; secondary for Tier 2/3 suppliers that receive 2D drawings.

Metrics we will report every quarter

- Active customers and users
- Quotes processed per month
- Hours per quote (before vs after)

- Quote win rate
- MRR and churn