Brand, domains and value proposition

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.

Identity

Element	Definition
Trade name	Copiloto Aero
Company	Menteia (incorporated in Mexico)
Primary domain	copiloto.indumet.org
Tagline	Quote in hours what takes days today, without losing control.
Category	B2B SaaS · AI quoting copilot for the aerospace industry
Tone	Technical, precise, industrial; respects the engineer's judgment.

Alternative names considered

- INDUMET AI (anchor customer's white label)
- Cotiza Aero
- RFQ Copilot

Domains

Domain	Status / action
copiloto.indumet.org	Active (anchor customer instance)
copilotoaero.com	Check availability
copiloto.menteia.com	To be created
cotiza.aero	Check availability

Trademark registration (IMPI, Mexico)

- Search for prior marks of "Copiloto Aero" in MARCia (IMPI) in classes 9 and 42 (industrial software).
- File the registration application (typical timeline 4–8 months; official fee approx. US$162 per class).

- Ownership of the trademark and the domain must be held by Menteia before the round closes.

Positioning

For aerospace suppliers that lose days and orders putting quotes together, Copiloto Aero is the AI cockpit that prepares every quote with their own pricing engine and history and leaves every decision to the analyst. Unlike an AI chat, it never makes up a number; unlike an ERP, it sits on top of what they already use.

Value Proposition Canvas

Customer profile

Jobs to be done

- Answer RFQs quickly and correctly
- Protect margin
- Scale without hiring more analysts

Pains

- Days per quote
- Knowledge concentrated in a few people
- Part number or material errors

Expected gains

- More quotes sent
- More orders won
- Traceability for audits

Value map

Products and services

- AI quoting cockpit
- Drawing triage
- Historical knowledge base

Pain relievers

- Zero LLM numbers
- Discrepancy detection
- Human gates

Gain creators

- Quotes in hours
- PDF and email ready
- Command dashboard

Key messages

- AI prepares; the engineer decides.
- No made-up numbers.
- Your quote history, working for you.