Business Model Canvas · PlaneTech Air Express

MENTEIA · OCTOBER 2026

KEY PARTNERS

- Global suppliers and brokers (PartsBase)
- Miami → Toluca forwarders
- Customs brokers
- Specialist engineer (10+ years)

KEY ACTIVITIES

- AI sourcing and RFQ
- Document verification (8130-3, traceability)
- Logistics and export
- Consultative selling

KEY RESOURCES

- AI sourcing agent
- Miami base
- Anchor customer ALE
- Working capital

VALUE PROPOSITION

- **Part quoted in hours**
- **AOG solved in 24–48 h**
- **Verified traceability and certificates**
- **A single contact by chat**

CUSTOMER RELATIONSHIPS

- Dedicated account executive per customer
- 24/7 AOG channel
- Consumables reorders

CHANNELS

- WhatsApp / Telegram
- Visits in Toluca
- Anchor customer referrals

SEGMENTS

- Business aviation operators
- MRO shops
- Charter and helicopters

COST STRUCTURE

- Parts purchases (cost of sales)
- Logistics and insurance
- Sales team and specialist
- Certifications

REVENUE STREAMS

- Buy-sell margin
- AOG premium
- DAP logistics service