24-month roadmap

PlaneTech Air Express — Express sale of aircraft parts from Miami for operators and repair shops in Mexico: an AI agent searches the global market for the part, requests quotes from suppliers and delivers the proposal to the customer in hours.

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.

- Document orders, GMV and margin with ALE.
- Close 5 customers in Toluca.
- Renew the domain.

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

Months 1–6: Commercial base

- Document sales with ALE
- ASA membership and Miami LLC
- 5 active customers in Toluca

Months 7–12: Repeat purchases

- Consumables program for MROs
- ASA-100 certification
- US$100k in sales per month

Months 13–18: AOG 24/7

- AOG on-call desk with high-turnover stock
- Monterrey and Guadalajara
- US$200k in sales per month

Months 19–24: Scale

- ~US$325k in sales per month
- AS9120B in progress

- Central America

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

- **Paperwork verification (8130-3/Form 1, trace) with checklist and evidence** (partial, high): Miami inspection and 8130-3 checks are promised; a systematized flow with evidence (photos, scans, chain of custody) attached to each proposal is missing.
- **Supplier scoring and blocklist (history, certifications, performance)** (missing, high): Today filters by condition, certs and location; a per-supplier score from responses, deliveries and documents is missing.
- **Buyer trust signals: Miami LLC, ASA membership and clear payment terms** (missing, high): On roadmap (months 1–6); needed against fear of prepayment broker fraud.
- **Multi-marketplace sourcing (ILS, ePlaneAI, Locatory) beyond PartsBase** (partial, high): Today only PartsBase and own network; more sources reduce dead ends from stale listings.
- **Real-time order tracking via WhatsApp** (partial, medium): WhatsApp tracking is promised, but the bot runs on Telegram and there is no automated shipment status.

Months 7–12

- **ASA-100 accreditation, then AS9120B** (missing, high): On roadmap (ASA-100 months 7–12; AS9120B months 19–24); required by large MROs and the main antidote to paperwork distrust.
- **DAP Toluca service including customs clearance** (partial, medium): Exists as a per-shipment fee; actual clearance times and a fixed customs partner are not documented.
- **Scored offer comparison (price, lead time, condition, paperwork)** (partial, medium): Selection exists inside the agent; showing the client the comparison and rationale is missing.

Months 13–18

- **24/7 AOG desk with high-turnover stock** (missing, medium): On roadmap (months 13–18); large distributors and ePlaneAI offer 24/7 service.
- **Aircraft-based lookup: IPC, alternates/PMA and purchase history per tail** (missing, low): Helps with the IPC/part-number access complaint; planned as "purchase history per aircraft".

Months 19–24

- **Rotable exchanges, loans and consignment** (missing, low): Outright sales only today; large distributors offer exchanges, which lower AOG cost.

Metrics we will report every quarter

- Requests (RFQs) per month
- Time to first quote
- Quote → order conversion rate
- Sales (GMV) and gross margin
- Active customers and repeat purchases
- Working capital days