



## Profile 📄

Sector: Supply Chain Management.  
Type of product: SaaS.  
Foundation date: 2025  
People in the team: 4  
Technologies: Webapp Frontend (React/Astro), Backend (Flask), Public API (REST), etc.

## Metrics 📊

+10.25 M potential SMEs in LatAm in the target sectors.  
Operational MVP in Argentina.  
2 product levels (Free and Pro) ready for monetization.  
4900 registered users in 19 days (prototype).

## Team



Luciano Salvador  
CEO



Dylan Tymkiw  
CTO



Agustín Cáceres  
CIO



Mariano Medina  
CPO

## Contact 📧

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# Connecting the Supply Chain

## About 🐝

**Bedosbe** is the place where producers, manufacturers, distributors, wholesalers, and retailers from the manufacturing, trading, and construction sectors connect in a single space in a simple and secure way, with the aim of optimizing their b2b supply process, capturing new business opportunities, and increasing their visibility.

## The Big Problem 🧩

Small and medium-sized B2B enterprises in Latin America **operate with dispersed information, low traceability, and a lot of distrust** when it comes to sourcing. Finding suppliers or clients involves time, risk of fraud, and high acquisition costs.

## Value Proposition 💡

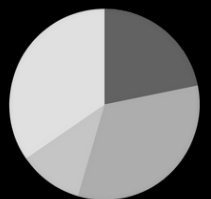
Bedosbe offers a commission-free B2B hub with,

- 🔍 Search for suppliers and products by supply chain, category, sub-category, sourcing zone and clear trading terms.
- 🎯 Sending and receiving Inquiries (IQ) | RFQs.
- ✂️ Creating open opportunities.
- 🔔 Notifications and basic analytics.
- 🛡️ Corporate profiles with catalog and certifications.
- 💡 Freemium BedosPro model (unlimited access to the chain and leads).



## Why We Are Different 💎

Among our competitive advantages, we could mention the construction of a valuable and unique database of suppliers from all over the country, the creation of a Lead Score that rates a business opportunity from 0 to 100, and the preparation of the platform to offer a Source To Pay service in the future. However, what truly sets us apart is this extraordinary **founding team**, passionate about the problem and equipped with the skills to listen and move it forward.



## Additional ⓘ

- Active ESOP (3%) to retain key talent.
- Architecture prepared for ERP/logistics integrations.
- In the medium term, we will offer sectoral business data intelligence services to chambers or clusters.

## Milestones achieved at Bedosbe ✨

MarketFit

Draper FP

Final Naves IAE BS

2024

2025

2025