

Synkro builds software that lets private companies validate, in real time, the delivery of state-funded benefits to citizens, cutting the paperwork that delays their payments. Our first product, **SynkroAqua**, serves water-truck contractors that deliver drinking water to rural households on behalf of Chilean municipalities.

## The problem

- In Chile, contractors deliver public benefits and get paid only after proving each delivery with **paper records signed by every beneficiary**.
- Paper is slow to collect, easy to dispute and hard to audit: contractors have waited **6+ months** to get paid, financing the State with their own working capital.

## Our solution: the Electronic Delivery Record

- Each delivery generates a tamper-evident electronic record: **GPS Location, photo, timestamp and digital beneficiary confirmation**, available to the contractor and the public agency in real time.
- Beyond proof of delivery, we capture critical compliance data such as **tank chlorination levels and water source**.
- **Simple by design**: a 60-year-old driver masters the app in just ten deliveries.

## Target market

- Chile spent over **CLP 222 billion (Approx. USD 230M)** on water trucks in the last decade, across nearly **200 municipalities**. Hundreds of private contractors do this work (220+ in La Araucanía alone).
- Demand is growing: about half of all water-truck tender value awarded in 2019-2026 was concentrated in 2025.
- Water is only the first benefit: food, medicine, and emergency supplies all require proof of delivery. Through LINK Asia we will validate where this model fits in Southeast Asia.

## Technology & Differentiation

- **Our key advantage**: our electronic delivery record has been accepted by **Chile's Office of the Comptroller General** (Contraloría General de la República) as valid proof of delivery, replacing paper signatures.
- Live platform (web + offline-first mobile for rural areas), built on a multi-tenant core that can support any benefits-delivery workflow.
- Through formal meetings under Chile's Lobby Law, we are showing municipalities and other public agencies how to eliminate paper signatures, using SynkroAqua as the reference case.

## Business model

- Paid by the **contractor**, not the public agency: we sell faster payment and fewer disputes.
- Monthly subscription per truck, volume-tiered from **UF 1.2 to UF 0.75** (Approx. USD 48 to USD 30), plus VAT.
- Current recurring revenue: **CLP 2.1M per month** (Approx. USD 2.2K), commercially live since January 2026.

## Traction & Milestones

| 6                  | 15                    | 3 / 4                            | 25 – 45 days                   | 0%                            |
|--------------------|-----------------------|----------------------------------|--------------------------------|-------------------------------|
| Paying contractors | Municipalities served | Regions – Provincial delegations | Payment Cycle (from 6+ months) | Customer churn since Jan 2026 |

## Team

- **Daniel Gutiérrez Fariña**, CEO & Co-founder: 10 years of experience working with the public sector.
- **Sergio Veloso Contreras**, CTO & Co-founder: 5 years building web and mobile products.

## Next steps

- **Pilots**: Partners and pilot customers in Singapore and Southeast Asia.
- **Investment**: USD 150K for 24 months to fund a 3-person growth team: public-sector outreach lead (Lobby Law meetings), field sales representative and IT support engineer.

DANIEL ESTEBAN GUTIÉRREZ FARIÑA CL CEO & CO-FOUNDER | [daniel.gutierrez@synkro.cl](mailto:daniel.gutierrez@synkro.cl) | +56 9 6655 0512