Agrilpa · Food & Agriculture

Agrilpa

Country: El Salvador · SOYAPANGO **Category:** Food & Agriculture **Impact Areas:** Adaptation, Circular Economy **Stage:** Public Beta **Team Size:** 3 **Website:** https://agrilpa.com

Elevator Pitch

Connecting agricultural B2B buyers and sellers

Climate Problem

The way agricultural transactions are conducted has remained unchanged for hundreds of years; we want to revolutionize this industry with a platform that functions as a global B2B marketplace, offering secure payments, identity verification, and logistics.

Solution

We aim to connect sellers with global agricultural buyers, serving as a commercial hub where, in addition to facilitating trade, we offer agricultural factoring, credit, and third-party logistics services.

Revenue Model

We charge a small commission for each sale closed on the platform, as well as a commission for connecting users with third-party services such as logistics, agricultural factoring, and loans; we also offer premium plans on the platform.

Target Market

Medium-sized and industrial agricultural producers who import and export, food brokers and manufacturers, markets, and supermarkets

Social Impact

Indigenous Peoples, Migrants, People Living in Extreme Poverty, Women

Demand Evidence

We already have numerous sellers who have listed their products—established companies that export to various parts of the world—as well as buyers looking for direct agricultural suppliers.

Competitors

There's Alibaba, but it's a marketplace that doesn't primarily focus on this sector; Trigde, Grown Farms, and Produce Pay

Founder Expertise

I am currently studying marketing. I have applied the knowledge I gained in college to Agrilpa, and I have also learned new skills such as logo design, website development, social media content creation, and networking to connect with companies.

External Support

Mentoring for teachers at my university, “Don Bosco, Soyapango,” and a partnership with a U.S. company that wants to offer our users agricultural factoring so that sellers can obtain liquidity within a few days

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