Fazzty · Not Assigned/ Unknown

Fazzty

Country: Costa Rica · San jose **Category:** Not Assigned/ Unknown **Impact Areas:** Mitigation, Circular Economy **Stage:** Prototype **Team Size:** 3 **Website:** — **Founder:** Camilo Fanjul

Elevator Pitch

Fazzty is a Net Zero micromobility platform that empowers unbanked delivery personnel to build equity through a circular work-to-own ebike model, decarbonizing urban logistics while driving sustainable economic growth.

Climate Problem

Urban logistics are a carbon trap; combustion motorcycles emit 2+ tons of CO2 annually per driver. Fazzty de-fossilizes the last mile by replacing these with e-bikes, proving that decarbonization and financial equity for the unbanked is one mission.

Solution

We provide high-efficiency e-bikes via a circular "work-to-own" model for delivery drivers. By replacing combustion with clean energy and integrating fintech for the unbanked, we turn daily riders into asset owners.

Revenue Model

Revenue stems from a 'work-to-own' daily fee, a commission per delivery, and a $15 monthly subscription. We also monetize through local advertising on e-bikes and maintenance services, ensuring recurring cash flow while drivers build asset equity.

Target Market

Unbanked delivery riders in Nicaragua trapped by 45% fuel costs. We target the $200B emerging last-mile market, serving those who need asset ownership to survive, while helping local businesses switch to zero-emission logistics

Social Impact

People Living in Extreme Poverty, Women

Demand Evidence

Riders lack upfront capital, losing 45% of daily income to fuel and rentals. Demand is proven by their urgent need for asset ownership and clean transport, as our 'work-to-own' model offers the only path to financial equity and zero-emission delivery.

Competitors

Direct competitors include gas-powered motorcycle rentals and traditional delivery apps like pedidosYA, Uber Eats, Rappi, Glovo.

Founder Expertise

I bring over 15 years of expertise in sales, negotiation, and marketing, with 5+ years specialized in the telecommunications sector. My professional background and leadership as Fazzty’s founder provide the strategic vision to scale in emerging markets.

External Support

We are currently receiving strategic mentorship and technical infrastructure from a Dubai-based accelerator to build our MVP and launch on the Play Store. While pre-seed, this support validates our UI/UX and accelerates our pilot.

Source: ClimateLaunchpad 2026 Application · App ID: 7117 Ingested: 2026-05-25

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