Leonardo Shapiro

Ultapay

“ I saw an opportunity to facilitate payments for millions of small and mid-sized merchants via the Internet. ”

COUNTRY	Mexico
INDUSTRY	Financial Services
EMPLOYEES	47
WEBSITE	www.ventakit.com

COMPANY SNAPSHOT

Leonardo and Alejandro have found profitable ways to facilitate debit/credit card payments to millions of small and mid-sized merchants. They launched a company, Ventakit, whose primary product Tienda-kit offers credit/debit POS terminals and transaction processing via Internet Protocol (IP) technology at a substantially lower cost than existing telephone validation systems. Since selection by Endeavor, the number of jobs has grown by 147%.

In 2008, Alejandro and Leonardo sold a majority stake in Ventakit to Verifone (secure electronic payment technology company); the result is a joint venture between Ventakit and Verifone called Verifone Access.

ENDEAVOR AND ULTAPAY

Endeavor has provided the Entrepreneurs with a high level of services. When the entrepreneurs sold a majority stake of their company, Endeavor VCs served as advisors on the deal. They have also received legal and operations support, Secretaria de Economia funding, and participated in an Entrepreneur Summit.

Leo and Alex speak regularly at universities and in the media on behalf of Endeavor.