

Omo.Space: the vision

A short memo with more info and context on what I am building and want to scale.

The short version

AI can now do real work. It can write a children's book, make a video ad or build a worksheet. But most people still can't use it. They either wire together three or four AI services and their API keys, or they pay another monthly subscription for an app that does one job.

Omo.Space is a marketplace of **proven AI workflows**. You pick a workflow, give it one input and get the finished result. You pay a few cents to a few dollars for that one result, with no subscription. The recipe behind every workflow is open, so anyone can take it for free.

Runware and OpenRouter sell cheap access to AI models. But a model call is not a result, and people pay for results. Omo.Space is the layer above the models: the layer that turns them into finished work.

I am raising **\$250k USD** to grow this quickly while building software is cheap for everyone.

Where the idea came from

I was in Spain with my mentor. He runs a large e-commerce brand, and he is part of a community of high-performance entrepreneurs that I am close to. During the trip, he was paying for courses to learn how to make AI UGC video ads for his brand.

Within a few hours, I turned what those courses taught into a SKILL.md: a recipe any AI agent can follow to run the whole process across every tool it needed.

He said: *"You should turn that into an app."*

I said: *"There's no point. SaaS will die. And I don't want to charge my friend for this. It was quite easy to make."*

That conversation is where Omo.Space started. The valuable thing was not another app. It was the **workflow**: the proven recipe that turns an input into a finished result. If a workflow that expensive courses teach can be built in a day, the problem is not building. The problem is that normal people can't get at it, and the way they are asked to pay for it (one subscription per job) is wrong.

Software is now easy to build. People still pay.

I see this every day. I built **Baker** end to end in under 20 prompts, and I am marketing it now. I built **RapidWorksheet** end to end in about 40 prompts. A few years ago, each of these would have taken a development team months.

Building software is now this easy. But people still pay the old way: a monthly subscription for each tool, for work that an agent can now build in an afternoon. That gap between what software costs to make and what people pay for it is the opportunity. Omo.Space closes it by selling the result, for a few cents, not the subscription.

My own business proves it. I also own **PhonicsMaker**, which is at **\$6.6k MRR**. All the APIs, hosting and AI models behind it cost about **\$200 a month**. That margin is great for us today, but it will not last: I am confident PhonicsMaker could be remade, production ready, in one day and about 50 prompts. When software is this cheap to make, people will stop paying a subscription for each tool and start paying for results. Omo.Space is built for that shift, and PhonicsMaker's profit helps pay for it.

What Omo.Space is

- **A marketplace of proven AI workflows.** Each listing says what it needs, what it returns and what one run costs. Failed runs are not charged.
- **Free and open recipes.** Every workflow's SKILL.md is free to take. People who don't want to run it themselves pay a small fee per result on our hosted platform.
- **For people and for AI agents.** People use the website. AI assistants such as Claude, Codex and Cursor can find, price and run listings through MCP.
- **Omo Builder.** Kaviru and I are building Omo Builder, an autonomous agent that turns a request or a skill into a tested, priced listing. Our target is request to live listing in 6 hours.

The goal is simple: **bring the cost of AI down for everyone**. Today the benefits of AI go mostly to people who can code or who can afford many subscriptions. A trusted library of open, proven workflows changes that.

How we grow it: agents as the engine

A marketplace is hard to grow with paid ads alone. So we grow it with something we already know how to sell.

We already have a marketing machine that works. The same Meta ad angles brought 5,445 teachers and parents to PhonicsMaker, 987 of them in the last 30 days. PhonicsMaker is now at \$6.6k MRR. RapidWorksheet launched on 9 September with the same marketing.

The pivot is this. Instead of sending those ads to another single-job web app, we send them to a **niche AI agent that people text on their phone**.

The first one is **Baker** (textbaker.com). It is a teaching assistant that lives in iMessage and WhatsApp. It knows the teacher's class and what they have covered, and it sends back finished books, worksheets and quizzes. I built it end to end in under 20 prompts. It runs on our own servers, built to scale, and it is fully white-label. Teachers get 20 free messages, then pay \$20 a month. Marketing started on 26 September.

The loop:

1. **Proven ads** bring people in.
2. **A niche agent** earns a subscription and does real work for them.
3. **As it works, it learns**. The agent writes skills (SKILL.md files) from real tasks.
4. **We turn the best skills into tested, open listings on Omo.Space**.
5. **Repeat in the next niche**. Agent revenue pays for the marketplace to grow.

Every agent we launch makes the marketplace bigger. Every new listing makes the agents better. That is the compounding part, and it is the moat: anyone can build an app now, but very few will own a trusted library of workflows that came from real people doing real work.

(We will only publish a skill with the user's agreement, and with personal details removed.)

Why me

I know marketplaces from the seller side. Before software, I built a video editing agency on Fiverr and it became the largest gig in the video ads niche. Over six years it earned more than **\$1.15m after Fiverr's fees** and handled more than **19,600 orders**. At its height it made **\$34k MRR** with up to **24 full-time** people, and on average about 12 people fulfilled the work. When I left to focus on my next venture, Fiverr's CEO sent me a farewell email. The agency still runs today, scaled down to one person.

Fiverr is a marketplace. Over those six years I learnt what makes buyers trust a listing, what makes them come back and how the best sellers win. That is what Omo.Space needs.

I know how to scale products across many niches. From 13 to 15 I ran Shopify dropshipping stores and tested more than **250 products**, with many different ads and creatives. At 14 I reached **\$4.2k USD a day** in revenue. That taught me how to find what sells, drop what

doesn't and scale the winners quickly. It is the same playbook we now use to launch a niche agent, test it and scale it.

I have been an entrepreneur most of my life. I started at 13. At 15 I left high school and moved out of home to do this full time. I have almost always been a bootstrapped solo founder. Along the way I have tried more than 25 software products and businesses that didn't make the cut, and each one taught me something. The media came to me, unpaid, to write about my story in Yahoo Finance, the Daily Mail, news.com.au and 7 News, with headlines like "Meet the 16-year-old drop-out making \$120,000 a year" (Yahoo Finance), "Meet the 18-year-old Aussie drop-out making \$15k a month" and "How Aussie dropout turned his side hustle into a million-dollar business before age 20".

I have worked with AI for more than 3.5 years. At the start I paid for it from my own profits. I spent over \$80k on developers to build software such as PadelBuddy and other earlier startups, and I learnt a lot from how slow and costly that was. Then I learnt to build it myself. I have been coding full time with AI since Cursor and Claude Sonnet 3.7. I have used Claude Code since the first week it came to the subscription plans, and I became a Hermes Agent power user within a month of its launch. Every day I improve my own workspace, skills and AI setup. That habit is why I could join hackathons and do so well with no formal computer science background: it keeps me sharp, fast and adaptable.

Now, with AI, I feel empowered. Hermes Agent is connected to my whole business and I use it for everything. Every working day I build on top of the Hermes infrastructure, adding new pipelines.

I compete at the frontier. In 2026 I spent 1.5 months in China training and competing in AI and startup competitions. They were the first I had ever entered. Each time I joined random teammates, and I don't speak Chinese. I finished in the top group in all five:

- **Winner, StepFun AI Agent Builder Hackathon**, Shenzhen (May 2026)
- **Winner, Douyin Vision & Voice Hackathon 2026**, Shenzhen (May 2026)
- **Third place, Attrax Hackathon**, Shenzhen (May 2026). We built the first working Omo prototype in 2.5 days.
- **Third place, Hong Kong InnoX Startup Camp** (June 2026). This is a month-long programme of product building, mentoring and investor review. We were offered funding after the final and invited into Shenzhen InnoX. I chose not to continue with that team, to stay focused on software.
- **Finalist, Beyond Expo Hack Day**, Macau (May 2026)

That run showed me how far AI agents can already go, and where they are heading next.

I am close to the Hermes Agent community. Hermes Agent is built by Nous Research, and it is the agent platform that our products run on. One of the founders of Nous Research has

lightly followed my entrepreneurship journey since I was 14, and has called me 'one of the greats'. I am building on their platform with the people who make it.

Kaviru makes the agents reliable. Omo.Space is the two of us: me and Kaviru Hapuarachchi, my friend and fellow builder. Kaviru researches why AI agents fail and how they recover, and his paper on agent reliability was accepted at ACM CAIS 2026. We have worked together for more than a year across many projects, and together we built the in-house agents that run our support and development.

I build fast, and I build with agents. PhonicsMaker, RapidWorksheet and Baker are all mine. Building, development and marketing are now handled. My team is mostly AI agents: one runs our Meta ads, one handles customer support and others do development for each product. We keep headcount small.

Why raise now, and why \$250k

I have never raised money or taken investment before. Since I was 13 I have done it all myself, from my own profits, one step at a time. So I am new to this.

The closest I have come is debt. I took a **\$10k Stripe Capital loan** and put it into PhonicsMaker ads. On current results it has been profitable at up to **\$1k a day** in ad spend, within a net-7-day window, and I keep the MRR and ARR on top. Over the lifetime of those customers I expect to make more than double back. So the machine works. Money in, profitable customers out. I just launched RapidWorksheet with the same playbook, and yesterday its results were even better. Today I am launching Baker (textbaker.com) the same way.

So why raise now instead of taking another loan?

Because speed matters more now than ever, and the window is short. Right now anybody can build any software they can imagine, especially with models like Opus 5.5. Building is no longer the advantage. The advantage goes to whoever builds the network first: the most trusted library of proven, open workflows, and the users who rely on it.

The plan for the \$250k is simple:

1. **Fund what already makes money.** Most of the money goes to distribution for products that are already profitable, to grow income, MRR and ARR.
2. **Learn from real usage.** Our agents run on our own Hermes wrapper, so we can see which skills people build and use with them.
3. **Fill the marketplace.** Those skills are hosted on Omo.Space automatically, with the user's agreement and personal details removed. The goal is a marketplace filled with the most used, trusted and robust skills.

4. **Get found.** Go big on SEO, MCP and AI search, so people and agents find Omo.Space first.

I plan to keep headcount small. If I find the right hire, such as someone who uses Hermes Agent every day, I will be ready to hire them, but it is not needed right now.

I think \$250k is the right size at this stage. It is enough to move fast, and it goes into a system that already makes money, not into a guess.

The bigger picture

AI made useful tools cheap to make. The next step is making them cheap to use.

The old model sells one app, one subscription and one job. The new model is personal agents that do the work for you, backed by an open library of proven workflows that anyone can run for a few cents. That is what I want to build: something that genuinely brings the power and the low cost of AI to everyone, not only to people who can code.

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