

Omega — Investor Objection Handling (50+ Responses)

Concise, high-confidence responses across skeptical, pessimistic, and aggressive objections.
Use the one-liner, then expand with proof points.

1) I've seen 10 of these this month.

- Most are AI-first tools. We're AI-first delivery: studio cash flow now, platform scale later.
- We already ship real products and AI receptionists today — revenue + distribution while the platform compounds.

2) Why won't OpenAI/Big Tech crush you?

- We don't compete on the model. We compete on workflow, UX, and vertical playbooks.
- We can swap models/providers without changing the product.

3) This is just a demo, not a business.

- Studio revenue makes this a business today; platform scales it tomorrow.

4) How do you make money fast?

- Studio projects (\$50K–\$250K) + retainers (\$5K–\$25K/mo) fund the runway immediately.
- Subscriptions + usage credits add compounding revenue.

5) AI is expensive. What about margins?

- Tiered routing + usage caps keep margins healthy.
- Credits align cost with revenue.

6) Why will developers switch?

- We don't replace IDEs — we compress the build phase from weeks to hours.
- Exportable code keeps ownership in the dev's hands.

7) Why do you need a studio business?

- Studio revenue funds platform velocity and creates real-world playbooks the platform reuses.

8) Isn't this just Replit + ChatGPT?

- Replit is IDE-first; Omega is workflow-first. We start from requirements and deliver production-ready outputs.

9) What if models plateau?

- Our value is workflow + tooling; model upgrades are a tailwind, not the core.

10) What's the moat?

- Workflow integration + vertical playbooks + studio distribution + usage economics.

11) Isn't this a services business?

- Studio is intentional early revenue. Platform is the scalable engine.

12) Why not just focus on the platform?

- Studio accelerates learning + funds the runway while platform productizes repeatable workflows.

13) How do you acquire users?

- Studio-led growth, case studies, SEO, and targeted paid acquisition around 'build MVP fast'.

14) What's your defensibility vs open source?

- We ship an integrated build–edit–deploy experience with hosted runtime and support.

15) Why you?

- We're execution-first with a product + delivery engine already working.

16) Can you handle enterprise requirements?

- Yes: roadmap includes SSO, audit logs, and SLAs.

17) Isn't this just automation?

- We deliver production systems, not scripts.

18) Your TAM is unclear.

- Developer tools + AI automation + SMB SaaS is a massive, expanding market.

19) How will you avoid churn?

- Exports + real shipped apps create long-term stickiness.

20) What if customers just take the code and leave?

- That's fine — studio revenue still monetizes. Platform value adds ongoing iteration and previews.

21) What's the first vertical?

- AI receptionists and business automation — repeatable, high demand, strong ROI.

22) How will you scale support?

- Studio playbooks reduce custom work; platform automates the rest.

23) You'll burn too much on infra.

- We cap usage and route models by tier to keep COGS controlled.

24) Isn't this a crowded market?

- Yes — but very few combine revenue-now studio + scalable platform.

25) What's the 12-month upside?

- \$1–10M+ ARR is achievable via studio + platform if we execute marketing and enterprise deals.

26) What's your pricing power?

- High: customers pay for speed and delivery. Studio fees validate value.

27) Why not just sell services?

- We do, but services alone cap upside. Platform compounds revenue.

28) How long until platform revenue matters?

- Within 6–12 months with focused GTM and credits model.

29) What about IP risk?

- We avoid training on client IP; outputs are client-owned.

30) What about legal/compliance?

- We build a compliance path: policies, data handling, and enterprise terms.

31) Can you show proof?

- Yes — studio builds and receptionists live in production today.

32) How do you ensure quality?

- Human QA + automated tests + build validation pipelines.

33) Will AI replace devs?

- No — it amplifies them. We give teams a faster start and clean handoff.

34) What's your hiring plan?

- Core infra + product + design; studio hires scale with demand.

35) What's your burn?

- Team ~60%, infra ~20%, marketing ~15%, ops ~5%.

36) How do you prevent abuse?

- Rate limits, usage caps, sandboxing, and auditing.

37) What's the key risk?

- Infra cost scaling; mitigated with routing and caps.

38) Why raise now?

- We have a working system and pipeline; capital accelerates product and GTM.

39) Why not bootstrapped?

- We can, but speed matters and this is a platform race.

40) How does this get to \$1B?

- Studio validates, platform scales. Once platform drives recurring revenue, the business compounds fast.

41) Do you have distribution?

- Studio relationships + case studies create organic pipeline.

42) What's the lock-in?

- Not lock-in — it's velocity. We win by making shipping 10x faster.

43) How do you compete with no-code?

- We output real code and cover complex use cases no-code can't handle.

44) How do you handle multi-platform?

- We generate modular outputs per platform with shared system design.

45) Why will enterprise trust you?

- We provide compliance roadmap, SLAs, and dedicated support.

46) What if demand slows?

- Studio revenue gives resilience while platform grows.

47) Why should I invest?

- Two-engine model, strong near-term revenue, and platform scale potential.

48) What's the customer ROI?

- We compress months of work into days or weeks.

49) How do you price the studio?

- Value-based pricing tied to ROI, not hours.

50) What's the edge vs agencies?

- AI workflow + repeatable playbooks + faster delivery.

51) How do you avoid being a feature?

- We own the workflow layer, not a single model feature.

52) What's your 6-month goal?

- Replit-level MVP + 10–20 case studies + consistent studio pipeline.

53) What's your 12-month goal?

- \$1–10M+ ARR with studio + platform, and enterprise pilots.

54) What if AI regulation hits?

- We already plan privacy and compliance controls.

55) How do you prove retention?

- We'll track builder activity, exports, and follow-on iterations.

56) Why are you different from other AI dev tools?

- We deliver full workflows + studio execution, not just code suggestions.

57) What's your moat if models commoditize?

- Workflow, brand, vertical playbooks, and distribution.

Tone Variants (Same Message, Different Energy)

Optimistic

We're already monetizing with studio work, and the platform scales that delivery. The upside is real and near-term.

Pessimistic / Conservative

Even if platform adoption is slower, the studio engine is a profitable business with strong margins.

Direct / Assertive

We're not another AI demo. We're a revenue-producing studio with a scalable product pipeline.

Visionary / High-Conviction

Prompt-to-production is the next evolution of software. We're building the company that owns that workflow.