

NegotiateOS — Autonomous Negotiation Intelligence

The AI that fights for your money.

The Vision

Every year, regular people leave **\$100+ billion** on the table through poor negotiations — salaries they didn't push for, car prices they accepted, subscriptions they overpay, medical bills they never questioned. NegotiateOS is the AI agent that negotiates everything on your behalf — from your cable bill to your next job offer.

One-liner: NegotiateOS is the AI negotiator that fights for your money — handling salary talks, subscription cancellations, medical bills, and major purchases with superhuman precision.

The Problem

Why People Lose at Negotiation

1. **Emotional Vulnerability** — Fear of confrontation, rejection anxiety, and imposter syndrome
2. **Information Asymmetry** — You don't know what others pay, market rates, or leverage points
3. **Time Constraints** — Nobody wants to spend 2 hours haggling with Comcast
4. **Skill Gap** — Professional negotiators train for years; you don't
5. **Cultural Barriers** — Many find negotiation uncomfortable or “rude”

The Scale of Loss

Category	Avg Loss Per Person/Year	US Adults	Total Value Left
Salary negotiations	\$5,000	160M workers	\$800B
Medical bills	\$500	200M adults	\$100B
Car purchases	\$1,200	40M buyers/yr	\$48B
Subscriptions	\$300	200M households	\$60B
Rent negotiations	\$600	44M renters	\$26B
Total			\$1T+

The dirty secret: Companies hire professional negotiators to take money from amateurs. It's a rigged game.

The Solution

NegotiateOS: Your AI Negotiation Agent

NegotiateOS is an autonomous AI agent that handles negotiations across your entire financial life:

How It Works:

1. **Connect** — Link accounts (email, phone, bank) or forward specific conversations
2. **Analyze** — AI scans for negotiation opportunities (expiring contracts, salary reviews, bills)
3. **Strategize** — NegotiateOS builds optimal negotiation playbooks using aggregate data
4. **Execute** — Agent handles the negotiation via call, chat, or email
5. **Win** — You save money; NegotiateOS takes a success fee

Key Capabilities

Voice Negotiations - AI handles phone calls with realistic, persuasive voice - Navigates IVR systems automatically - Stays calm under pressure (unlimited patience) - Records and transcribes for your records

Written Negotiations - Drafts perfect counter-offer emails - Handles back-and-forth automatically - Escalates strategically when needed - Maintains professional tone while being firm

Intelligence Layer - Real-time market data (salary benchmarks, competitor prices) - Aggregate win rates by tactic, company, and rep - Optimal timing recommendations - BATNA (Best Alternative) analysis

Full Autonomy - Detects negotiation opportunities automatically - Initiates outreach at optimal times - Handles entire conversation without human intervention - Knows when to escalate to human or walk away

Product Architecture

NegotiateOS Platform

Intake Engine	Strategy Engine	Execution Engine
• Email Scanner	• BATNA Analysis	• Voice AI Agent
• Contract Parser	• Market Comps	• Email Composer
• Bill Detector	• Tactic Selection	• Chat Handler
• Calendar Monitor	• Timing Optimizer	• Escalation Logic

Negotiation Intelligence Graph

- Company profiles (retention policies, flexibility)
- Agent patterns (who caves, who's firm)
- Tactic effectiveness by scenario
- Regional/temporal variations
- Aggregate outcome data (anonymized)

Salary Module	Consumer Module	B2B Module
Job offers	Bills & Subs	Vendor Contracts
Raises	Medical	SaaS
Benefits	Major Purchases	Service Agreements
Equity		

Use Cases

1. Salary Negotiation

The Pain: Average person leaves \$5-10K/year on the table at job offers.

NegotiateOS Solution: - Ingest offer letter and role details - Pull real-time salary data (Levels.fyi, Glassdoor, internal benchmarks) - Analyze company's hiring urgency and budget flexibility - Generate perfect counter-offer email or coach you through the call - Handle multi-round back-and-forth automatically

Example Flow:

User: [Forwards offer letter]

NegotiateOS: Analyzed your offer for Senior Engineer at TechCorp.

Market Analysis:

- Your offer: \$185K base + \$50K RSUs
- Market 75th percentile: \$205K + \$80K RSUs
- TechCorp's typical negotiation range: +10-15%

Recommendation: Counter at \$210K + \$75K RSUs

Shall I draft and send the counter-offer email,
or would you prefer a call coaching script?

[Draft Email] [Call Script] [Let Me Handle It]

2. Subscription Cancellation/Reduction

The Pain: Cable, internet, insurance — companies make cancellation hard on purpose.

NegotiateOS Solution: - AI calls retention department (handles 30-min hold times) - Knows exactly which offers retention agents can make - Threatens churn credibly (knows competitor rates) - Doesn't give up or get frustrated

Example:

User: "Negotiate my Comcast bill down"

NegotiateOS: Calling Comcast now. Current bill: \$189/mo.

[15 minutes later]

Negotiation Complete!

Old Rate: \$189/month

New Rate: \$129/month

Annual Savings: \$720

They applied a 12-month promotional rate and
waived your equipment fee. Call recording saved.

3. Medical Bill Negotiation

The Pain: Hospital bills are essentially made-up numbers. Most people don't know they're negotiable.

NegotiateOS Solution: - Analyze itemized bill for overcharges and errors - Know fair market rates for every procedure - Handle provider billing departments - Negotiate payment plans if needed - File insurance appeals automatically

Example:

User: [Uploads \$4,500 ER bill]

NegotiateOS: Bill Analysis Complete

Issues Found:

- \$800 charge for "facility fee" - typically negotiable
- Aspirin charged at \$25 (fair rate: \$0.10)
- Service code 99285 may be downcoded to 99284

Recommended strategy: Request itemization, then negotiate cash-pay discount (typically 40-60%).

Expected outcome: \$1,800–2,200 (vs \$4,500)

[Start Negotiation] [Review Strategy]

4. Car Purchase

The Pain: Dealerships have been optimizing negotiation tactics for 100 years. You walk in once every 5 years.

NegotiateOS Solution: - Know true dealer invoice, holdback, incentives - Track lot days and desperation levels - Handle entire negotiation via text/email with dealer - Know when to walk away and from whom

5. Rent Negotiation

The Pain: Renters rarely negotiate, but landlords expect it.

NegotiateOS Solution: - Analyze comparable rents in building and area - Know landlord's vacancy costs - Draft lease renewal counter-proposals - Handle landlord communication

6. B2B SaaS Contracts (Premium)

The Pain: Companies overpay for software by 20-40% because they don't know market rates.

NegotiateOS Solution: - Benchmark against thousands of similar contracts - Know vendor discount triggers (end of quarter, competitive pressure) - Handle full vendor negotiation via email - Suggest competitive alternatives for leverage

Business Model

Consumer Tier: Success-Based Pricing

Free Discovery: - Identify all negotiation opportunities in your financial life - Show potential savings

Pay on Win: - **20% of first-year savings** (capped at \$500 per negotiation) - Example: Save \$720/year on cable → Pay \$144 - No savings = No charge

Premium Consumer: \$29/month

- Unlimited negotiations
- Full autonomy (AI handles everything without asking)

- Priority execution
- Salary negotiation coaching

Enterprise: Custom Pricing

- B2B contract negotiation
- Procurement optimization
- API access for internal tools
- Volume discounts

Unit Economics (Consumer)

Metric	Value
Avg savings per negotiation	\$400
Avg revenue per negotiation	\$80
Cost per negotiation (AI + ops)	\$5
Gross margin	94%
Negotiations per active user/year	6
Revenue per active user/year	\$480
CAC (at scale)	\$40
LTV:CAC	12:1

Go-to-Market Strategy

Phase 1: Bill Negotiation Wedge (Months 1-6)

- **Target:** Cable/internet bills (easiest win, highest volume)
- **Hook:** “We call Comcast so you don’t have to”
- **Viral loop:** Share your savings on social media
- **Channel:** TikTok/Instagram ads showing real negotiation recordings

Phase 2: Medical Bills (Months 6-12)

- **Partnership:** Partner with HSA/FSA providers, healthcare cost transparency platforms
- **Hook:** “We saved Americans \$50M in medical bills last year”
- **Content:** Horror stories of outrageous charges (high viral potential)

Phase 3: Salary Negotiation (Months 12-18)

- **Partnership:** Job boards (Indeed, LinkedIn), career coaches
- **Hook:** “What’s your offer? Let us get you more.”
- **Referral:** HR professionals recommend to candidates

Phase 4: Enterprise (Months 18-24)

- **Target:** Procurement teams, finance departments
 - **Hook:** “Cut your SaaS spend by 30% in 30 days”
 - **Sales:** Direct enterprise sales team
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Competitive Landscape

Current Players

Company	What They Do	Why We Win
Trim	Bill negotiation service	Human-powered = slow, expensive, limited scale
BillShark	Bill negotiation	Same limitations as Trim
Rocket Lawyer	Legal doc templates	Not negotiation, just templates
Levels.fyi	Salary data	Data only, no execution
Payscale	Compensation benchmarks	No negotiation assistance

Our Moat

1. **AI-Native Architecture** — 100x cheaper per negotiation than human services
2. **Negotiation Intelligence Graph** — Every negotiation improves the model
3. **Full Autonomy** — We don't just advise, we execute
4. **Multi-Domain Platform** — One relationship for all negotiations
5. **Network Effects** — More data = better strategies = more wins = more users

Technology

Core AI Capabilities Required

Voice AI Agent: - Natural, persuasive voice synthesis - Real-time conversation handling - IVR navigation
- Emotion detection and response adaptation - Accent and language flexibility

Strategy Engine: - Game theory optimization - Multi-round negotiation planning - BATNA calculation - Timing optimization - Risk assessment

Intelligence Aggregation: - Company profile building from thousands of interactions - Tactic effectiveness scoring - Agent pattern recognition - Outcome prediction modeling

Technical Stack

- **Voice:** Custom fine-tuned models on top of latest voice AI
- **LLM:** Claude/GPT-4 for strategy and written communication
- **Data:** Proprietary negotiation outcome database
- **Infra:** Real-time voice pipeline, secure communications

Financial Projections

5-Year Model

Year	Users	Negotiations	Revenue	Gross Profit
1	50K	150K	\$6M	\$5M
2	300K	1.2M	\$48M	\$42M
3	1.2M	6M	\$200M	\$175M
4	4M	24M	\$600M	\$520M
5	10M	80M	\$1.5B	\$1.3B

Key Assumptions

- 30% consumer monthly retention
 - 3 negotiations per user per year (growing to 8)
 - \$50 average revenue per negotiation (blended)
 - 85%+ gross margin at scale
 - CAC decreasing from \$80 to \$30 with brand awareness
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Funding Requirements

Seed Round: \$5M

Use of Funds: - Voice AI development (\$2M) - Strategy engine & intelligence graph (\$1.5M) - Initial team (10 people) (\$1.2M) - GTM & customer acquisition (\$300K)

Milestones: - Launch bill negotiation product - 10K active users - \$500K ARR - Prove unit economics

Series A: \$25M (Month 18)

Use of Funds: - Scale voice AI infrastructure - Medical bill & salary products - Team to 50 people - Aggressive customer acquisition

Team Requirements

Founding Team Needs

1. **CEO** — Consumer fintech experience, growth marketing DNA
2. **CTO** — Voice AI / conversational AI expertise
3. **Head of AI** — Game theory, negotiation modeling
4. **Head of Growth** — Viral consumer product experience

Key Early Hires

- Voice AI engineers
 - Negotiation domain experts (former salespeople, procurement)
 - Customer success (handle complex cases)
 - Content/community (viral marketing)
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Risks & Mitigations

Risk	Likelihood	Impact	Mitigation
Companies block AI callers	Medium	High	Diversify channels (email, chat); regulatory advocacy
Voice AI not convincing enough	Medium	High	Heavy R&D investment; hybrid human fallback
Customer trust issues	Medium	Medium	Transparency, security certifications, gradual autonomy
Regulatory intervention	Low	High	Proactive legal compliance; position as consumer advocate

Risk	Likelihood	Impact	Mitigation
Copycat competition	High	Medium	Data moat, brand, first-mover advantage

Why Now?

1. **Voice AI Breakthrough** — 2025-2026 voice models finally sound human enough
 2. **Agent Autonomy Acceptance** — Consumers are ready for AI to act on their behalf
 3. **Economic Pressure** — Inflation has everyone looking to cut costs
 4. **Regulatory Tailwinds** — Growing consumer protection sentiment
 5. **Data Availability** — More transparency on fair pricing across domains
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The Ask

Raising: \$5M Seed **Valuation:** \$25M post-money **Use:** Build core product, prove unit economics, reach \$500K ARR

What We Need Beyond Capital: - Intros to voice AI talent - Consumer fintech advisors - Partnership connections (job boards, healthcare cost platforms)

Vision

In 5 years, NegotiateOS is the default negotiation layer for every financial transaction in your life. Every job offer runs through us. Every medical bill. Every subscription. Every major purchase.

We transfer **\$100 billion per year** from corporations back to consumers.

We're building the AI that fights for your money.

"In business, you don't get what you deserve — you get what you negotiate."

NegotiateOS makes sure you get what you deserve.

Appendix

Comparable Exits

- **Truebill (Rocket Money)** — Acquired by Rocket Companies for \$1.3B (2021)
- **Trim** — Acquired by OneMain Financial (2021)
- **Honey** — Acquired by PayPal for \$4B (2020)

Key Metrics to Track

- Negotiation win rate
- Average savings per negotiation
- Customer savings multiple (how much they save vs. what they pay us)
- Time to completion
- NPS and referral rate

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