

Your AI Bill Might Be Wrong

1. The errors are ordinary

- A rate table updated late, so you get billed at the old rate.
- A credit promised in the contract that never posts.
- Committed spend that doesn't draw down the way the contract says.
- A tier or cache discount applied to the wrong line.

None of this shows up on the invoice. The provider does the metering and the math. To find an error you have to re-price a month of usage on the terms you signed, and that's days of spreadsheet work. On \$10M a year, one misapplied percentage point is \$100k, and a credit that never posts can be worth far more.

Nobody is trying to cheat you. Billing systems at AI providers are young, they reprice monthly, and negotiated terms are the least-tested path through them.

2. Who's asking

I'm Meder Kamalov. I went to MIT, I was the first hire at fal.ai, where I built the billing and pricing infrastructure: the engine that turned usage into invoices. I've also been comparing notes with CFOs across the industry about where contract pricing, usage, and invoices drift apart.

3. So I'm building Oimo

I'm building Oimo to keep the contract, usage, and invoice tied together:

- We encode the contracts you negotiated as pricing rules and re-price every unit of usage on them, daily, inside your own cloud.
- We continuously monitor your providers for pricing changes. When one reprices or ships a new model, you know the same day.
- Every morning you see yesterday's usage priced on your terms, next to what the provider will bill.
- Every delta surfaces the day it appears, with the contract clause and the dollar amount behind it.
- At month close you get a pack that ties to each invoice, so nobody spends days re-pricing the month in a spreadsheet.
- Terms you haven't signed get priced on your real usage before you commit: a term sheet in negotiation, a new model, a higher commit tier.

Your prompts, model outputs, and end-user data are never touched.

4. Let's compare notes

Oimo is early, and these conversations are shaping what we build. If your AI or GPU spend runs on negotiated terms, credits, commits, or reserved capacity, let's compare notes for thirty minutes. I can share what I'm hearing across the industry and get your read on how your team handles contract pricing, usage, and invoice reconciliation today. If your spend is public-rate and simple, you don't need this, and I'll say so.

Book at oimo.ai/inquire.

Meder Kamalov, Founder, Oimo