



Your smart home. None of the homework.

You host the dinner parties. **We** host the smart home.

Open. Private. Agent-agnostic.

FOUNDER

Andy Lyeklint Hancock · Skåne, Sweden

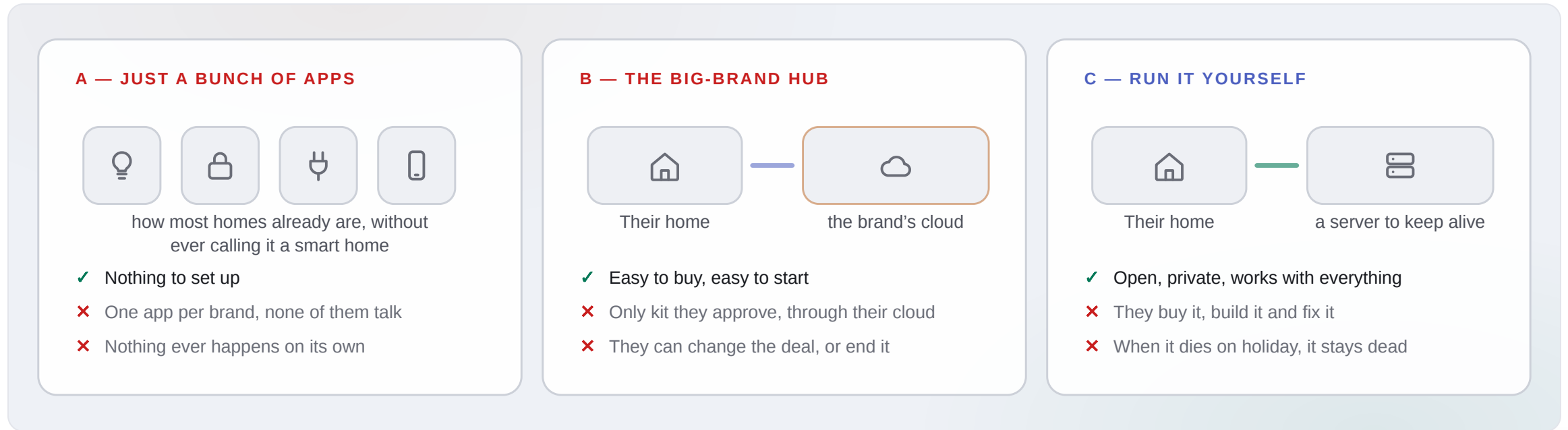
STATUS

Open beta · billing live · pre-revenue

RAISING

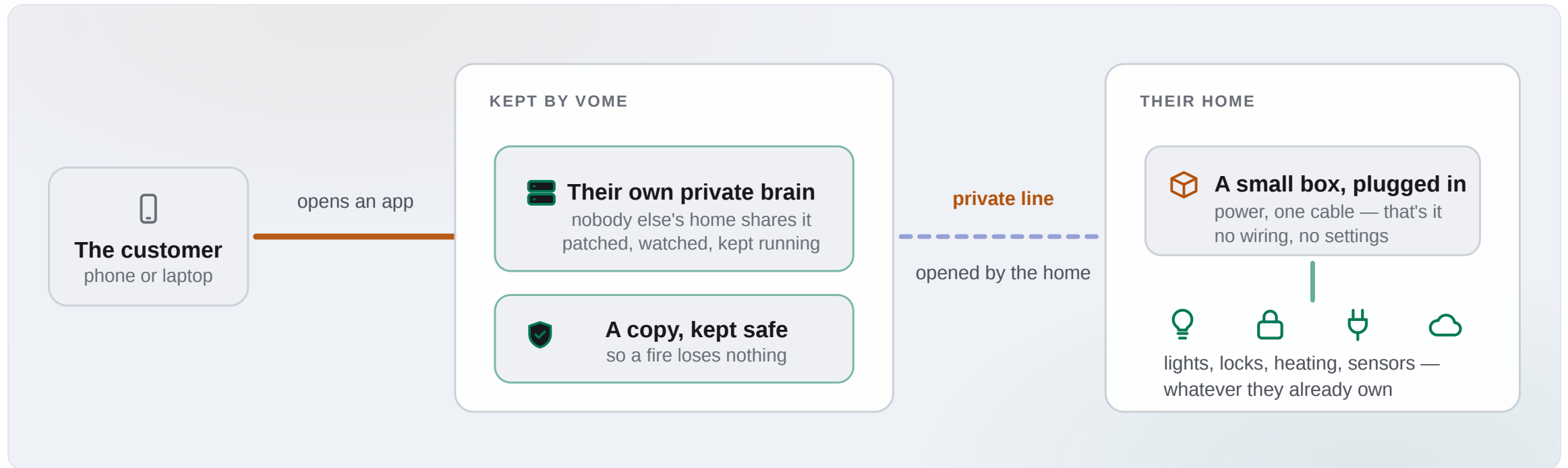
Bootstrap, friends round, or pre-seed

Every way of doing this today comes with a downside.



Nobody sells the fourth option: open and private, with somebody else running it.

We keep the brain. They keep the home.



Nothing to maintain

Sign up, plug the box in, open the app. Ten minutes.

Nothing locked in

The open platform, 1 350+ kinds of kit, and theirs to take away in one click.

Nothing exposed

The home is never opened to the internet. 10-day trial, no card.

Two-thirds of a million households already chose the open option — the hard way.

They run Home Assistant, the open platform. Taking the server away from them is the market.

662 283

homes reporting in today

analytics.home-assistant.io, 5 Aug 2026 — reporting is opt-in, so the real figure is higher

+34%

in the last twelve months

same dataset: 495 449 on 4 Aug 2025

All of them

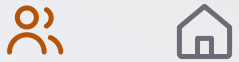
keep a computer running at home to do it

527 750 on a box bought for the job; the other 134 533 on a NAS or PC they already had

The platform improves without us paying for it

A non-profit foundation builds it in the open; we sell the part they deliberately don't: running it. **13 602 of those homes are in Sweden, ~34 000 across the Nordics:** a home market reachable in its own language.

Three kinds of household, one product.



The family that just wants it to work

Would never run a server. Would pay phone-bill money for one that works.



The person with more than one address

Holiday let, a parent's house, an office.
One account, every property, one bill.



The enthusiast who wants a safety net

Keeps their own server; pays 69 kr for backups and a spare. The Connect plan.

Millions to reach

Everyone who gave up at "first, buy a small computer".

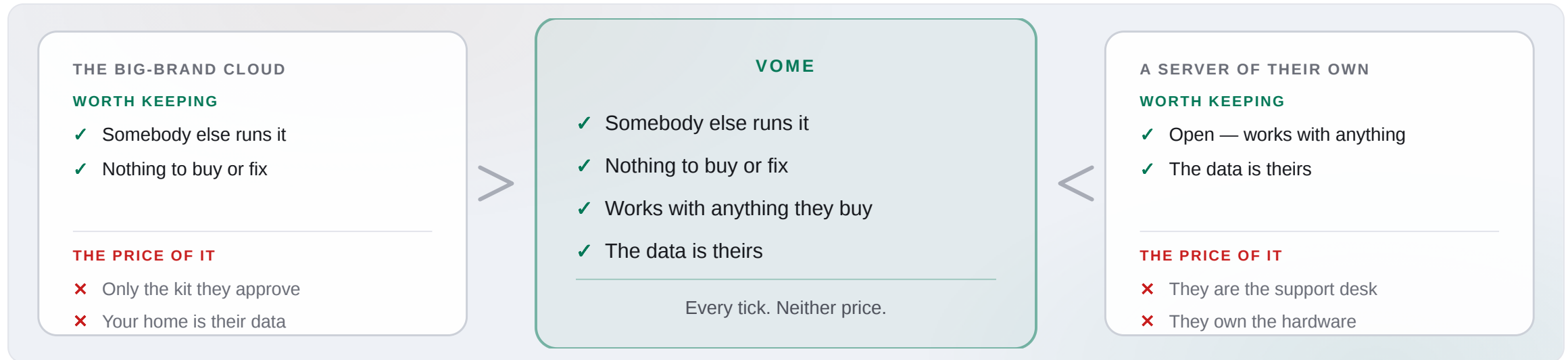
Where the money is

Multi-home owners pay 3× and have a business reason to stay.

Where the word spreads

Enthusiasts are the loudest, cheapest channel in this market.

The cloud's convenience. Their own server's freedom. Neither downside.



The hosting is the product

The brain runs on our machines. A secure channel the home opens outwards lets it reach the lights, locks and sensors as though it were sitting in the house.

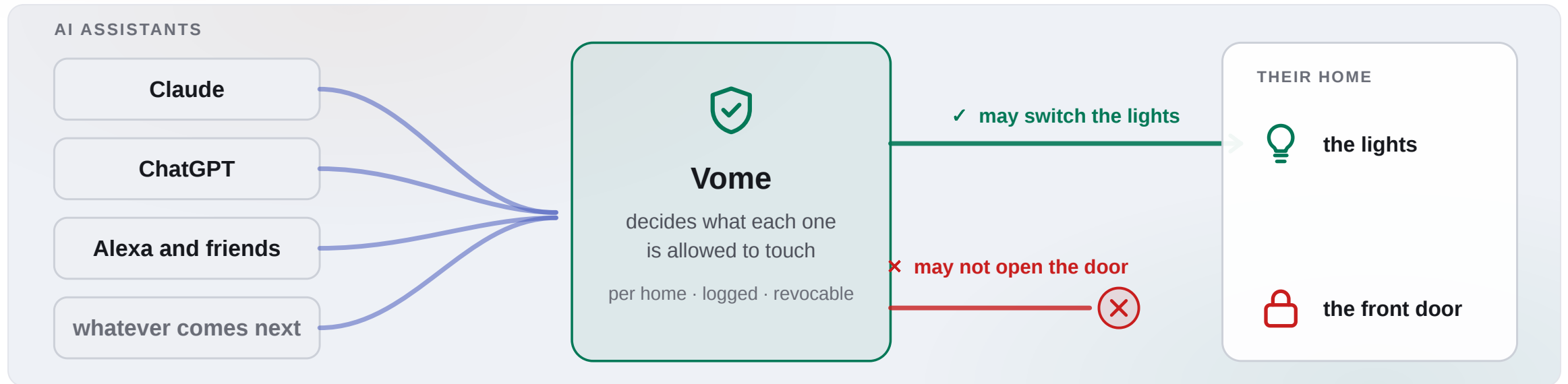
Their data, their instance

Never pooled with anyone else's. They can read it, export it, delete it, or take the whole instance somewhere else.

And when it breaks

A standby takes over in about a minute; an off-site copy survives fire or flood. In a power cut nothing works at all, and we say so up front.

Open all the way down — so an AI agent gets real control.



Closed hubs can't follow

They expose a thin approved slice, through their own cloud, to the assistant they sell.

Open means no slice

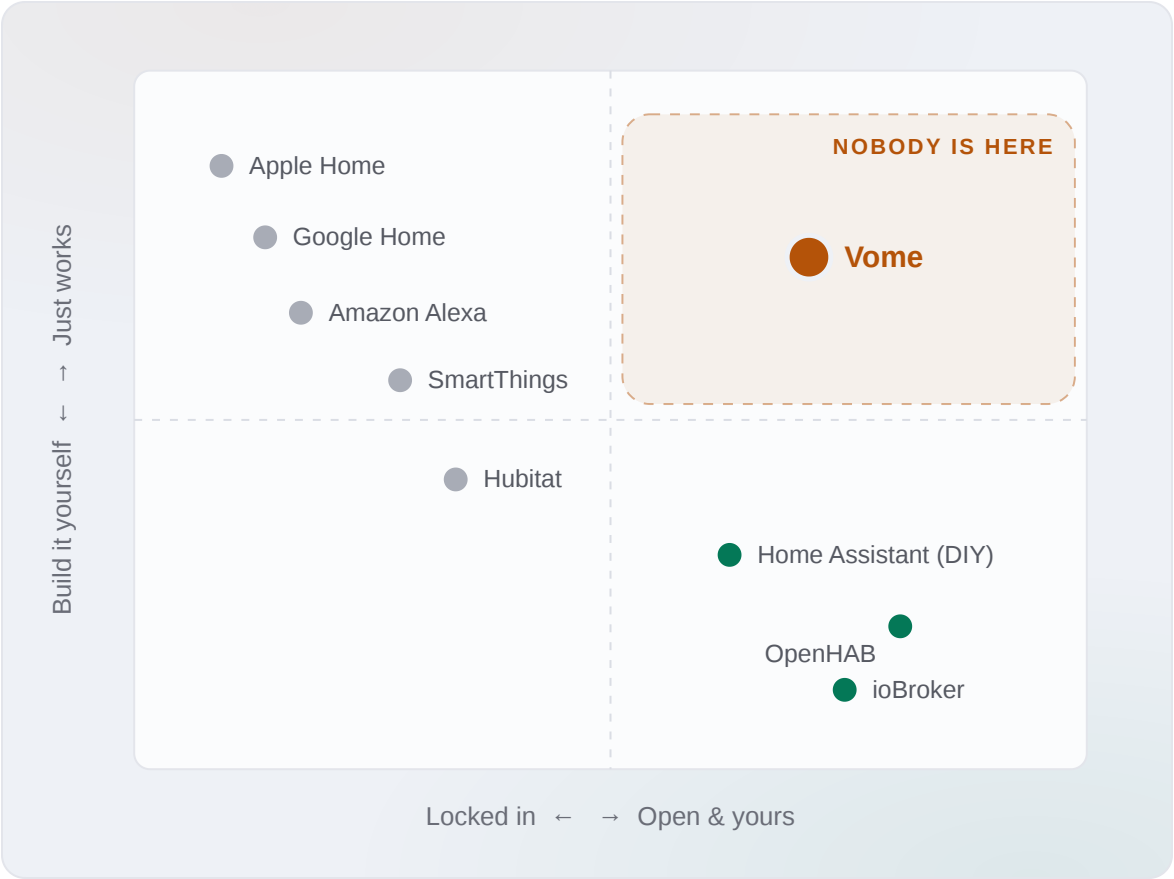
An AI agent gets exactly what the owner has. The owner also picks the agent.

So it needs a bouncer

Anything that can switch a light can open a door. Scoped, logged, revocable. That is the product.

This part is already live. [@vortitron/home-assistant-mcp](https://github.com/vortitron/home-assistant-mcp) — MIT, on npm, 49 abilities.

Everyone picks a corner. One corner is empty.



	CLOSED HUB	DIY	VOME
Who buys the computer	Theirs, with strings	✗ They do	✓ We do
Who keeps it alive	The brand	✗ Them	✓ Us
More than one home	✗ Awkward	✗ One each	✓ Any number
Can they leave?	✗ Not really	✓ It's theirs	✓ One click

Already own a server? We sell to them too.
Connect links their own Home Assistant to us for **69 kr**, with backups and a standby spare on top. Home Assistant's own cloud is €7.50 (about 83 kr) and does neither.

Phone-bill money, plus the jobs they'd rather not do.

CONNECT

69 kr/mo

Their own server, linked to us.

STANDARD

99 kr/mo

One hosted home. The default.

PRO

179 kr/mo

Bigger, with a standby spare.

DEVELOPER

299 kr/mo

Three homes, hot standby.

ONE-OFF JOBS



Move me in from a Pi
1 495 kr



Health report & tidy
495 kr



Mesh re-pair
from 795 kr



Anything else
750 kr/h

MONTHLY EXTRAS



Off-site backups
from 19 kr

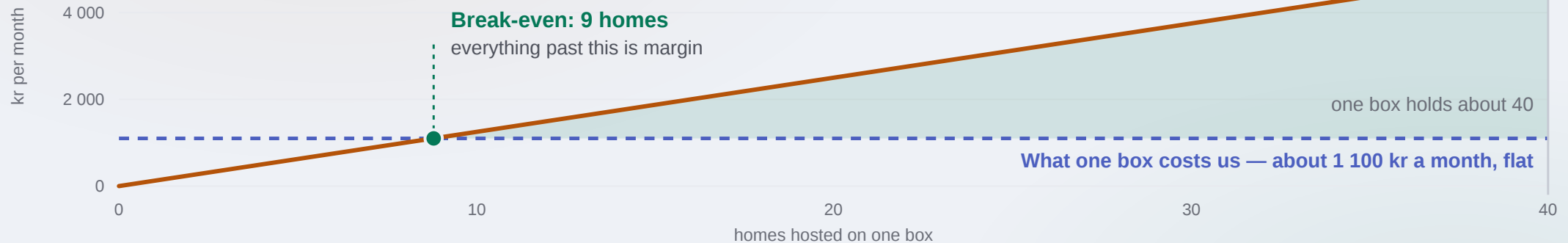


Standby spare
from 49 kr



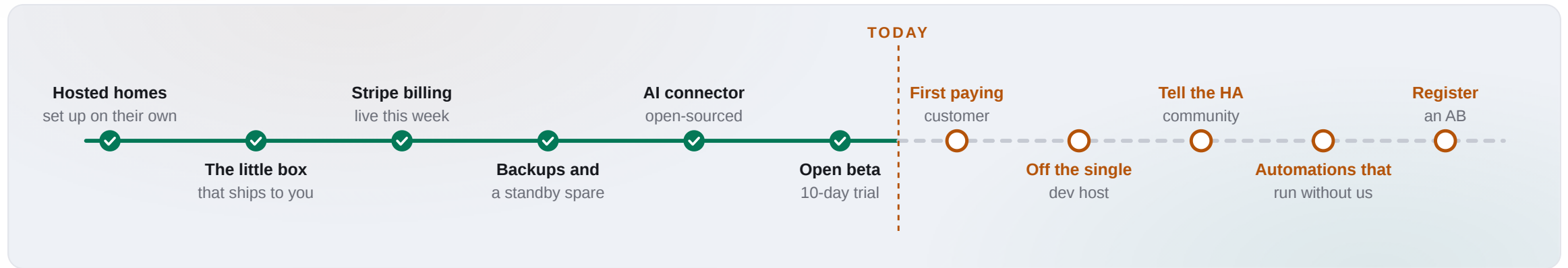
Pay yearly
~2 months free

Subscriptions from the homes on it

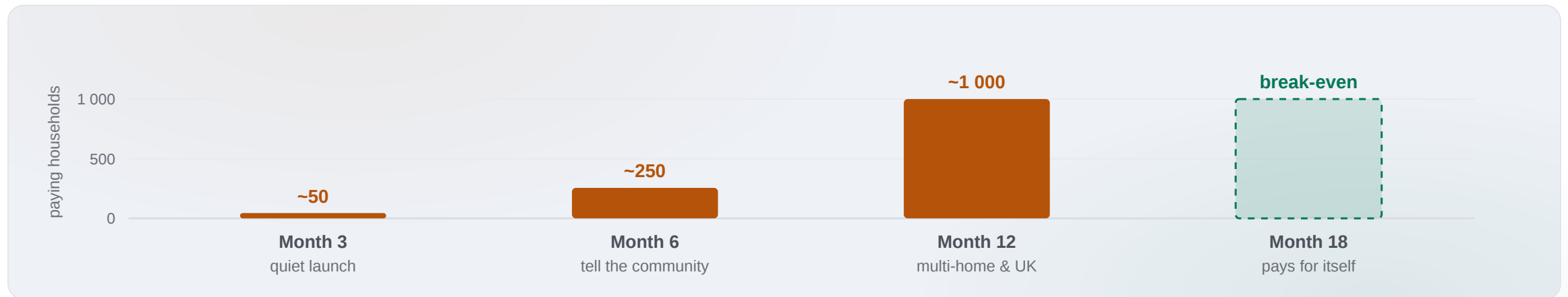


We buy second-hand: a 128 GB / 2 TB machine off the Hetzner auction, €96 a month, no setup fee

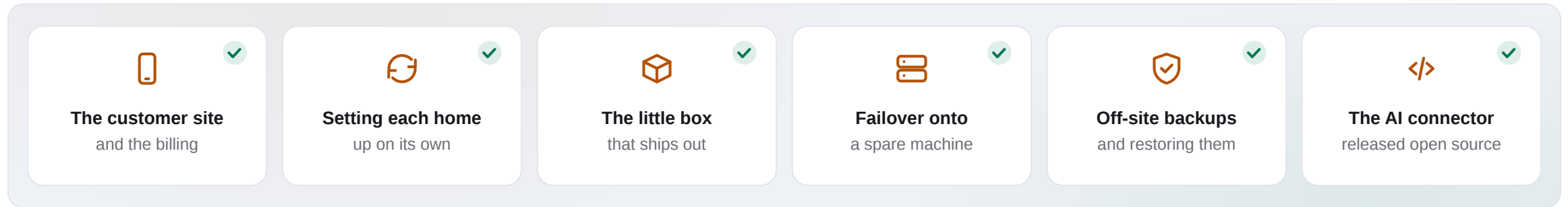
Built, running, and able to take money.



Trading as a Swedish sole firm (*enskild firma*). Billing went live this week, nobody has paid yet, and there is no outside investment. Nothing left on the list is research.



Who is Vome?



Andy Lyeklint Hancock — founder

Every one of those was written by me. There is no gap between the demonstration and the person sitting in front of you.



Not the first thing I have shipped

Twenty years of production web systems in PHP, Python and on Linux, and a string of my own small ventures alongside them. Building has never been the hard part; telling anyone about it has.

So this one has pricing, billing and a way of reaching people designed in from the start. Based in Skåne; trading as a sole firm, an AB when there is a reason for one.

One founder is the obvious risk. The code and the runbooks are written so somebody else could pick them up.

Three ways to fund it, and what each one changes.

The product is the same in all three. The speed is not, and nor is whether I am doing this full-time.

PATH A · BOOTSTRAP

~25 000 SEK (≈ €2.3k)

Share capital to become an AB. Evenings and weekends.

- No outside investors
- Starts on a single second-hand box
- 100–300 customers in year one

PATH B · FRIENDS & CONTACTS

PREFERRED

~400 000 SEK (≈ €36k)

A convertible note from one or two people who know me. One year, full-time.

- Founder full-time on Vome
- One more box per ~40 homes, bought as they arrive
- 750–1 000 customers in 18 months
- Keeps grant and pre-seed options open

PATH C · PRE-SEED ROUND

~2 000 000 SEK (≈ €180k)

Range 1.15–2.9 mln SEK (≈ €105–265k). Two countries from day one.

- Second engineer at month six
- Boxes in two regions
- ~6 000 customers in three years
- Proper board reporting

Conversions at 11.0 SEK to the euro (4 August 2026). Full numbers and sensitivities are in the business plan.

TALK TO ME

If any of this lands, say so.

One frank conversation beats another forty pages. Business plan, financial model, code and a live demonstration are all available.



invest@vome.io

Andy Lyeklint Hancock · Skåne, Sweden



See it working

vome.io, including the interactive board of what happens when it breaks.

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