Capybara

AI-Powered On-Demand Presentation Platform

A dedicated AI sales agent — built for **Mochi Solutions**

HACKATHON PITCH DECK | MAY 27, 2026 | BY: ADRIAN - MARK - MICHEL



The Problem: Bandwidth Crisis

Mochi's small team does everything — outbound, inbound, closing, support, renewals. **The first demo call eats 60% of their bandwidth.**

⏳ Leads Wait

2–5 days for a demo slot

🌙 After-Hours Gaps

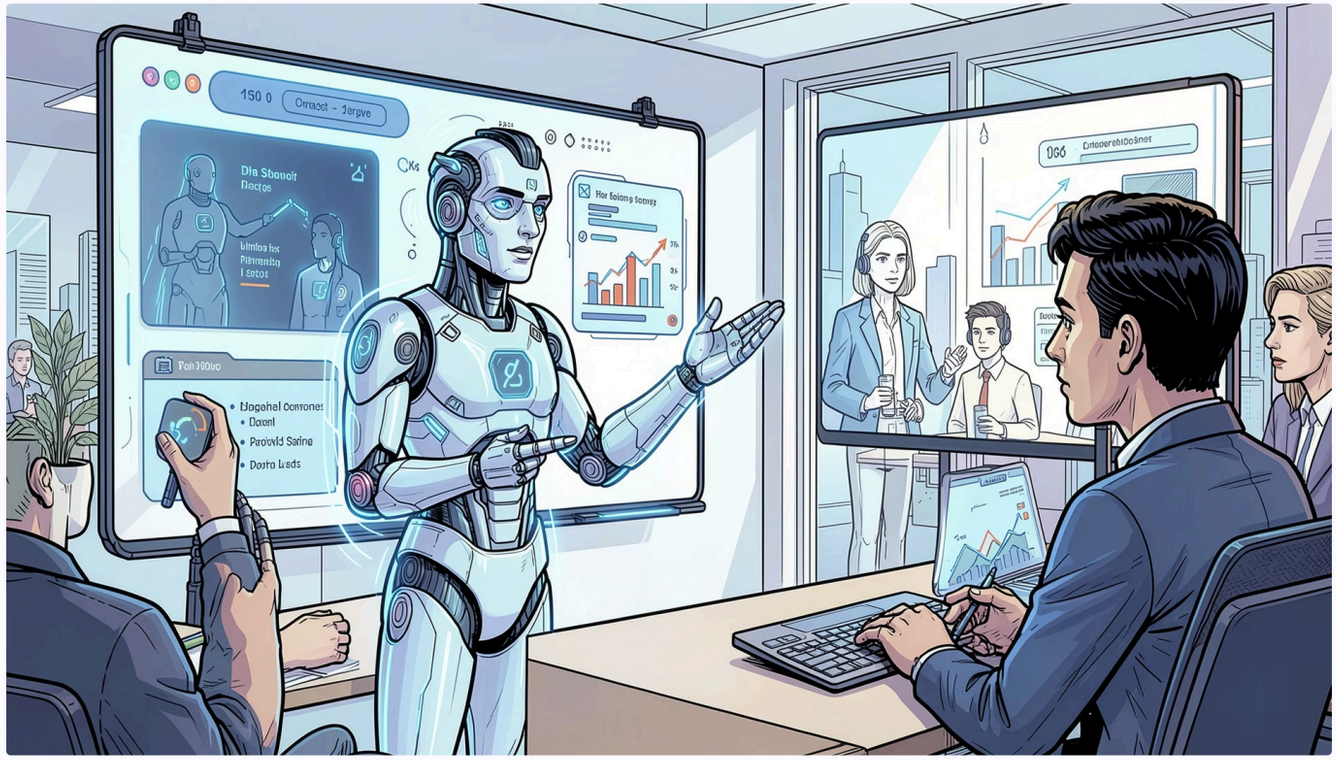
Prospects browsing at midnight or after work hours go unserved

🔥 Hot Leads Cool

Reps stuck on repetitive calls, no time for outbound or closing



Not a Chatbot — A Dedicated AI Sales Agent



Instant Engagement

Hands off prospects immediately — no scheduling, no human needed

Live & Interactive

Complete, narrated, slide-synced demo with real-time Q&A and objection handling

Natural Discovery

Captures pain points, budget, timeline — without forms

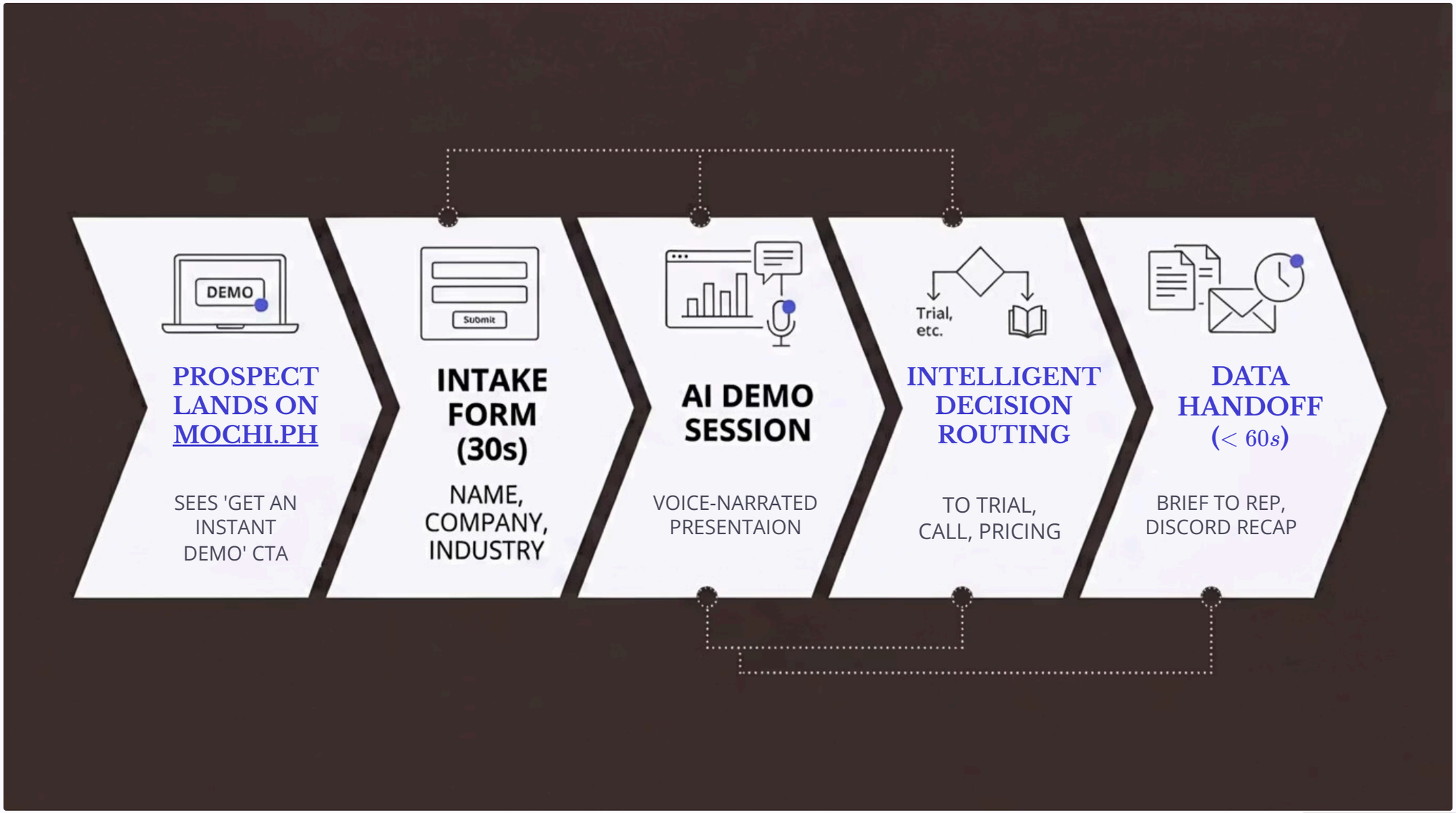
Smart Routing

Routes to trial, subscription, or sales call based on intent signals

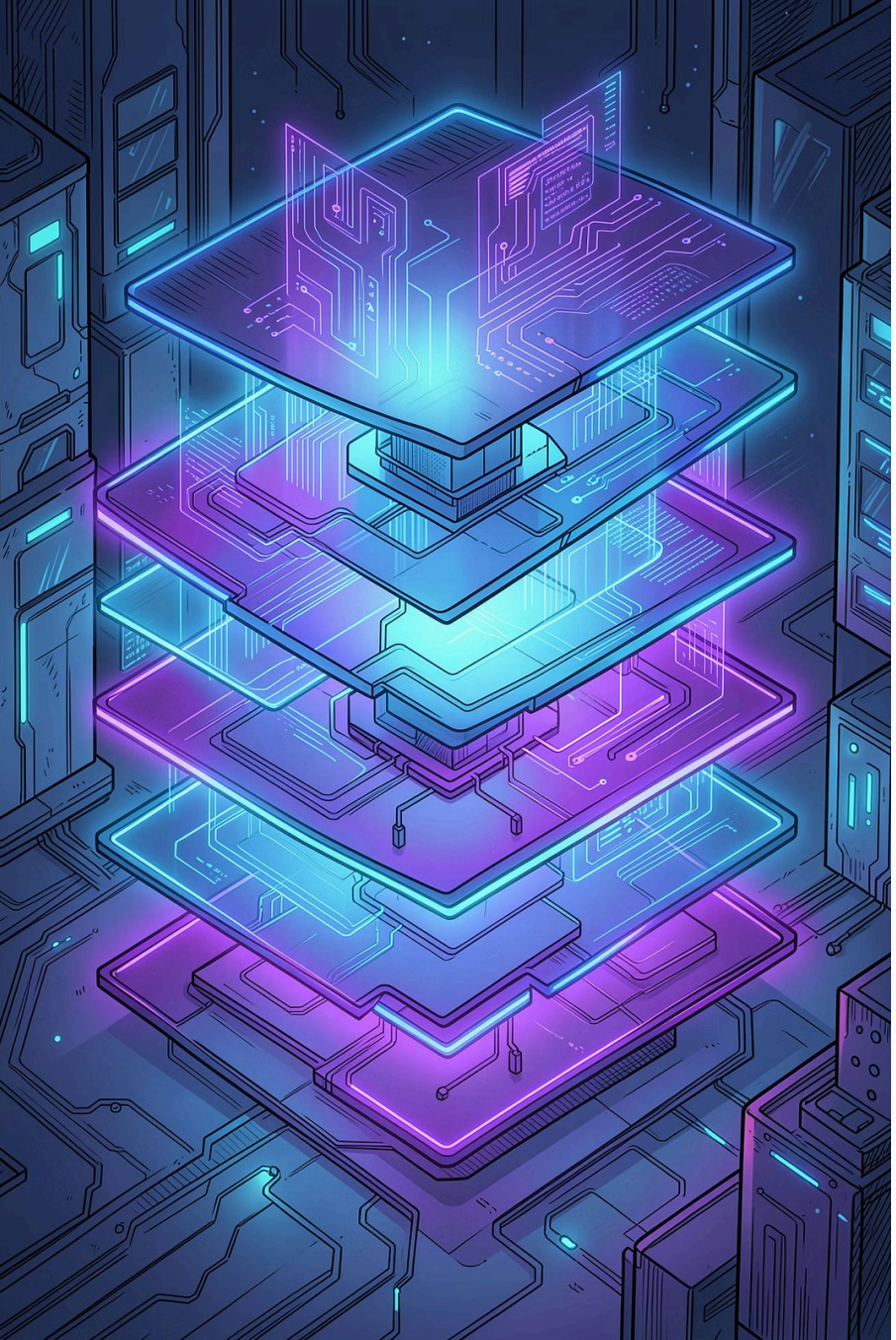
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End-to-End Workflow

A complete, self-contained sales process — from landing page to handoff. Every step is connected. Every step is automated. Nothing falls through the cracks.



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Three Real-Time Layers

1

Agora Conversational AI

Prospect speaks, agent pauses, answers, resumes — like a real presenter.

2

Presentation slides

Run through presentation slides controlled by Agora AI agent via Interactive Whiteboard SDK

3

Discovery + Report Engine

Discovery questions woven into conversation naturally. Post-session LLM generates structured brief delivered to discord

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Data Capture & Handoff

What Capybara Captures

Signal	How
Pain points	Natural conversation
Current tools	AI asks directly
Budget signals	Responses to pricing
Decision timeline	"This quarter" vs browsing
Others	other notes

Handoff in 60 Seconds

- Prospect profile + full transcript
- Pain points, budget signals, timeline
- Competitors mentioned + objections raised
- Intent score + recommended next step

→ Discord alert

The rep opens a complete brief — not a blank page.

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Innovation & Differentiation

Typical Demo Tool	Capybara
Pre-recorded video	Live, interactive, interruptible
No data capture	Full discovery from voice
No handoff	Structured brief in 60s
No intelligence	Intent scoring + trend analytics

Voice + Slide Sync

Agora + generated slides

Market Research Engine (future)

After 100 demos, briefs reveal market trends

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Impact for Mochi

Before Capybara

- 4–5 demos per rep per day
- 60% bandwidth on first calls
- Leads wait 2–5 days
- After-hours leads go cold
- Inconsistent discovery

After Capybara

- AI handles unlimited concurrent demos
- Team focuses on closing & outbound
- Leads start in < 3 minutes
- 24/7 coverage
- Every lead captured the same way

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Tech Stack

Layer	Technology
Voice AI	Agora Conversational AI
Slides	Agora Interactive whiteboard SDK
LLM	GPT-4
Frontend	Javascript
Backend	Node.js
Integrations	Discord

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What's Next

CRM Auto-Sync

Briefs auto-create HubSpot/Salesforce records — no manual entry

Smart Deck Generation

AI refines decks from past demo trends — demos get smarter over time

Calendar sync and summary report

Calendly, google calendar integration, recap meeting sent to sales team (eg: discord integration report for every meeting)

Human Takeover

Rep joins mid-session when high intent detected — best of AI + human touch

Trend Analytics

Objection patterns, drop-off slides, intent by industry — playbook continuously improved

Docs to image support

docs to picture and docs to web to allow Gamma integration or related

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Thank you!

Capybara empowers Mochi Solutions to deliver instant, intelligent demos, transforming lead engagement and sales efficiency.

By automating the initial demo, we free sales team to focus on high-value interactions, driving growth and providing invaluable market insights.

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