DealPilot AI

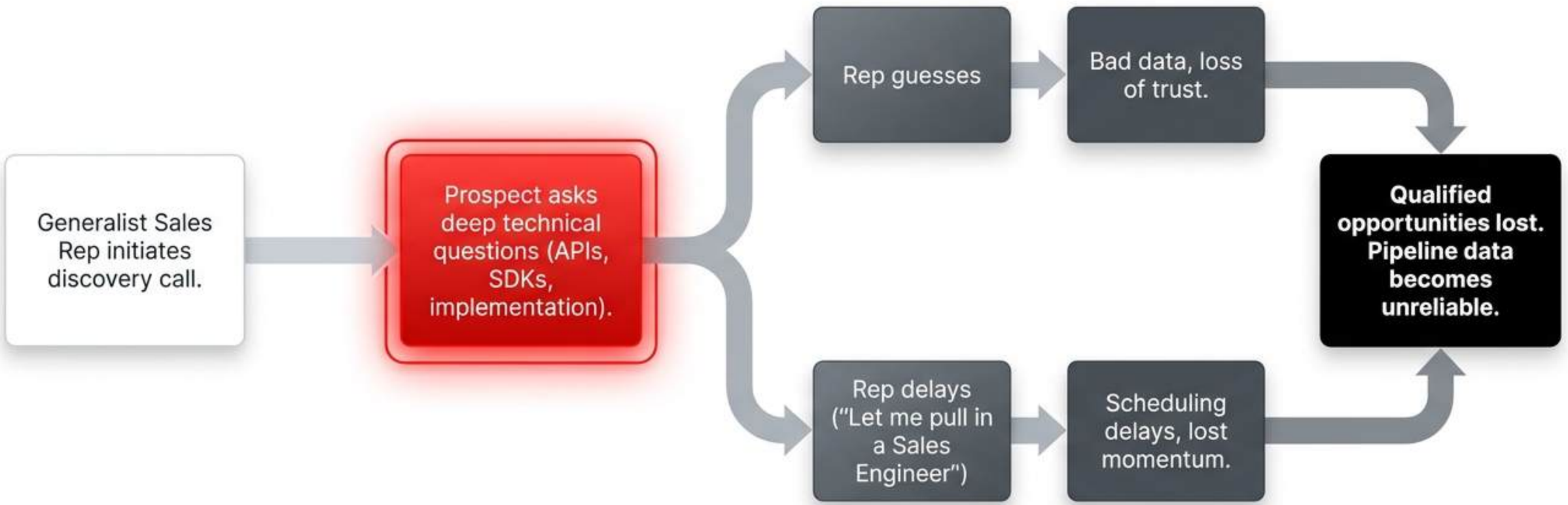
The Real-Time Voice AI Sales Engineer for B2B Software.

Hackathon MVP Presentation

Scaling technical discovery calls without the human sales engineer bottleneck.

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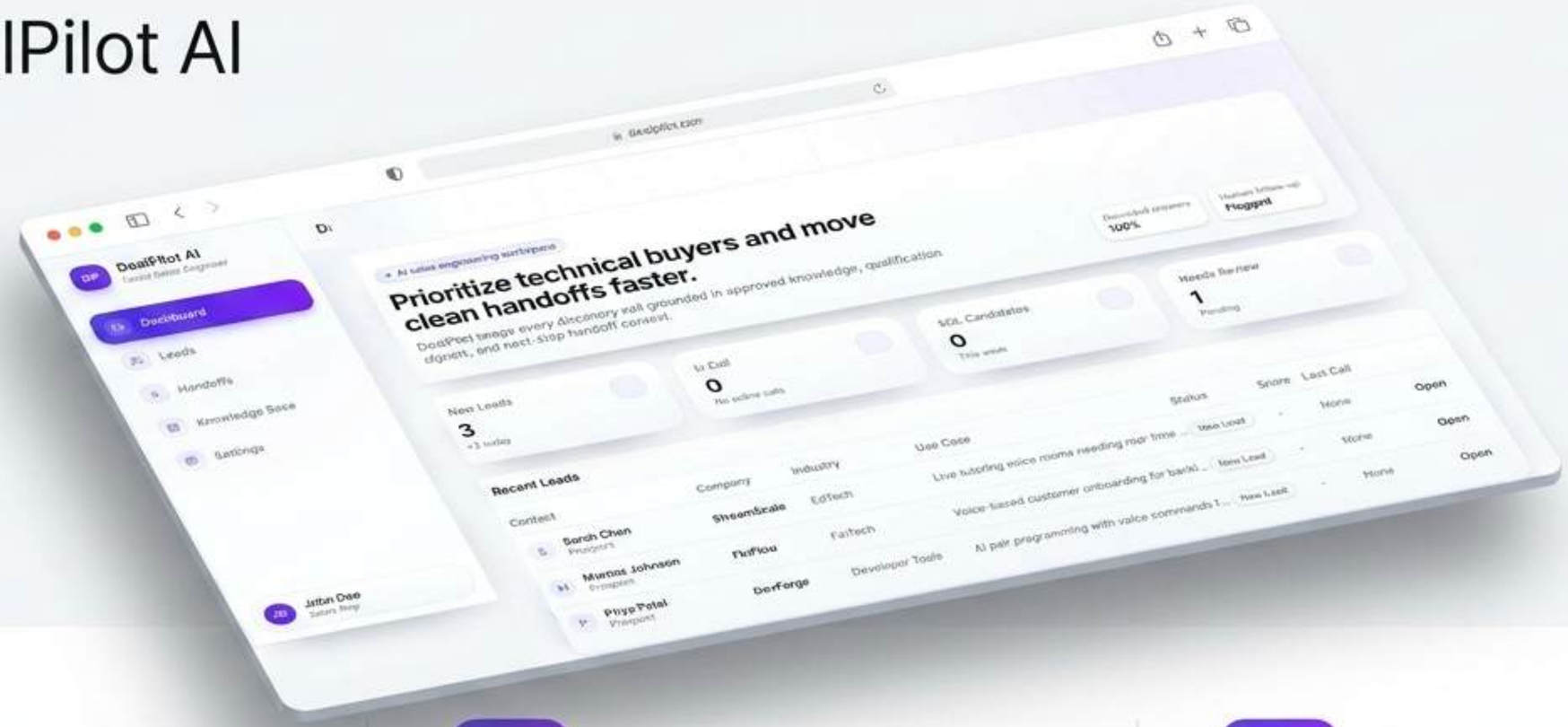
The Technical Discovery Bottleneck



B2B software sales consistently breaks at the technical discovery phase.
Human sales engineers are expensive, scarce, and create scheduling bottlenecks.

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Meet DealPilot AI



1. Active Participant

Joins live discovery calls as a transparent, named AI voice agent (powered by Agora RTC).

2. Live Intelligence

Extracts use cases, objections, and pain points in real-time without pausing the conversation.

3. CRM-Ready Handoff

Automatically generates highly structured JSON payloads, lead scores, and email drafts.

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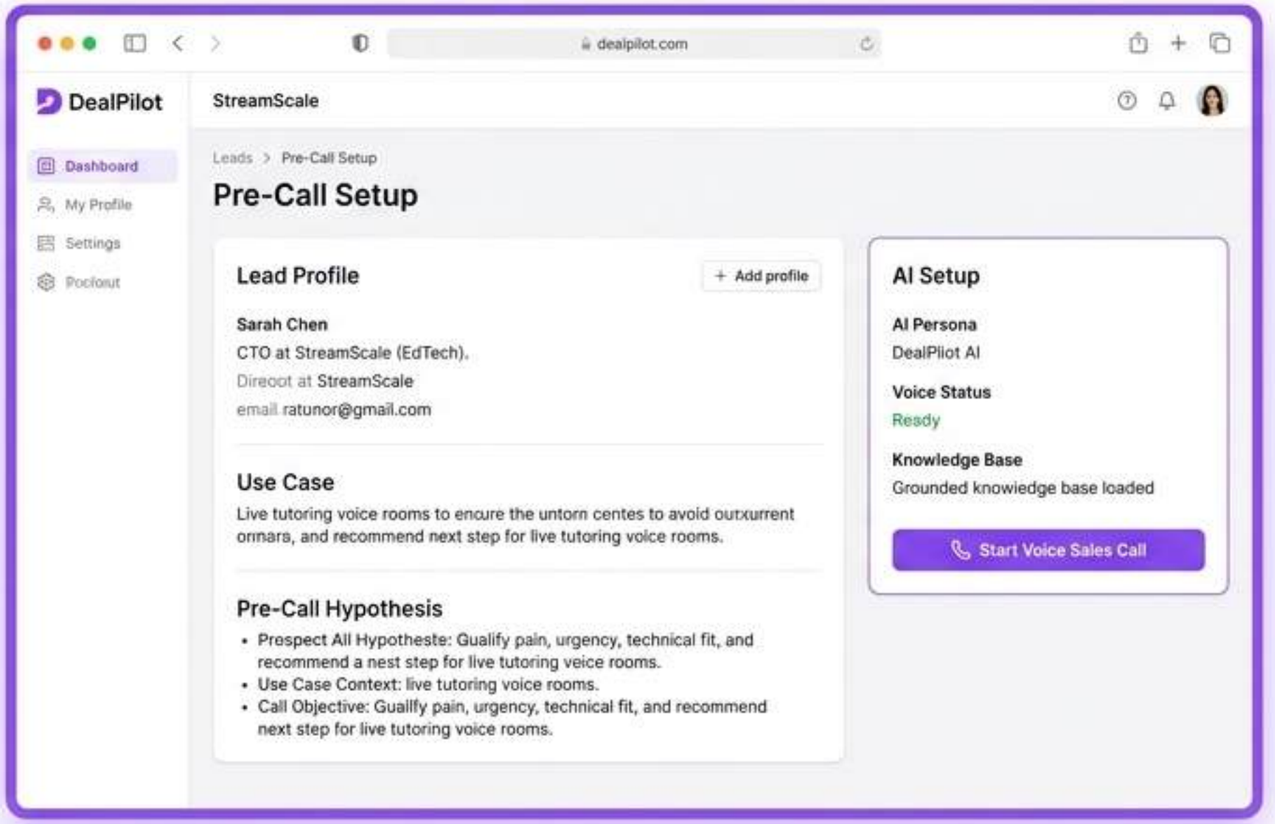
The EdTech Scenario: Pre-Call Setup

Prospect Profile

Prospect: Sarah Chen, CTO at StreamScale (EdTech).

Pre-Call Context: Building an online learning app.

Call Objective: Qualify pain, urgency, technical fit, and recommend next step for live tutoring voice rooms.



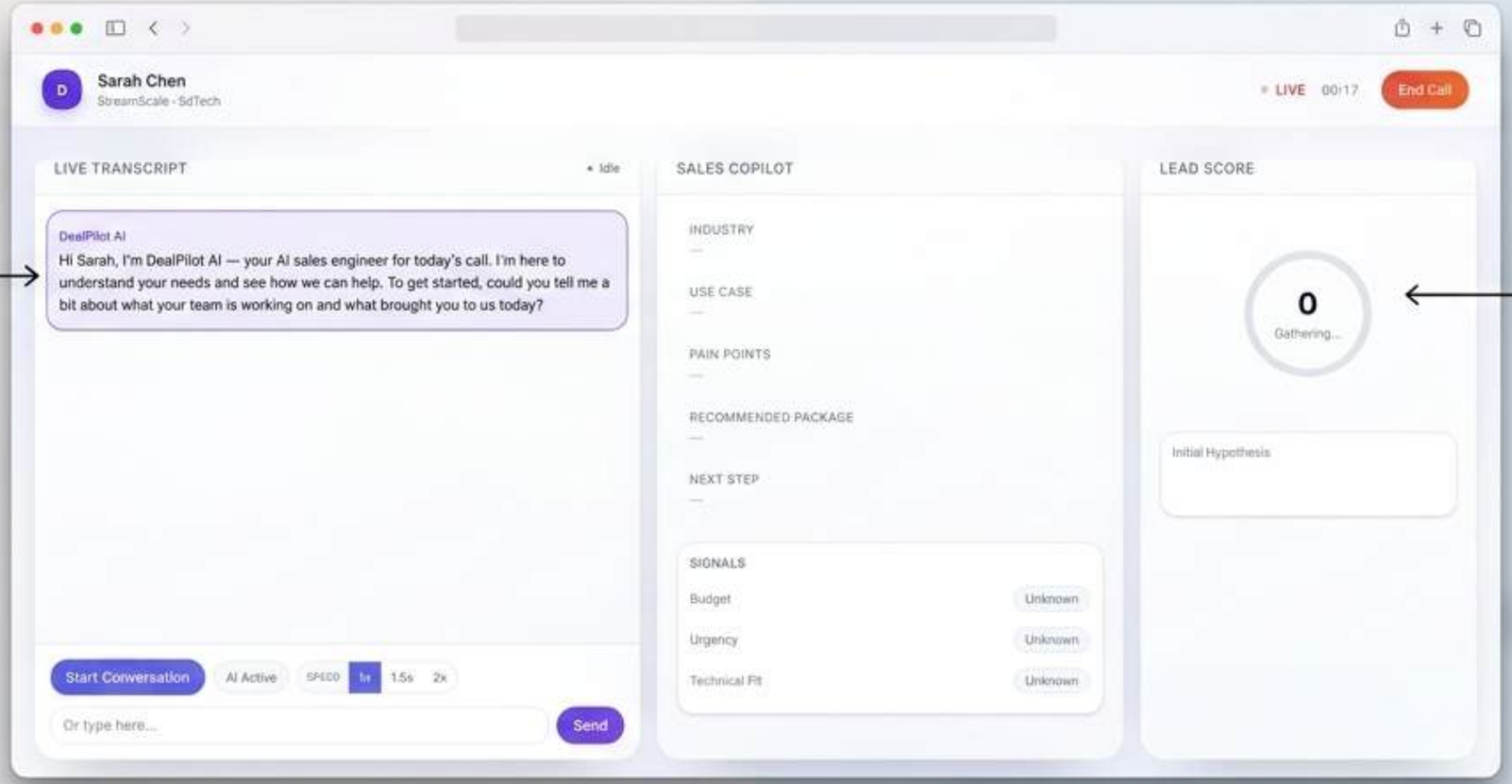
✅ Knowledge Base Synced | ✅ Voice Engine Ready | ✅ AI Persona Armed

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The Live Call: Dual-Track Copilot

Voice Loop (The Unstructured World)

Data Loop (The Structured World)



The sales rep remains in full control. DealPilot listens, speaks, and extracts data silently in the background.

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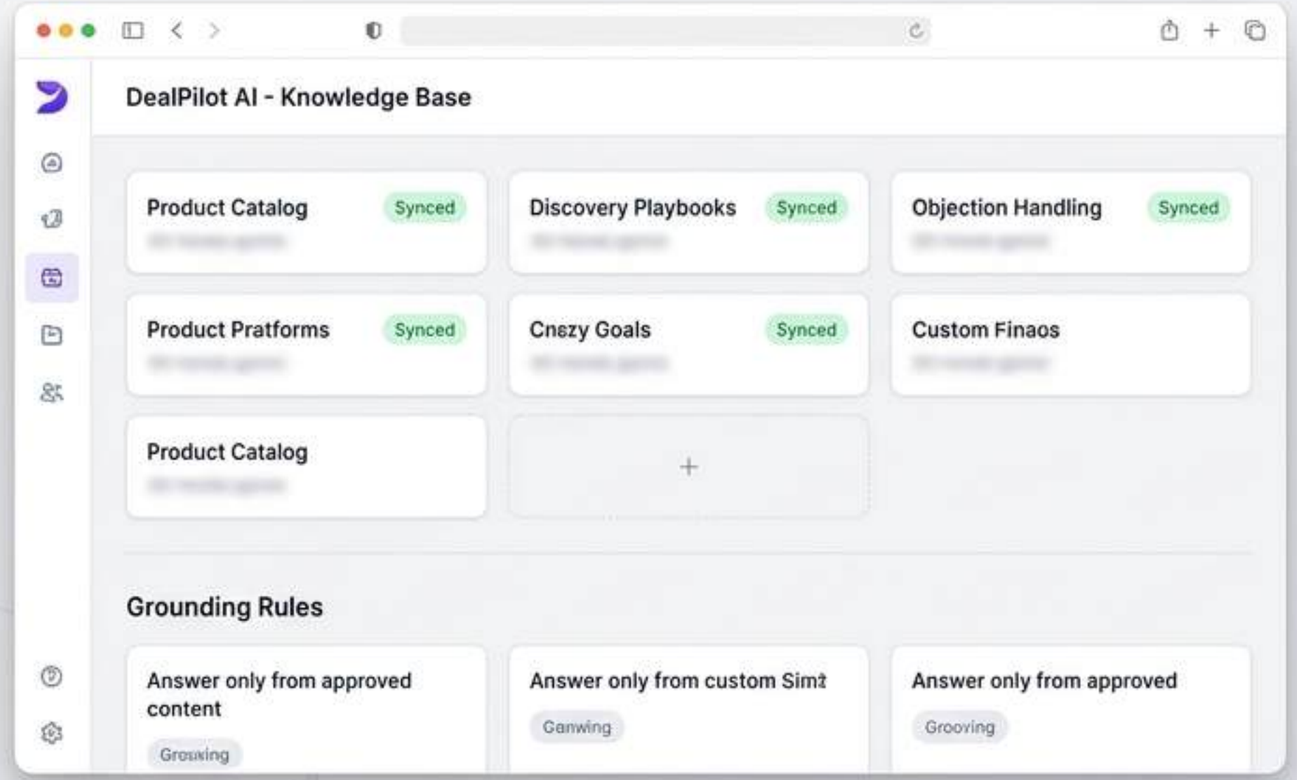
The Unstructured-to-Structured Cascade



Extracting critical pipeline data synchronously, without interrupting the flow of conversation.

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Grounded Technical Q&A



Strict RAG retrieval ensures 0 fabricated facts.
If it's not in the knowledge base, DealPilot flags it.

Sample Interaction

Prospect: Can this work on mobile?

AI (Grounded): Yes. The recommended setup supports mobile apps. For your EdTech use case, the best starting point is real-time voice rooms...

Prospect: Will you sign our custom SLA?

AI (Escalated): That is a great question. I'll flag this for our human sales engineer in the follow-up.

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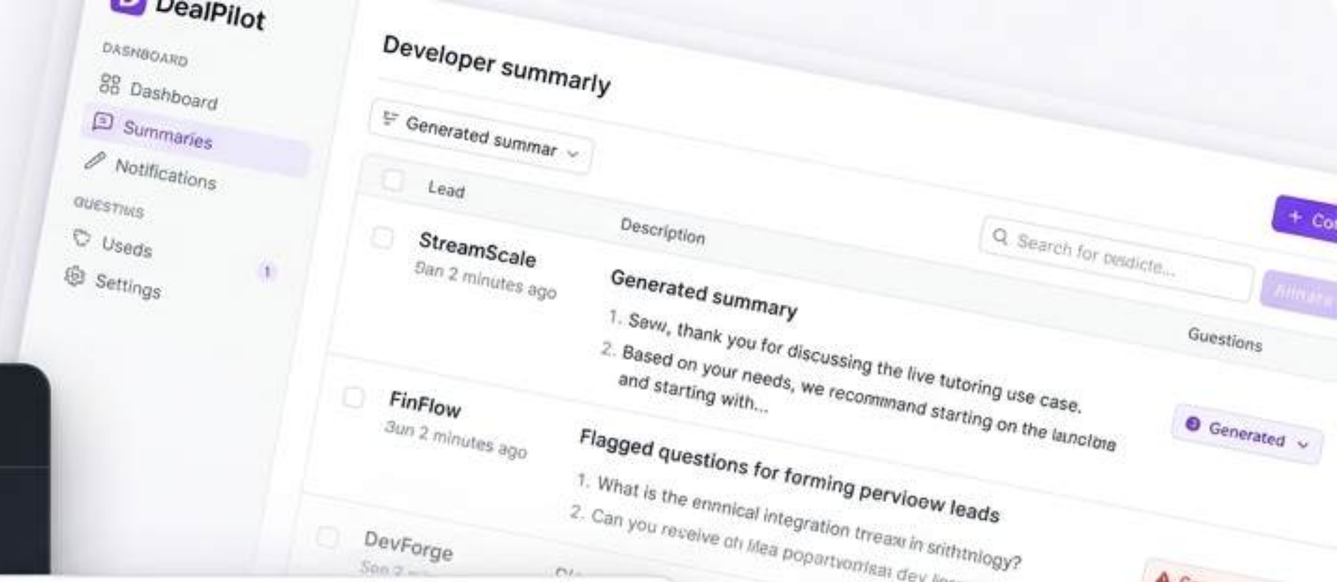
The Lead Scoring Engine



Scoring is additive and advisory. DeaPilot never disqualifies a lead punitively; the human rep always makes the final call.

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The Post-Call Handoff



The JSON Payload

```
{
  "company": "EduNova",
  "recommended_solution": "RTC Voice SI
  "deal_stage": "SQL",
  "score": 87
}
```

The Email Draft

Hi Sarah, thank you for discussing the live tutoring use case. Based on your needs, we recommend starting with...

The Human Task

Next Step: Schedule technical integration walkthrough.

Zero admin work for the rep. Every call ends with actionable, CRM-ready intelligence.

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The AI Safety Blueprint

Rule 1: No Fabrication

Strict RAG Retrieval Layer.

Rule 2: No Impersonation

Transparent “AI Persona” Introduction.

Rule 3: No Binding Commitments

Escalate pricing/legal to human.

Rule 4: No PII Retention

Ephemeral Session Isolation.

Rule 5: No Rep Override

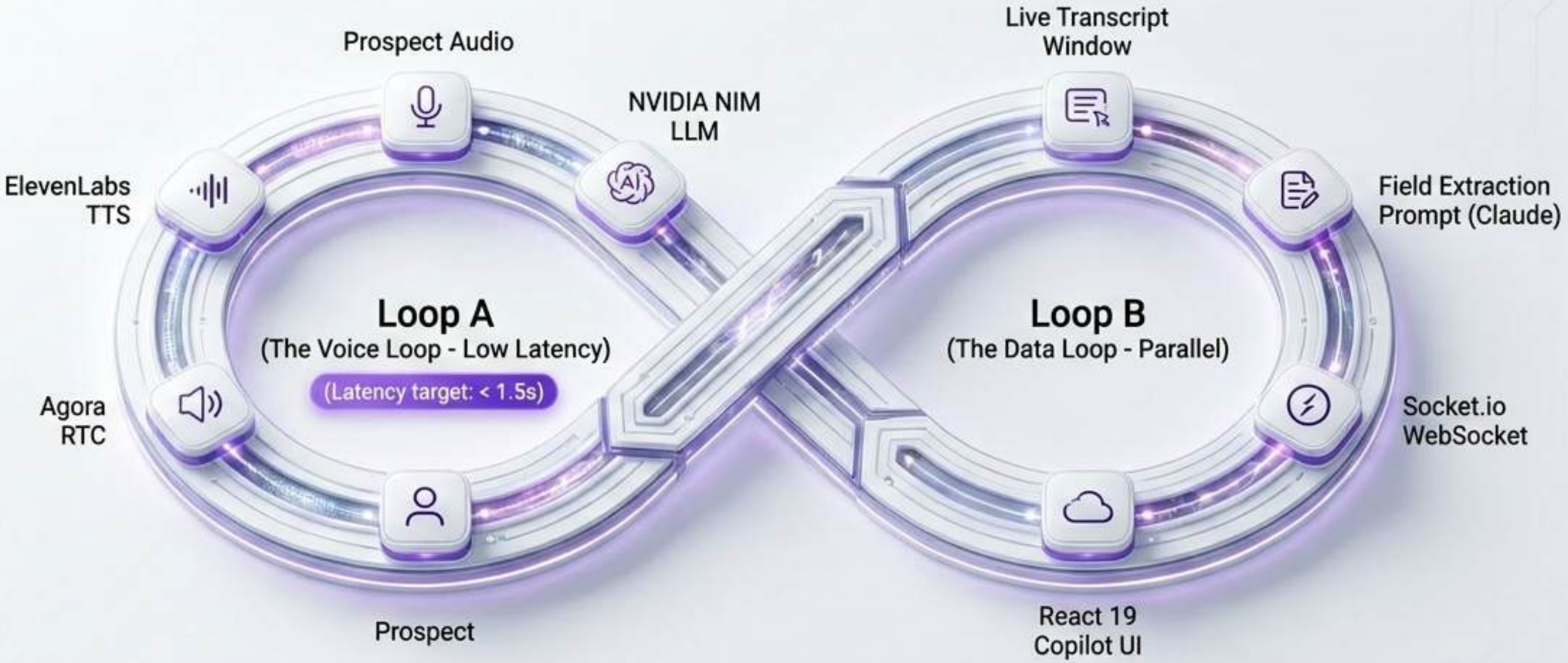
Hard Mute / Pause / Takeover controls.

Rule 6: No Punitive Scoring

Additive-only logic; rep owns disqualification.

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Under the Hood: Asynchronous Dual-Loop Architecture



Field extraction runs in parallel with the conversation. It does not interrupt the AI's voice turn, ensuring natural dialogue.

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The Business Impact

	Solo Sales Rep	Rep + Human Sales Engineer	Rep + DealPilot AI
Cost/Scalability	Low	Very High / Bottlenecked	**Low / Infinitely Scalable**
Technical Accuracy	Poor (Guessing)	Excellent	**Excellent (Grounded in KB)**
CRM Handoff Quality	Inconsistent / Manual	Good / Manual	**Perfect / Automated JSON**
Latency to Next Step	Days	Weeks (Scheduling)	**Instant**

DealPilot combines the scale of a solo rep with the precision of a technical engineer.

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Scaling Technical Sales



By decoupling technical knowledge from human scheduling bottlenecks, DealPilot AI transforms discovery calls from a constraint into an engine for growth.

100%	0	< 1.5s
Demo Call Completion	Fabricated Facts	Voice Latency

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