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I know NOTHING about AI agents.

Here’s how I made a pitch deck.

TENEMENT RECORDS

So I asked Gemini.

People kept talking about AI agents. I didn't really understand them, so I asked Gemini for a business pitch.

INITIAL GEMINI OUTPUT · UNEDITED

Vespera AI: Autonomous Revenue Operations & Contract Intelligence

Overview
Enterprise revenue teams lose up to 35% of deal velocity to manual CRM hygiene, fragmented Slack approvals, and repetitive contract redlining. Vespera AI is an autonomous revenue execution platform that embeds directly into your existing GTM stack (Salesforce, Slack, DocuSign, and NetSuite) to manage the post-call-to-close lifecycle with minimal human intervention.

Rather than acting as a passive copilot that waits for prompts, Vespera deploys goal-driven autonomous agents that continuously monitor deal progression, draft context-aware commercial terms, and coordinate cross-functional sign-offs in real time.

How It Works
1. Autonomous Deal Desk & Redline Agent
Triggered automatically after customer discovery or negotiation calls, Vespera's Autonomous Contract Agent ingests call transcripts, cross-references historical pricing tiers, and generates tailored MSA/Order Form redlines. For standard deviations within pre-set margin thresholds, the agent autonomously negotiates routine terms via email threads with counterparty procurement teams.

2. Cross-System State Reconciliation
Using a continuous Contextual Memory Layer, Vespera reconciles unstructured communications (Slack threads, Zoom summaries, email chains) against structured ERP and CRM records—automatically updating forecast stages, flagging churn signals, and triggering invoice generation upon signature.

3. Policy-Bound Autonomy (Guardrailed Execution)
Enterprise leaders define commercial guardrails (e.g., max discount caps, payment net terms) in natural language. Within those boundaries, Vespera operates on an autonomous execution loop, escalating only non-standard edge cases to human deal-desk reviewers via a single-click Slack approval card.

Early Enterprise Results (Design Partner Cohort)
• 42% reduction in quote-to-cash cycle time across mid-market and enterprise deals.
• 68% of routine contract redlines resolved autonomously without legal team escalation.
• Deployed across 14 B2B SaaS design partners; currently closing an $18M Series A to expand into autonomous procurement workflows.

"I didn't know enough to judge the product. I did wonder where the fourteen design partners had come from."

A little cosmetic treatment.

ChatGPT + Claude

I worked on the draft with both.

Then my alter ego.

Through Claude, I applied a multi-persona prompt built around an alter ego of mine.

Then I asked Claude to turn it into a pitch deck.

My contribution at the end.

I adjusted the fonts and colours.

I left the wording alone.

I didn’t understand it well enough to edit it.

Here’s what came out.

Vespera AI



Bounded-authority agents for revenue operations and contract intelligence

Fictional company. Every figure in this deck is invented.

Every deal stalls somewhere

1

THE BUYER

Wants quarterly billing

2

FINANCE

Requires annual prepayment at that discount

3

PROCUREMENT

Sent back a new termination clause

Someone has to work out what can move forward, and get it done.

Vespera coordinates the work between a commercial agreement and a billable contract

Salesforce | Slack | Email | DocuSign | NetSuite

It investigates deal blockers, develops permitted options, and takes the next step your policies already authorize.

Agents draft. Rules decide. People sign

AGENTS

Draft

Interpret requests, gather evidence, prepare proposals.

POLICY ENGINE AND EXECUTION SERVICE

Decide

Check every package against written policy before it is sent or posted.

PEOPLE

Sign

Binding acceptance and signature stay with authorized signatories.

Four parts of the system

1. Investigate
2. Negotiate
3. Contain
4. Bill

Investigate the blocker, propose a path

1. Retrieve the current agreement
2. Compare the request with approved policy
3. Ask the account owner to clarify
4. Prepare alternative proposals

Every recommendation links to the request, document version and policy.

Buyer asks for quarterly billing at the annual-prepay discount

OFFER A

Quarterly billing, standard discount

OFFER B

Annual prepayment, requested discount

Neither accepted? Vespera names the exact exception that needs approval.

Negotiate within a defined mandate

1

Rules, not model judgment

A rule-based engine evaluates the whole package. The model cannot override it.

2

Concessions are paced

One fallback per round, only for a named buyer movement. Rounds are capped.

3

Automation is disclosed

Every message names Vespera as an assistant. Proposals expire and are non-binding.

4

Sending is a separate service

Authority, approval, recipient and version are checked before anything leaves.

Free-form text never reaches the controls

EVIDENCE

Read, never obeyed

- Buyer emails and attachments
- Call transcripts
- Slack messages
- CRM notes
- Anything a colleague pastes in

NO PATH

CONTROLS

Changed only by people

- Policies: admin console, logged
- Approvals: SSO-bound actions
- Outbound: assembled from validated terms

A typed “approved” in a thread is evidence, not an approval.

Approvals hold through signature and billing

1

Segregation of duties

A dedicated NetSuite role posts. A named finance approver signs off each auto-posting rule.

2

Revenue recognition stays with finance

Vespera never touches revenue schedules. Terms that affect recognition always route to finance.

3

Every write is reversible

Each posting stores before and after records and a prepared reversal entry, with an exportable audit trail.

Early results

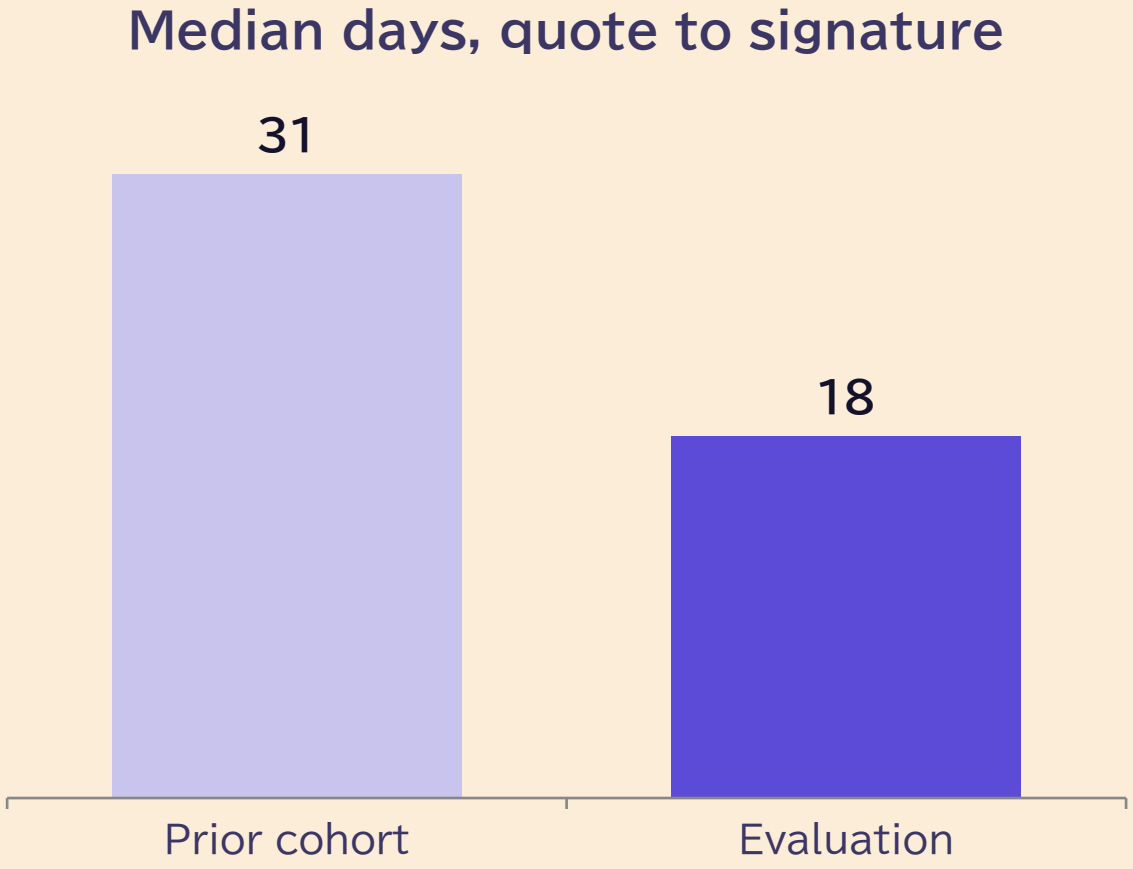
12 weeks · 14 design partners · 1,260 eligible opportunities, 38% of those at quote stage

Quote to signature in 18 days, down from 31

42%

lower median time from quote to signature, among signed deals

Prior cohort: the same 12 weeks of the previous fiscal quarter at the same partners.



Faster without giving more away

SIGNED WITHIN 60 DAYS

46%

Up from 41%

MEDIAN DISCOUNT, SIGNED DEALS

11.8%

Down from 12.1%

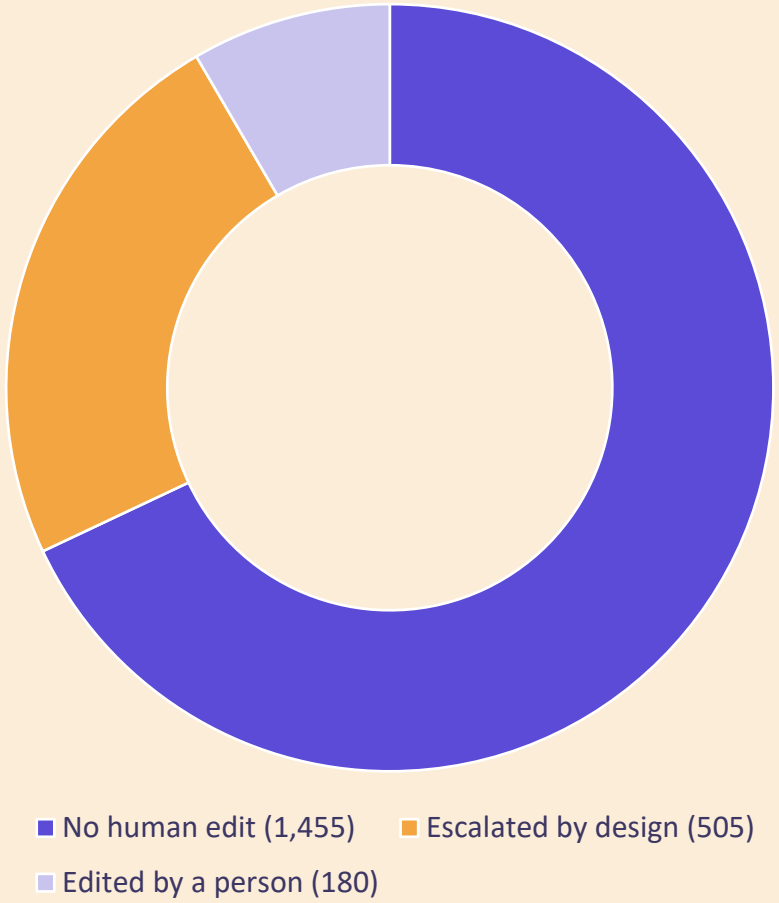
SIGNED WITH A NON-STANDARD TERM

7%

Down from 8%

Both cohorts were followed for 60 days from quote submission. Deals unsigned at day 60 count as unsigned; they are not dropped.

68% of routine redlines needed no human



2,140

routine requests in scope, 61% of all 3,510 redlines on eligible deals

196 of 200

sampled no-touch replies matched what partner counsel would have sent

Billing held up, and the blocks worked

94%

Of 580 billing packages accepted by finance without correction

0

Credit memos or reissues traced to Vespera

64

Sends blocked before they left

1

Incident: a stale attachment, recalled the same day

Six weeks to a first workflow

1. **Map policies and authority**
2. **Replay historical deals**
3. **Run in observation mode**
4. **Enable sends and writes separately**

6 weeks
Median, one contract family

32 hours
Of customer time, median

$20K–$45K
First-year implementation fee

For partners with written policies. 5 of 14 needed about 7 more weeks to write theirs down first.

Who answers for a proposal

The customer owns the mandate

A proposal sent within the mandate is sent on your behalf. Configure only terms you are prepared to honor.

Vespera owns execution errors

Out-of-mandate or mis-assembled messages are ours: a recall notice within one business hour, and correction costs up to the contract cap.

Counsel reviews the mandate, disclosure wording and liability terms before external sending is enabled.

What Vespera does not do

- ✕ Sign, accept or execute a contract
- ✕ Write policy, or act where none is written
- ✕ Negotiate beyond its mandate
- ✕ Create or change revenue schedules
- ✕ Take instructions from emails, chat or CRM notes

LIMITS OF THE EVIDENCE

- Observational, with no randomized control
- Partners chose to take part
- Deal mix and process changes may have contributed

Revenue Model

Put Your Own Numbers.
I don't wanna make it too realistic.

Give routine deals a next step, within the authority you have already defined

Vespera AI



Fictional company. Every figure in this deck is invented.

WHAT YOU SHOULD NOT DO

Actually pitch this to investors.
The company is fictional. So are the results. Those impressive charts? Invented too.

Go looking for Elizabeth's alter-ego prompt.
It isn't on GitHub. It isn't hiding somewhere else online, either.

WHAT YOU SHOULD DO

Invest in TENEMENT RECORDS.
That's a joke. Apparently we have to say that.

Buy the AIDD manual.
AI Due Diligence, disguised as a LOWLAND WIRE tour programme. Coming from TENEMENT RECORDS in early 2027. This one will cost you.

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