



Poggio: The Revenue Superagent that unlocks your revenue plan

Poggio identifies your best opportunities and arms your team with tailored POVs, automated account plans, and actions to close them—all in Salesforce and Slack.



Deeply understand customers

Poggio unifies intel from Salesforce, Gong, and thousands of external data sources for the most comprehensive POV on every customer, their needs, and how you solve them.



Prioritize your best deals

Poggio focuses your team where they'll win, stack-ranking accounts based on how well your solution solves customer challenges.



Drive action

Poggio guides sellers and agents with always up-to-date account plans, relationship maps, and next actions that move deals forward.

Real-time customer intelligence and context for every Salesforce opportunity.



Always current and comprehensive

Combined intel is constantly updated & refined for thorough, up-to-date insights on all accounts.



Tailored to your organization

Configured to your sales motion and value framework to scale best practice across sellers.



Built for people and agents

Boosts seller performance and enables agents with real-time context that powers their actions.



Aligns team on customer value

Equips sellers and agents with a unified view of each customer and how best to grow value.



Intelligence delivered your way

Intel shows up where needed with Revenue Agents embedded as teammates to sellers and agents in the places they already do their work.



Easy to operate

Intelligence that works how you work: Easy to configure and scale, follows existing security protocols, puts control in the admin's hands.

Poggio is the fastest path to putting intelligence at the center of your revenue team.

1

Install the managed package
Quick, secure setup inside Salesforce.

2

Auto-populate insights
POVs, account plans, and actions auto-generate and update continuously.

3

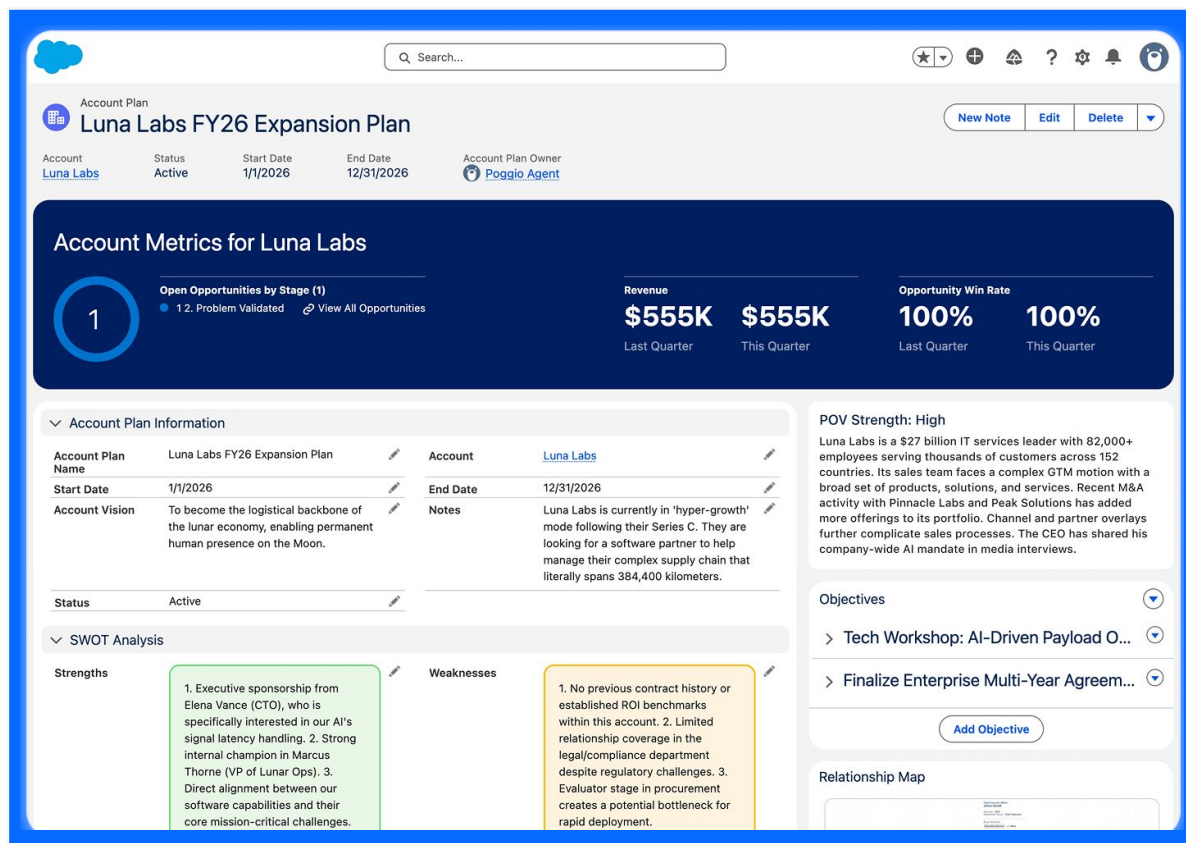
Access everywhere
Real-time intelligence flows where sellers and agents work—in Salesforce, Slack, and Agentforce.

Real-time customer intelligence, natively in Salesforce and Slack

Poggio for Salesforce

Poggio delivers real-time intelligence natively in Salesforce with tailored POVs for every account based on customer priorities and challenges, and how you solve them.

Poggio stack-ranks accounts based on POV strength and delivers automated account plans and next actions to arm your sellers to win.



Account Plan
Luna Labs FY26 Expansion Plan

Account Plan Owner: Poggio Agent

Account Metrics for Luna Labs

Open Opportunities by Stage (1)
1. 12. Problem Validated View All Opportunities

Revenue: Last Quarter \$555K, This Quarter \$555K
Opportunity Win Rate: Last Quarter 100%, This Quarter 100%

Account Plan Information

Account Plan Name	Luna Labs FY26 Expansion Plan	Account	Luna Labs
Start Date	1/1/2026	End Date	12/31/2026
Account Vision	To become the logistical backbone of the lunar economy, enabling permanent human presence on the Moon.		
Status	Active		
Notes	Luna Labs is currently in 'hyper-growth' mode following their Series C. They are looking for a software partner to help manage their complex supply chain that literally spans 384,400 kilometers.		

SWOT Analysis

Strengths

- 1. Executive sponsorship from Elena Vance (CTO), who is specifically interested in our AI's signal latency handling.
- 2. Strong internal champion in Marcus Thorne (VP of Lunar Ops).
- 3. Direct alignment between our software capabilities and their core mission-critical challenges.

Weaknesses

- 1. No previous contract history or established ROI benchmarks within this account.
- 2. Limited relationship coverage in the legal/compliance department despite regulatory challenges.
- 3. Evaluator stage in procurement creates a potential bottleneck for rapid deployment.

POV Strength: High
Luna Labs is a \$27 billion IT services leader with 92,000+ employees serving thousands of customers across 152 countries. Its sales team faces a complex GTM motion with a broad set of products, solutions, and services. Recent M&A activity with Pinnacle Labs and Peak Solutions has added more offerings to its portfolio. Channel and partner overlays further complicate sales processes. The CEO has shared his company-wide AI mandate in media interviews.

Objectives

- > Tech Workshop: AI-Driven Payload O...
- > Finalize Enterprise Multi-Year Agreem...

Relationship Map

#customer-luna-labs

Romina 11:42 AM
@poggio build me an account plan for Luna Labs

Poggio APP 11:42 AM

- ✓ Query Salesforce
- ✓ Read call transcript
- ✓ Search contacts
- ✓ Write account plan

Luna Labs: Expansion Plan

Account Plan: Poggio Labs

Account
Luna Labs

Status
Active

Start date
Mar 22, 2026

End date
Jun 21, 2026

Poggio for Slack

Salesforce admins can push Poggio customer intelligence and context direct to sellers in Slack, including:

- Automated account plans,
- Customer news and updates,
- Sales plays, content, and more to guide their actions.

Sellers can engage directly with Poggio's Superagent in Slack, asking questions to get account-specific guidance, having Poggio draft outreach and update account plans, and getting coaching on the best sales approach within each account—all based on Poggio's real-time intelligence.