



If Knowledge Doesn't Scale, Revenue Won't.

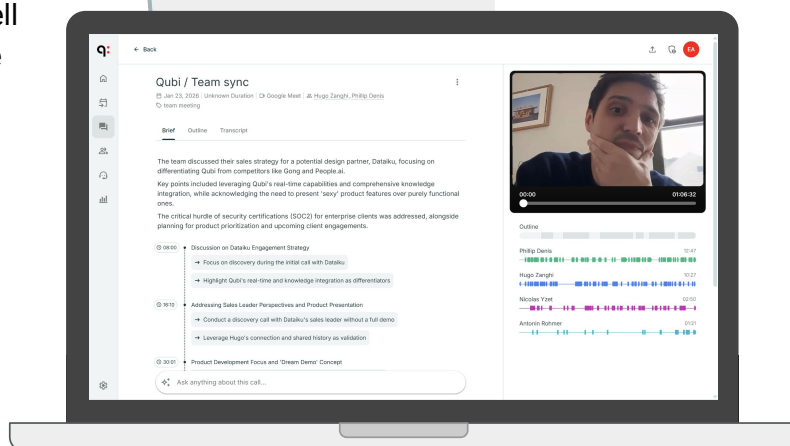
Founder Instinct. Rep Scale.

Headcount doesn't scale revenue,
knowledge transfer does.

As you hire your first Account Executives,
success depends on how quickly they can sell
with the judgment, credibility, and knowledge
that built your early wins.

Qubi turns expertise locked in your founders,
product teams, and top performers into
real-time guidance every rep can use.

Like having your **founder**,
product, and **sales leader** in
every meeting.



Turn Instinct into Method

Qubi analyzes winning conversations
and identifies the behaviors that move
deals forward.

- Extract discovery patterns that create urgency
- Capture positioning that resonates
- Identify how top sellers handle objections
- Convert tribal knowledge into structured plays

Outcome:

What used to live in people now lives in
the system.



Build Confidence Faster

New AEs shouldn't wait months to
sound experienced.

Qubi delivers live coaching and instant
access to internal knowledge* so reps
can answer tough questions without
hesitation.

- Guidance on what to ask next
- Approved answers to product, API, security, or pricing questions
- Relevant proof points surfaced in the moment
- Less dependence on founders or managers

Outcome:

Credible reps from their earliest calls.



Codify What Good Looks Like

If excellence isn't defined, it can't be
repeated.

Qubi creates visibility into winning
behaviors and reinforces them across
every rep and every meeting.

- Standardize discovery and qualification
- Ensure consistent value articulation
- Make next steps predictable
- Measure execution quality across the team

Outcome:

Repeatability replaces heroics.

* Qubi integrates with your existing systems — including Zoom, Google Meet, Microsoft Teams, CRM, calendar, Slack, Google Drive, Notion, Confluence, Dust, Aircall, and additional data sources — to make company knowledge accessible in real time.