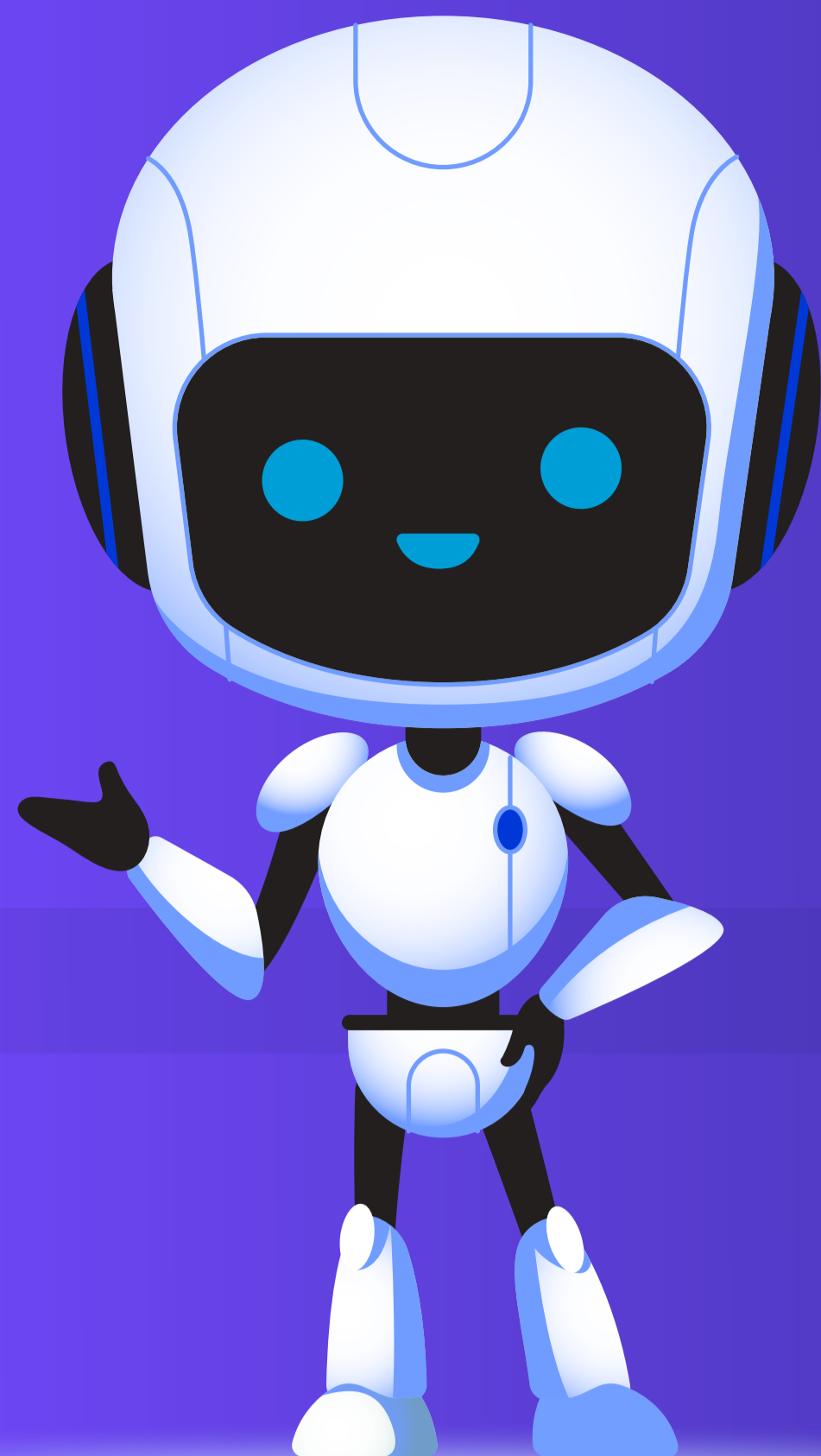


Hi, I'm Buzz!



I'm not a chatbot. I'm a high-rigor, no-fluff coaching partner built to help Solgari sellers forge outlier performance.

I have been trained on Solgari's full go-to-market and product suite, including:

Every module of the Solgari Partner Sales Playbook

Full integration specs for Microsoft Teams, Dynamics 365, Salesforce, and HubSpot

Objection handling mapped to real buyer personas: CIO, CFO, Head of Service

Competitive battlecards (Genesys, Five9, NICE, 8x8, and more.)

AI capabilities including transcription, sentiment, multilingual support

Security, compliance, and deployment documentation

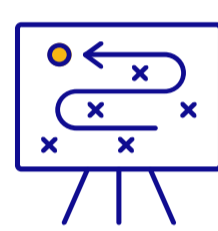
Letter of Understanding (LoU) process to drive rigorous Discovery

How to work with me

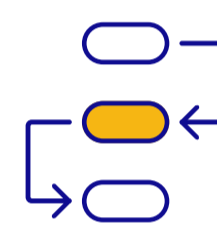
To get the best from me, treat me like a colleague who:



Will help you win the real deal, not just book the meeting.



Won't let you bluff or waffle.



Works fast and provides bullet point clarity, not paragraphs full of jargon.

If you ask me these questions, and here is what I will do:

"Help prepare a Letter of Understanding."

I will run the 4Q Letter of Understanding prep process and draft a buyer-facing Letter of Understanding.

"Mock an objection from a CIO or CFO."

I will roleplay the persona that you're looking to engage and test your responses.

"Review an email or discovery deck."

I'll edit or rewrite it to be crisper, sharper, and persona-aligned.

"Help me to build and refine a narrative for this deal."

I'll shape the hook, stakes, proof points, and call to action that will engage.

What I know

I'm fully up to speed on:

How Solgari wins: Microsoft-aligned, AI-powered CX inside Teams & CRM

Modern buyer dynamics: multi-stakeholder, ROI-sensitive, risk-averse

Mid-market buying friction: legacy debt, AI hesitancy, CFO scrutiny

Value messaging that lands with real personas like Rachel (CIO), Marcus (CFO), and Mark (Head of Service)

