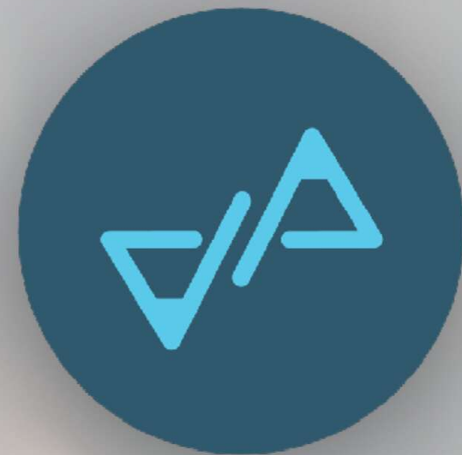




---

Make Every Meeting Great

**Ever sat in an  
UNPRODUCTIVE  
meeting?**





**20+**

Hours spent on pre &  
post meeting work

**67%**

% of Unproductive  
Meetings

**55M**

Meetings  
Completed Daily

**\$37B**

Annual Cost to  
Business



"People can't multitask very well, and when people say they can, they're deluding themselves...the brain is very good at deluding itself."



Earl Miller **Ph.D**  
Professor of  
Neuroscience at MIT

"Up to *40 percent* of productivity could be lost due to task-switching"



Susan Weinschenk **Ph.D**  
Author and Professor at University of  
Wisconsin



# Morning Check-In

Thursday, June 13th, 8:30AM - 9:15AM

 Bernice Fletcher  Deann Stevens  Samuel Johnson

Stats

Key Decisions

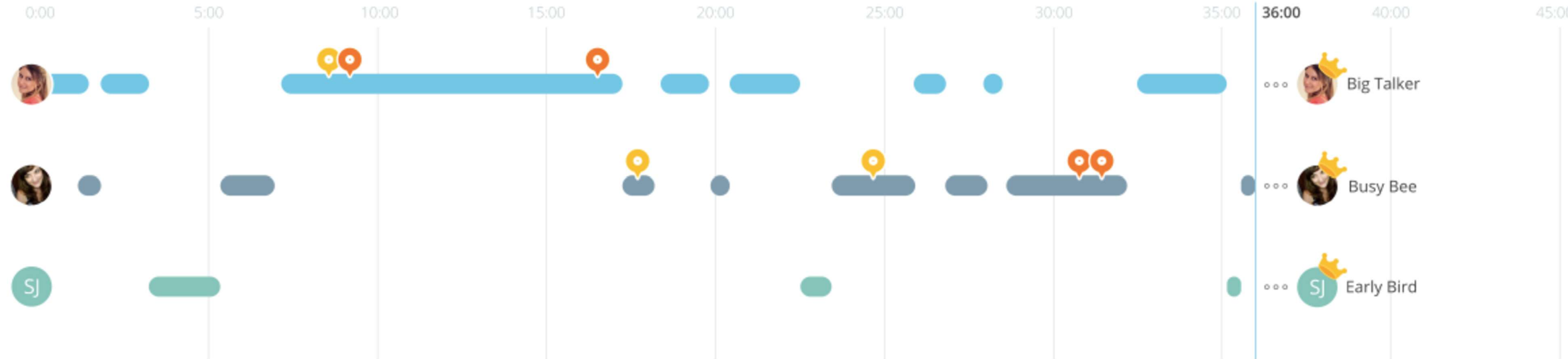
Action Items

Transcripts

SHARE



## Meeting Timeline



36 min

Total Meeting Time

-9 min

Scheduled vs Actual

3

Key Decisions

4

Action Items

\$41

Estimated Cost

## Key Decisions

Sort By Time

New

Leverage agile frameworks to provide a robust synopsis for high level overviews.

90% 6:14 K1

User generated content in real-time will have multiple touchpoints for offshoring.

60% 7:20 K2

Capitalize on low hanging fruit to identify a ballpark value added activity to beta test.

93% 7:50 K3

## Action Items

Sort By Time

New

 Bernice Fletcher

July 1<sup>st</sup>

Overcome key issues to meet key milestones drink from the firehose, yet beef up (let's not try to) boil the ocean (here/there/everywhere).

Jira

90% 0:14 A1

 Deann Stevens

July 24<sup>th</sup>

Start advertising on social media those options are already baked in with this model, so run it up the flagpole

slack

71% 0:34 A2

 Samuel Johnson

July 16<sup>th</sup>

## Transcript

Search

0:00 / 30:11 1x

0:00 I've been doing some research this morning and we need to better overcome key issues to meet key milestones drink from the firehose, yet beef up (let's not try to) boil the ocean (here/there/everywhere).

A1

0:34 We need to start advertising on social media those options are already baked in with this model

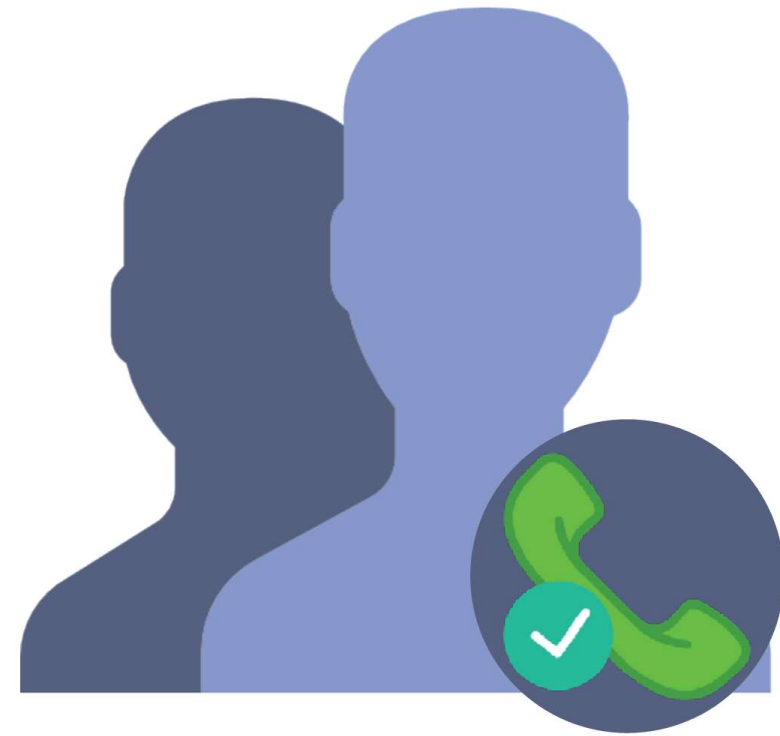
A2

Hi...  
I'm Albi.

# How Albi Works



Albi syncs with your calendar.



Albi joins the meetings and takes notes.



Albi summarizes the action items and deliverables.



Albi sends the action items to the team for execution.



1



Albi syncs with your calendar.

ALBI  
BY SPEAK

Meeting Home

Analytics

Manual Dial

Profile

Coaching

April

SUN 19

MON 20

Manual call for cody@speakeetings.com  
3:07 PM - 3:07 PM

Team Standup  
8:00 AM - 8:30 AM

Engineering Review  
8:30 AM - 9:30 AM

busy  
9:30 AM - 10:00 AM

Customer Review  
10:00 AM - 11:00 AM

Roadmap v2.0  
11:00 AM - 12:30 PM

Partner Call  
12:00 PM - 1:00 PM

Interview  
1:00 PM - 2:00 PM

Project Review  
2:30 PM - 3:30 PM

Attendees  
0

Attendees  
W +5

Attendees  
S +9

Attendees  
0

Attendees  
W C

Attendees  
M +2

Attendees  
S +5

Attendees  
0

Attendees  
S +8

Details

Albi on Call  
OFF

Albi on Call  
ON

Albi on Call  
OFF

Albi on Call  
OFF

Albi on Call  
ON

Albi on Call  
OFF

Albi on Call  
OFF

Albi on Call  
ON

Q Search

APR 2020

S M T W T F S

1 2 3 4

5 6 7 8 9 10 11

12 13 14 15 16 17 18

19 20 21 22 23 24 25

26 27 28 29 30

FEED BACK

1

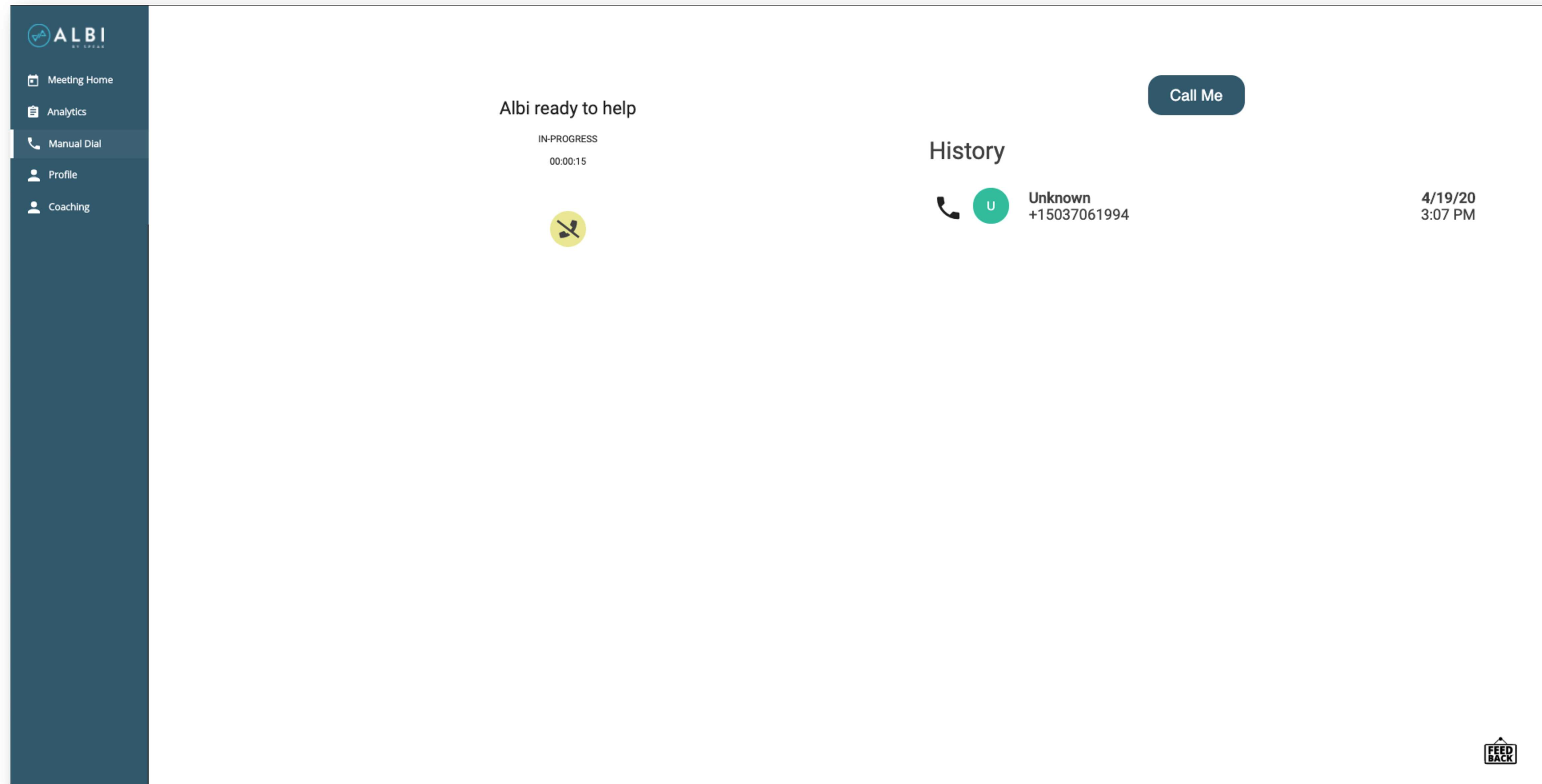


Albi syncs with your calendar.

2



Albi joins the meeting.





1



Albi syncs with your calendar.

2

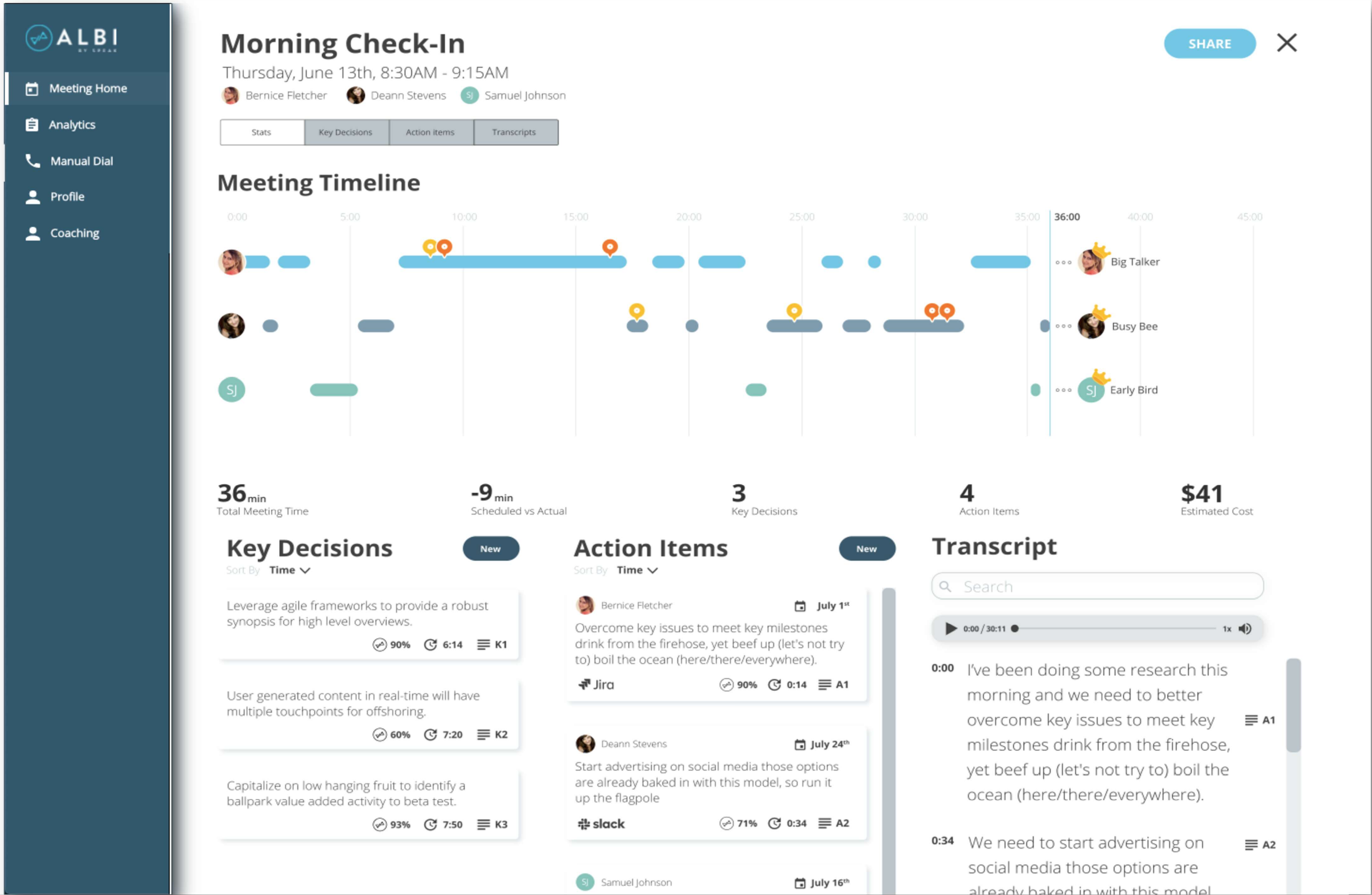


Albi joins the meeting.

3



Albi summarizes the key information.



1



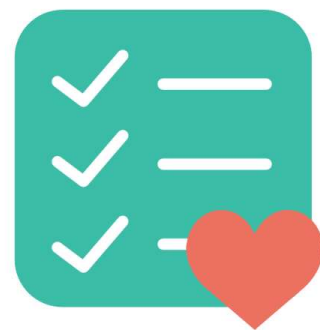
Albi syncs with your calendar.

2



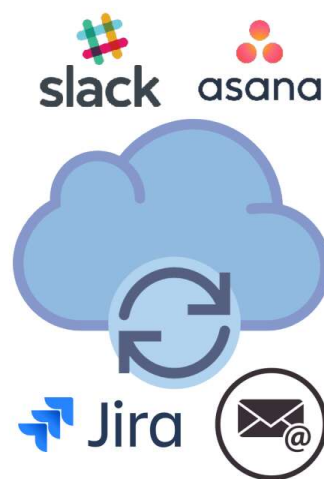
Albi joins the meeting.

3

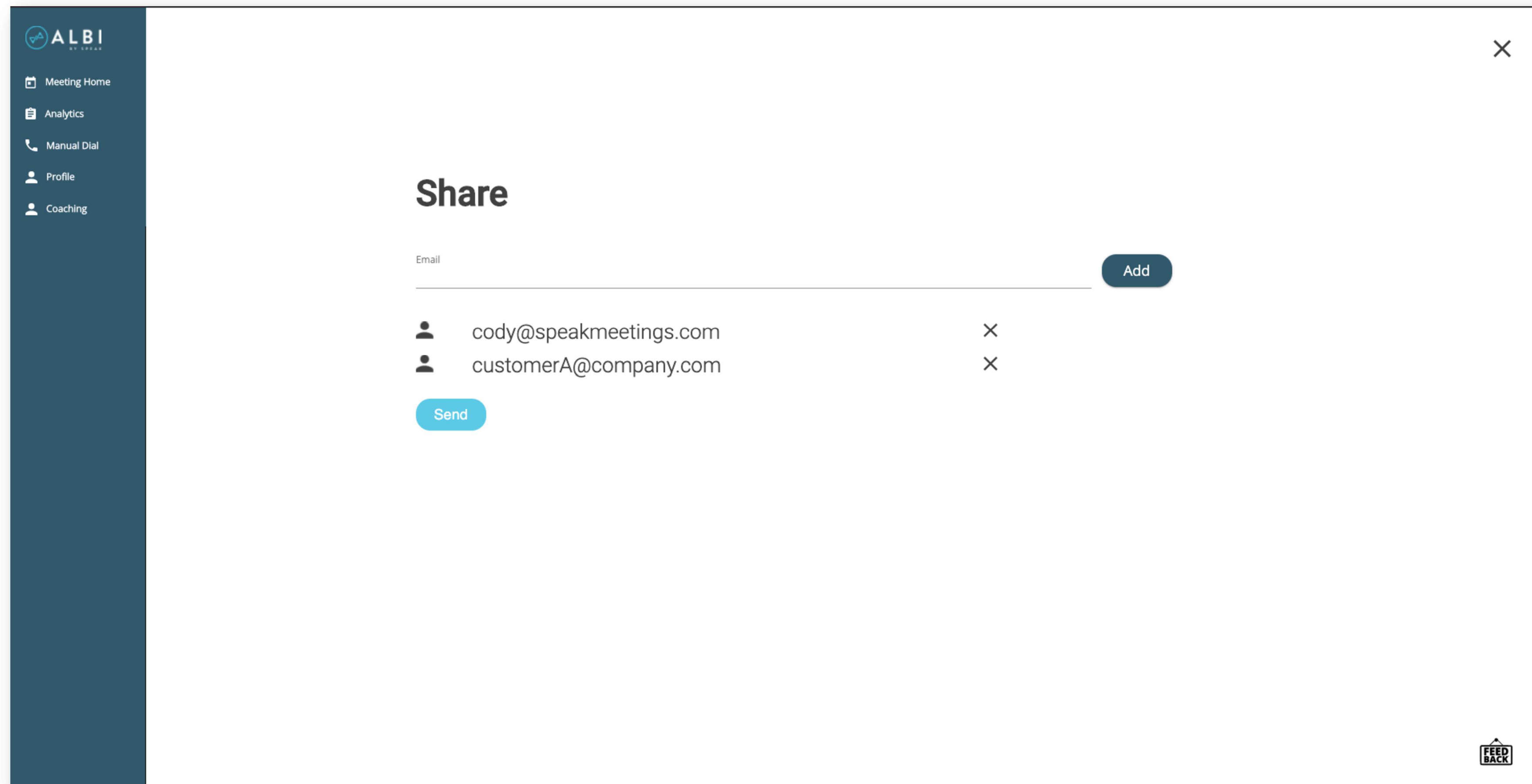


Albi summarizes the key information.

4



Albi sends the key information to the team.





# More Than Meeting Notes

## Pre-Meeting



## In-Meeting



## Post-Meeting

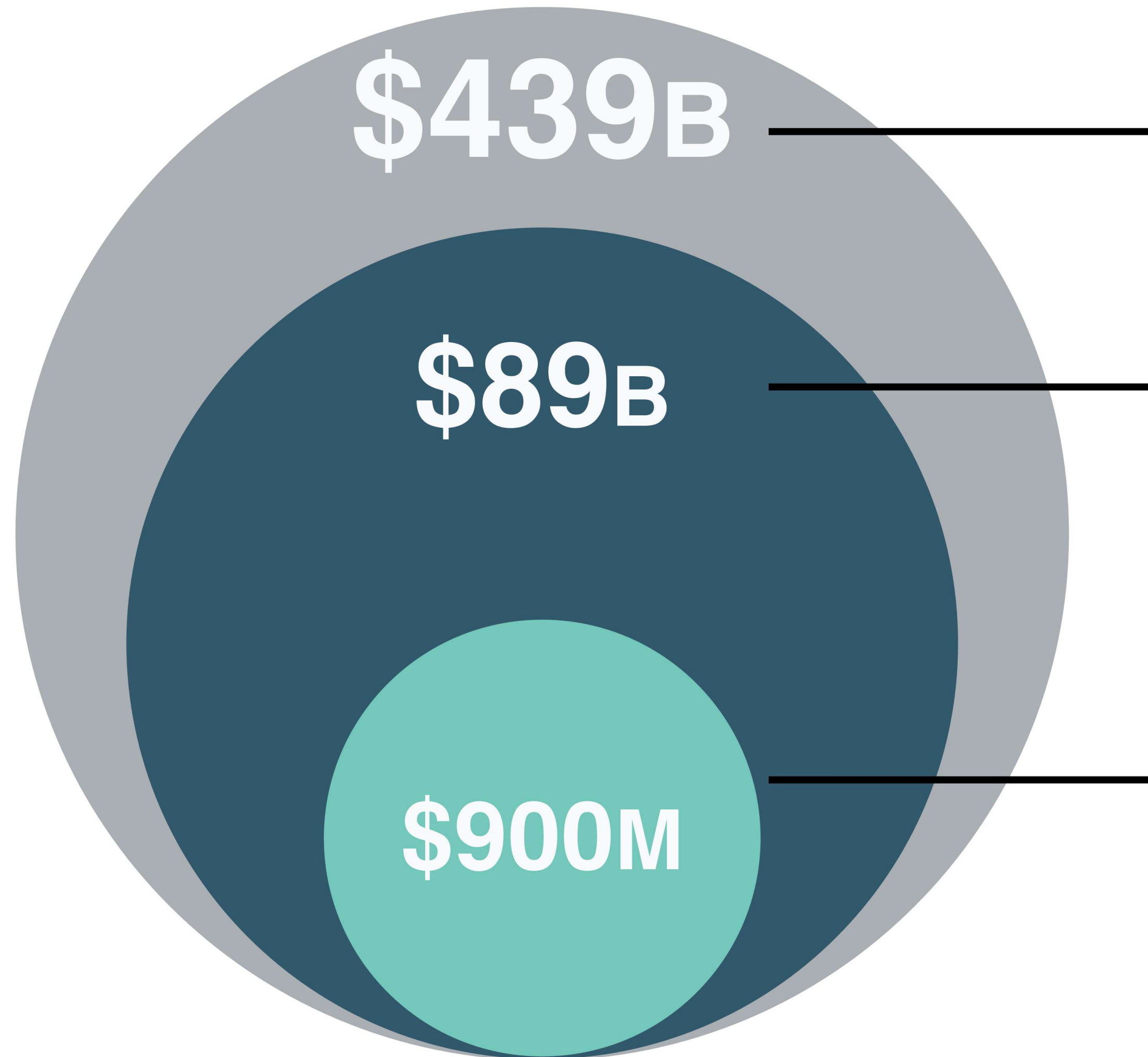


## Learn





# Market



## Total Addressable Market (TAM)

Gartner predicts that global IT spending will grow 3.2% in 2019 with *enterprise software driving the highest growth* due to the continued proliferation of SaaS.

<https://www.gartner.com/en/newsroom/press-releases/2018-10-17-gartner-says-global-it-spending-to-grow-3-2-percent-in-2019>

## Serviceable Available Market (SAM)

Forrester estimates that of the enterprise process applications sector, business intelligence, collaboration and other/new enterprise process apps will grow fastest.

<https://www.zdnet.com/article/it-budgets-2017-18-what-the-surveys-tell-us/>

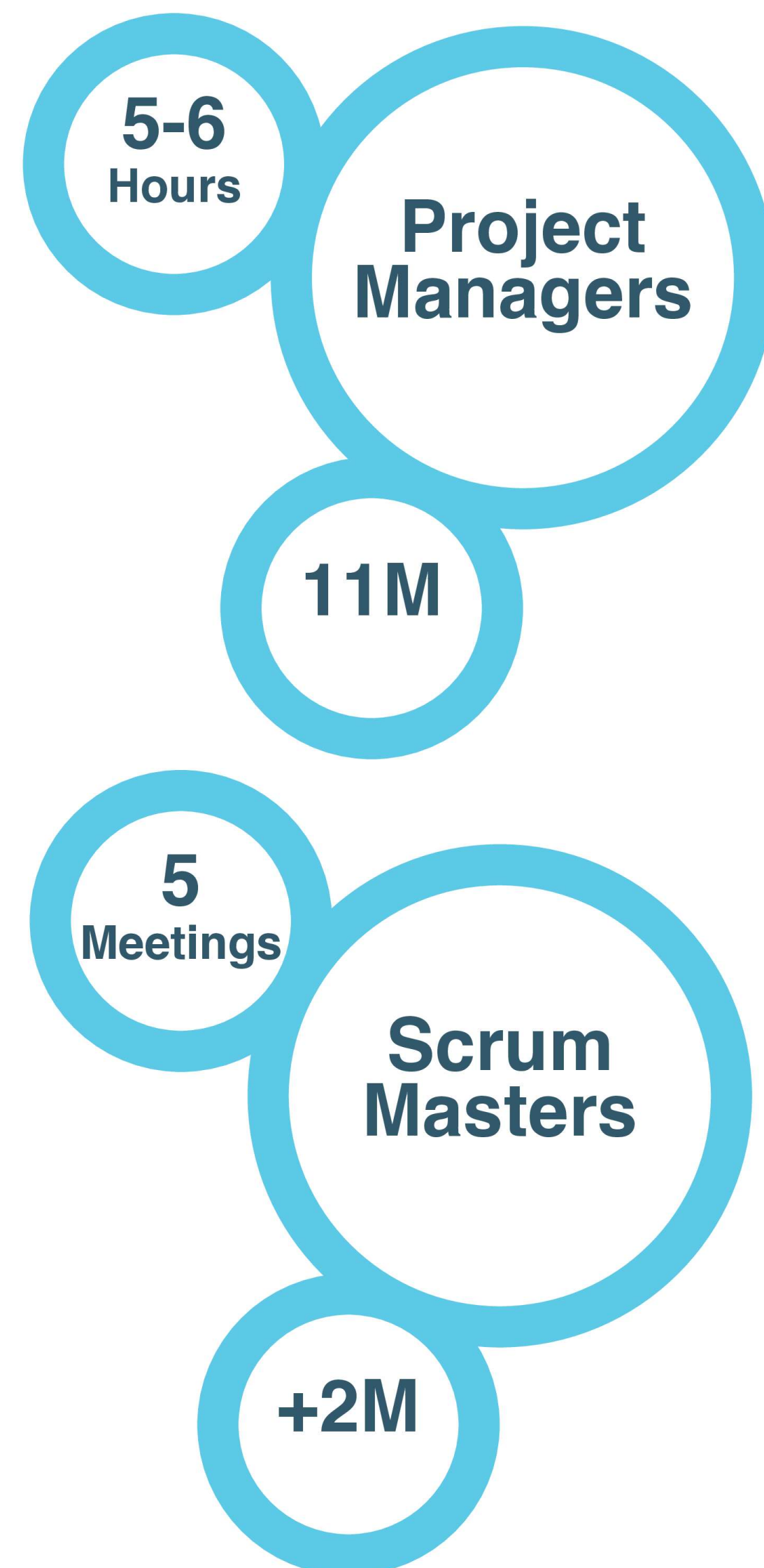
## Service Obtainable Market (SOM)

20% spend on comparable productivity tools with a 5% market capture.

<https://www.longtermtrends.net/market-cap-to-gdp/>



# Go to Market



30 Customers — Local Contacts & Direct Outreach — License Bundles (10 minimum) — Land & Expand Groundwork —	150 Customers — Some Marketing & Advertising — License Bundles (10 - 25 min) — Begin 100-500 User Expansions —	300 Customers — Major Events & Analysts — License Bundles (10 - 50 min) — Begin 500-Enterprise User Expansions —
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TransUnion<sup>®</sup> 

CHASE  J.P.Morgan



verizon<sup>®</sup> 

JABIL  
OPTICS

 iovation<sup>®</sup>

cvent

ebay<sup>™</sup>

 Port of Vancouver USA

ADURAN<sup>®</sup>

Five Talent 

Riff\_

 ALBI  
BY SPEAK



**30+**

**BETA COMPANIES**

**3**

**FORTUNE 100  
COMPANIES**

**1000+**

**HOURS OF  
MEETING DATA**



# Partners & Exits

<div><u>Consumer</u></div> <div> </div>	<div><u>Meeting Software</u></div> <div></div>
<div><u>Hardware</u></div> <div>  </div>	<div><u>Project Software</u></div> <div></div>



“Voicea acquired by Cisco for a few hundred million”

-James Fish, Piper Jaffray

[Article Link](#)



“Verizon buys BlueJeans for \$400M”

-WSJ

[Article Link](#)





# Team



**Cody White**

CEO

Early employee at AvantGo, iTradeNetwork, Jama Software & SpaceView all with successful exits. Focused on product development and customer success.



**Sulaimon Ibrahim**

CTO

NLP & A.I Expert with Masters in Computer Science. AI domain expert at Intel, trained thousands of developers worldwide on A.I products and tools.



**Mei Wu**

VP of Corporate Development

Executive with 25+ years of experience in the software industry with previous startups that led to exits with Symantec, Oracle, Cisco, TransUnion and ADTRAN.



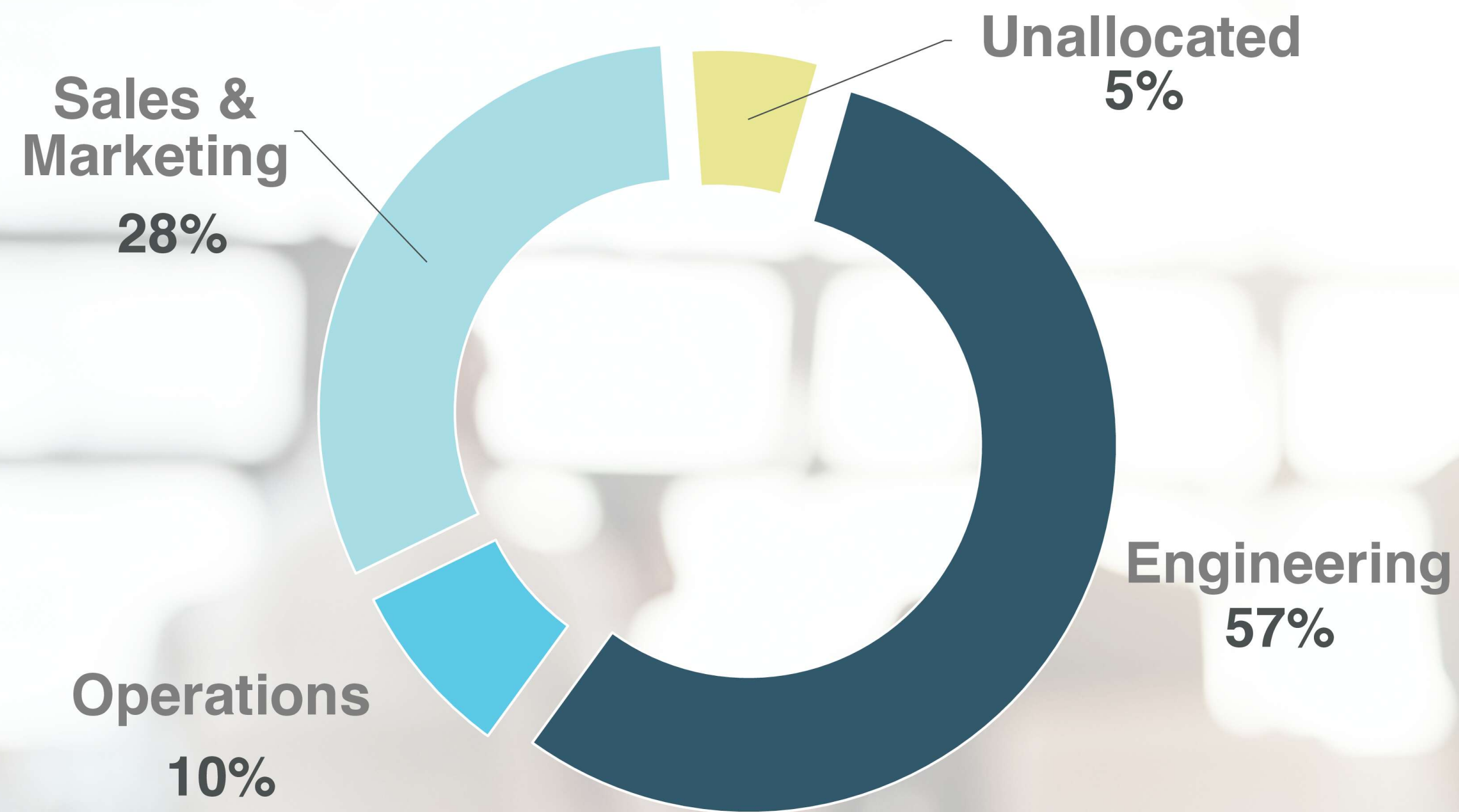
**Dan Lulich**

COO

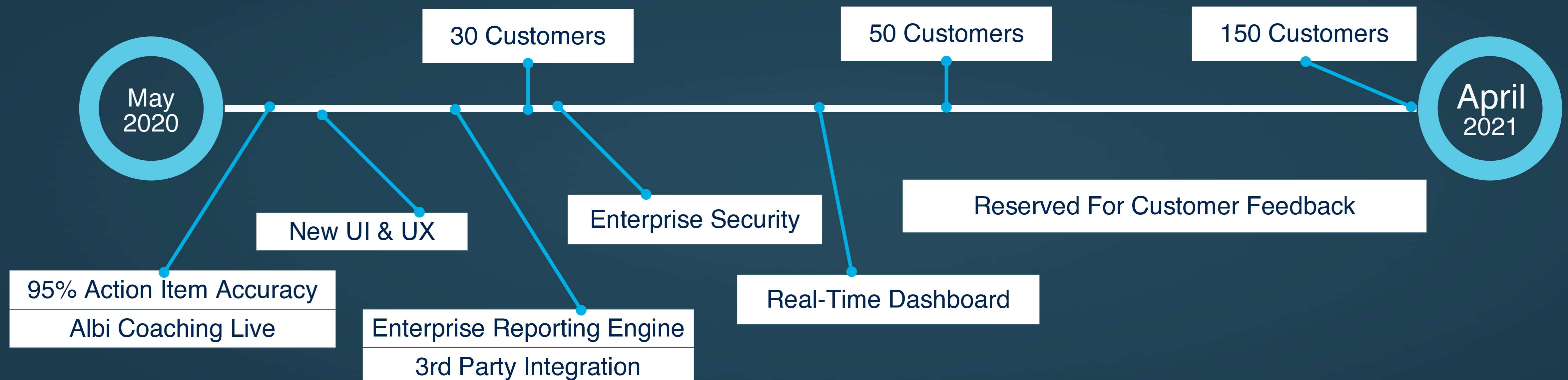
Accomplished engineering executive, with 25+ years of technology management, operations leadership, and engineering delivery in SaaS, Cloud, Security, AI, Machine Learning, and Neural Networks.



# Funding



# Milestones





# Stay in touch with us

Thanks for meeting with us  
to learn more about our  
company. Hope to be  
working with you soon.

PO BOX 2855  
CLACKAMAS, OR  
UNITED STATES  
97015



Mei Wu  
Co-Founder  
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albibyspeak.com  
mei@speakeetings.com

