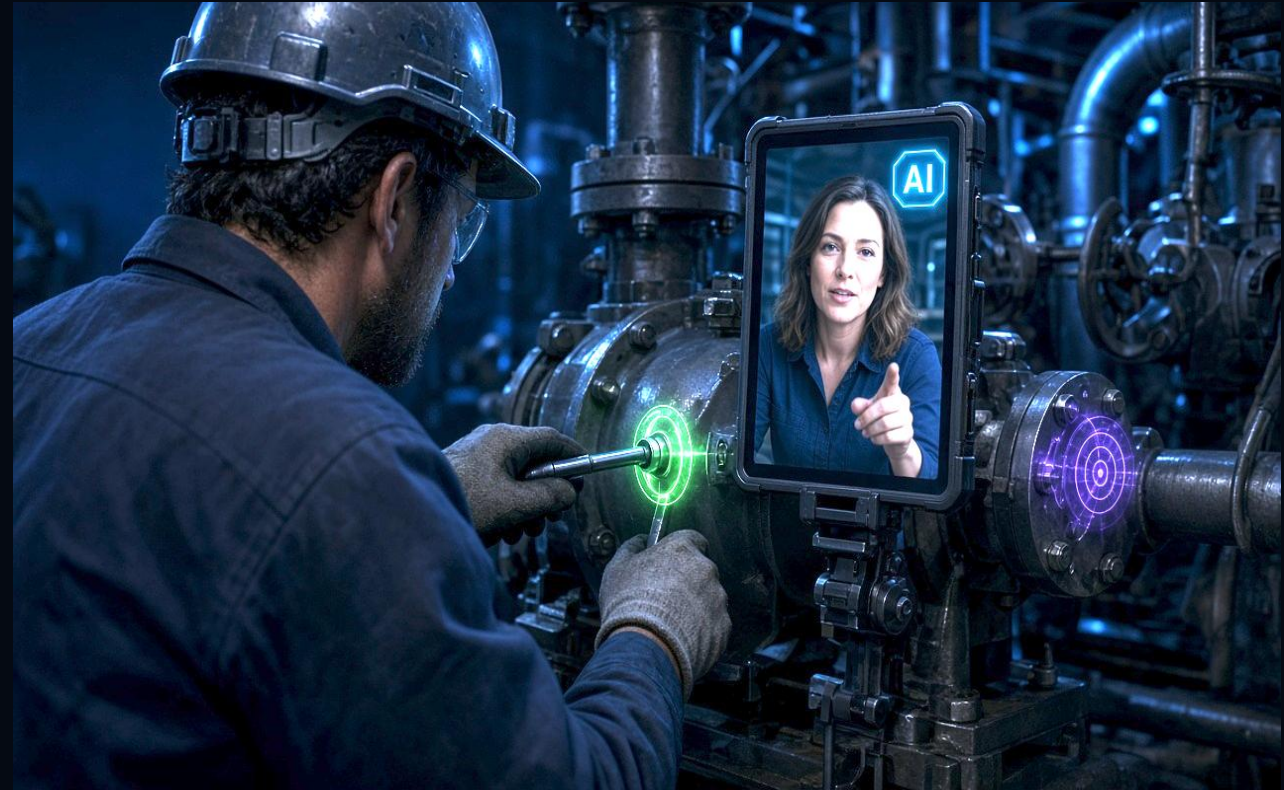


EON LIVE EXPERTS

EON Live Experts: AI video experts for Work Intelligence

Starting with EON Demo Specialist: an AI coach
and a disclosed AI co-presenter for every sales call

Dan Lejerskar, Founder & Chairman, EON AI Ventures | Draft for review



Sales is our weakest point. Demos depend on a few experts.

5

new meetings per seller, per week

3-4

new sellers being hired

15+

products in the One Platform to
demo

"Sales is now our weakest point and the most important thing in the company." Dan, 6 Oct 2026

- A strong demo needs someone who can open the real product, explain it simply and answer hard questions. Today that is mostly Dan.
- More meetings with the same few experts means weaker demos or experts on calls all week.
- The same is true for customers: mentors, assessors and field experts do not scale.

Why incidents happen: you cannot prevent what you cannot see



- Facility data records the consequence of work, after the fact, not the cause
- The cause sits in intent, judgment, field execution and governance, where EON estimates more than 70% of incidents start
- Almost every incident gives a warning first. Somebody did not see it, or saw it and did not act
- An AI that sees work as it happens can speak up in time

Source: EON AI Ventures, "Preventing Incidents Where They Are Born" (July 2026). Illustration.

AI that sees and reacts in real time

Yesterday: the relay

Voice to text, text to a language model, model to voice. It hears words. It does not see the work.

Now: an AI that watches

Reads the shared screen and the camera, notices hesitation or a wrong move, and speaks up while it is happening. Tavus Griffin goes further: one model that listens, watches and talks at once.

What it can see: the prospect's shared screen, a learner's simulator, a worker's camera. It reacts to the work, not only to the words.

Honest status: Griffin is a research preview with no customers yet; Tavus is holding it back while it builds disclosure safeguards. In Tavus's own 1-minute test, 48% (26 of 54) thought it was human. EON pilots on today's production models (Raven-1 perception already sees the shared screen and camera) and requests Griffin access.

One face and voice for the **Learn, Train, Perform** loop

SELL

- 1 Demo Specialist: coach + co-presenter
- 2 Seller sparring partner (Tacit-grounded)

LEARN

- 5 Tacit structured interviewer
- 6 Tacit Living Expert (named expert twin)

TRAIN

- 3 Brainy Soft Skills upgrade: lifelike faces
- 8 Genesis mentor with a face
- 9 Situation Room crisis roleplay

PERFORM

- 4 Field IQ expert on the call
- 7 Tacit-grounded oral examiner
- 10 Competence IQ / Permit IQ pre-briefing

Use cases 4 to 10 share the same "sees and reacts" ability shown in the MRO showcase. Every conversation leaves evidence that flows back into the platform.

EON Demo Specialist: coach + co-presenter

Mode A: private coach (pilot)

- For Dan or the presenting seller
- Prompts on a second screen: missing discovery facts, next demo, time left
- Objection cards with approved answers
- No face on screen; prospect still told AI and recording are in use

Mode B: visible co-presenter (pilot)

- Labelled AI joins Zoom, Meet or Teams
- Runs the demo in Dan's order, answers from approved material
- Seller owns the relationship and can take over any time
- Writes the outcome to Radar; sends nothing on its own

Decision: pilot A and B together. **Next phase:** Mode C, a 24/7 self-serve demo room that books meetings. Later: Mode D, personalised follow-up videos.

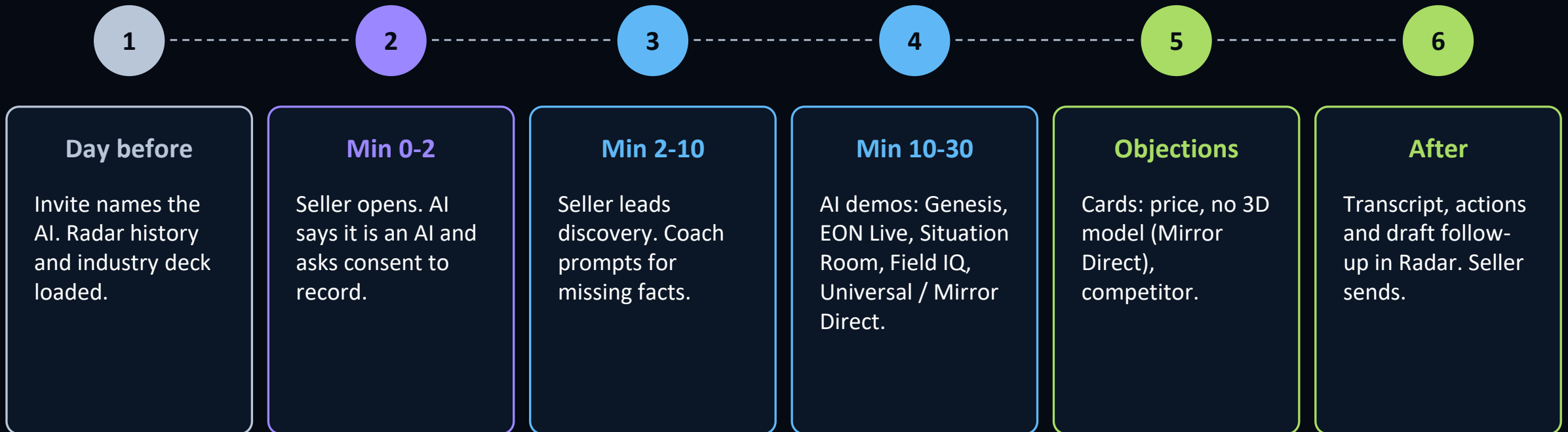
A clearly labelled AI co-presenter tile



Illustration.

- Joins Zoom, Google Meet or Microsoft Teams as a named AI participant
- "AI" label on screen for the whole call
- Demonstrates the product while the seller leads
- Private coach panel is visible only to the EON presenter

A 30-minute call, step by step



Always show Genesis and Field IQ. "No 3D model" leads to Mirror Direct. Deep-dive products only in due diligence.

"Don't do that. Do this."



Reference: in Tavus's Griffin demo, the AI watches a person soldering a circuit board and corrects them in real time. For EON: an expert looking over the worker's shoulder, correcting the next step before it goes wrong. Pilot on production perception (Raven-1, sees camera and shared screen). Griffin itself is research preview only. [Demo link TBD]

Connects to

Field IQ expert on the call

Tacit structured interview

Tacit Living Expert (named expert twin)

Tacit-grounded oral examiner

Genesis mentor with a face

Situation Room crisis roleplay

Competence IQ / Permit IQ pre-briefing

An examiner that feels like a real expert

1 Capture

EON Tacit runs structured interviews with experienced experts, including watching them demonstrate on camera.

2 Ground

Their real knowledge becomes the content: questions, follow-ups, model answers, common mistakes.

3 Examine and spar

Oral examiner for Situation Room, Assess IQ, Competence IQ. Sparring partner for seller certification.

- Replaces today's oral interview in Situation Room, Assess IQ and Competence IQ with a much better one
- Confirms identity on camera, scores against a rubric, human reviews the result
- Discloses any expression or tone analysis (EU AI Act Art. 50)

The next level of Brainy: lifelike faces



Brainy Soft Skills, upgraded

- Builds on today: multi-avatar roleplay, whisper coach, voice-tone EQ, radar-chart scoring
- Lifelike faces that react to hesitation, gaze and tone
- Feels like an expert is on the call
- Richer evidence for EQ scoring
- Same product, same customers

An upgrade, not a new product. Watch: concurrency limits for multi-avatar scenes, and emotion-recognition disclosure.

Four components, one loop

AI video agent (Tavus CVI, candidate)

Face, voice, perception (Raven-1), turn-taking, LLM, English knowledge base, deck and scripted walkthroughs, guardrails, own meeting identity with EON allowlist.

EON backend

Tools for Radar (CRM), calendar, approved pricing rules, product catalogue. Post-call webhooks. Recordings in EON storage.

Coach service (EON builds)

Meeting bot (e.g. Recall.ai or Zoom RTMS), live transcript, call-stage AI, private panel for the presenter.

Admin and logs

Licences and analytics in EON Control. Disclosure and consent log for every call.

Rules: answer only from approved material; prices from a fact sheet; every external action is a draft until a human approves it.

Always an AI. Never a disguise.

- Named as an AI in the meeting invite
- Says it is an AI in its first words
- On-screen AI label for the whole call
- Asks consent to record; logs disclosure and consent
- Discloses expression and tone reading
- Never impersonates Dan or any real person
- Real faces only with written consent

EU AI Act, Article 50

In force since 2 Aug 2026: disclose AI at first contact, label synthetic people, disclose emotion recognition. Fines up to EUR 15M or 3% of turnover.

Recording consent

All-party consent laws in some US states (e.g. California CIPA). Gulf, India and Israel rules need legal review [TBD].

Six weeks, Mode A + Mode B together

Wk 0-1

Set up both modes, knowledge pack, 5 scripted demos, guardrails. Run week-1 checks.

Wk 2

Internal dry runs, used as seller certification practice.

Wk 3-4

Demo Clinics and friendly customers, fully disclosed.

Wk 5-6

Compare with calls without the assistant. Decide: scale, change or stop. Plan Mode C.

Metrics

- % calls with a booked next step
- Dan's minutes per meeting
- Answer accuracy (zero wrong prices)
- Prospect feedback
- Cost per call (guide: about USD 14 per 45 min, third-party estimate)
- 100% disclosure and consent logged

What we need from Dan

Face and voice: stock, employee (with consent), or Dan's own (labelled)

Approved pricing and discount rules; top 10 objections

Radar API access and owner; stable demo links

Budget, pilot owner and dev assignment

HeyGen vs Tavus bake-off scope

Approve Griffin access request (not a dependency)

First Tacit expert interviews to capture

Mode C (24/7 demo room) timing and owner

Must verify in week 1: visuals and perception inside Zoom / Meet / Teams, Zoom external-bot rule, live context injection, current Tavus pricing.