What Odyssey Is:

- BOT's operating system for building and scaling GCCs
- Connects people, processes, and platform using AI agents for heavy lifting, humans for judgment
- Spans both BOT and build functionality:
    - Auctor: sales and delivery
    - Ripper: answers and guidance
- Built over the past year; lives in BOT's talent, work, and operations pillar
- Currently runs mostly behind the scenes; partners seeing results, not the platform itself

The Five-Step Customer Journey (NorthStar Demo)

- Followed a fictional partner (Lisa at Tercera) and customer (NorthStar) through:
    1. Handover from sales to delivery
    2. Defining the talent needed
    3. Finding the right people
    4. Onboarding and productivity
    5. Answers and guidance throughout

Key Odyssey Capabilities Showcased

- Discovery call capture via Auctor: transcript, recording, structured notes with source-linked claims
- Client win strategy deck: one prompt generates a first draft, 60–70% ready, on-brand from slide one
    - Real opportunity benchmark: 2.5× faster to customer-ready build strategy
- Location strategy: real-time talent data by city, same-day vs. 24–48 hour wait from recruitment firms
- Handoff portal: interactive hub built from one prompt, consolidates all deal documents and context
    - New team members can query Octo for customer context grounded in every prior call
- Job description creation: combines partner requirements, Octo context, and recruiter experience
    - Target: role posted within one day of request
    - Candidate pool preview in development (shows how adding/removing requirements shifts pool size)
- AI screening: scans top Indian job portals, ranks candidates by evidence against approved requirements

        - Shortlist includes reason each candidate made the cut; recruiters make all final decisions
- Learning and development: hiring insights feed directly into new hire learning plans
        - Dashboard covers content upload, structured training, pre/post assessments, assignment tracking
- Answers and guidance: leaders, managers, and new hires can query for status, process, and next steps
        - Reduces time spent searching reports; surfaces risks while there is still time to act

Launch Event Highlights

- Presented as a live demo with Deepali and Ayushi as co-presenters/commentators
- Personas: Lisa Burton (partner, Testera), Faisal (NorthStar customer), Akshay (BOT GCC leader)
- Special thanks to Technology Advisory Board; Sanjay present in the room
- Thanks to Harit for the AI-generated images concept and to OpenAI for their support

Next Steps

- **Continue building new AI capabilities into Odyssey**Candidate pool review feature and learning plan AI enhancements are actively in development.