

goodcall

biz.intro

Bob Summers

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Bob Summers



Built Google's first paid @ launch SaaS product: CalJoy in Area120  
- founded, launched & scaled  
7 years of small business product experience  
Product leader in Assistant & Speech



Full stack and AI/ML engineering expertise.  
From Google, Rackspace, Facebook.

## Advisors



**Kenny Herman**

Co-founder@Singleplatform, Exec @ Slice + Olo



**Fuzzy Khosrowshahi**

Founder@Google Sheets, Product Eng VP@Slack



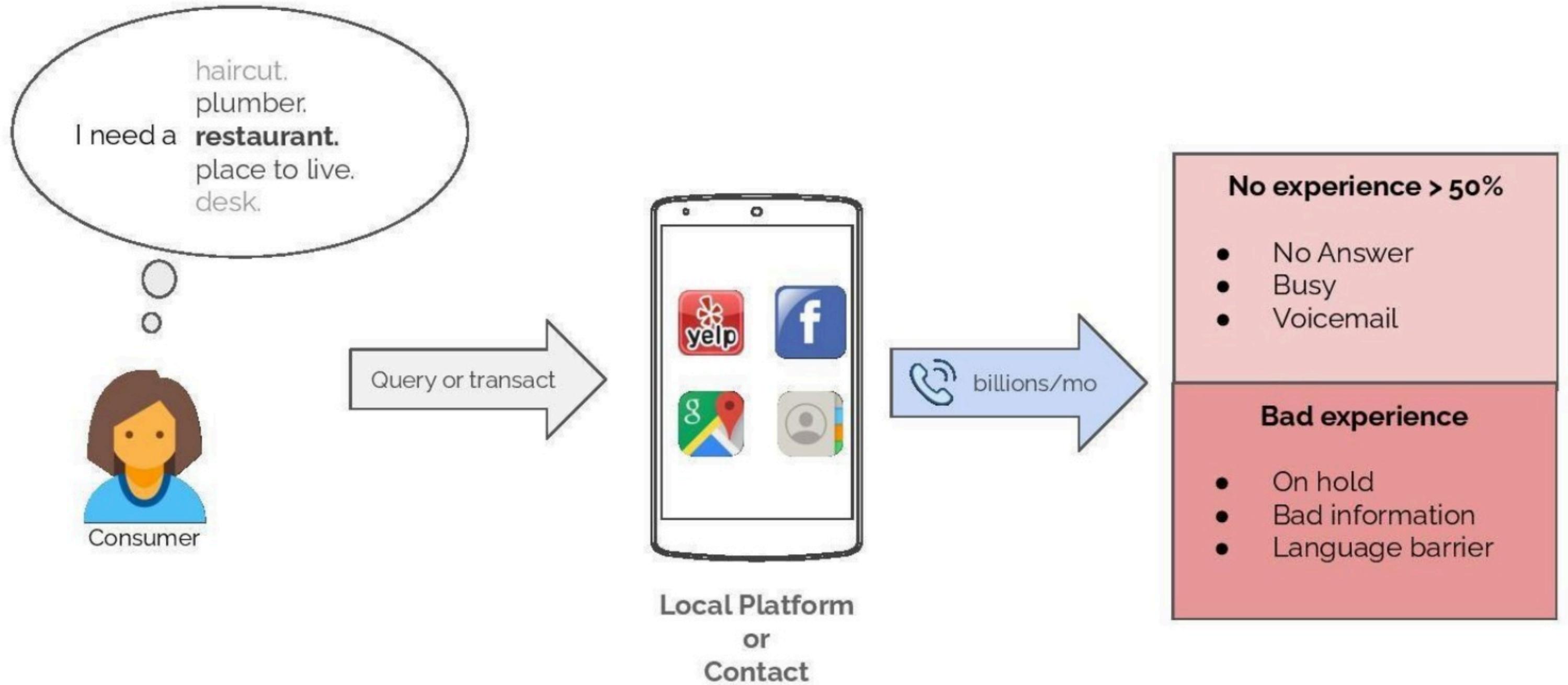
**Ujjwal Singh**

Product@fb, Partner@Area120, CTO@GoFundMe

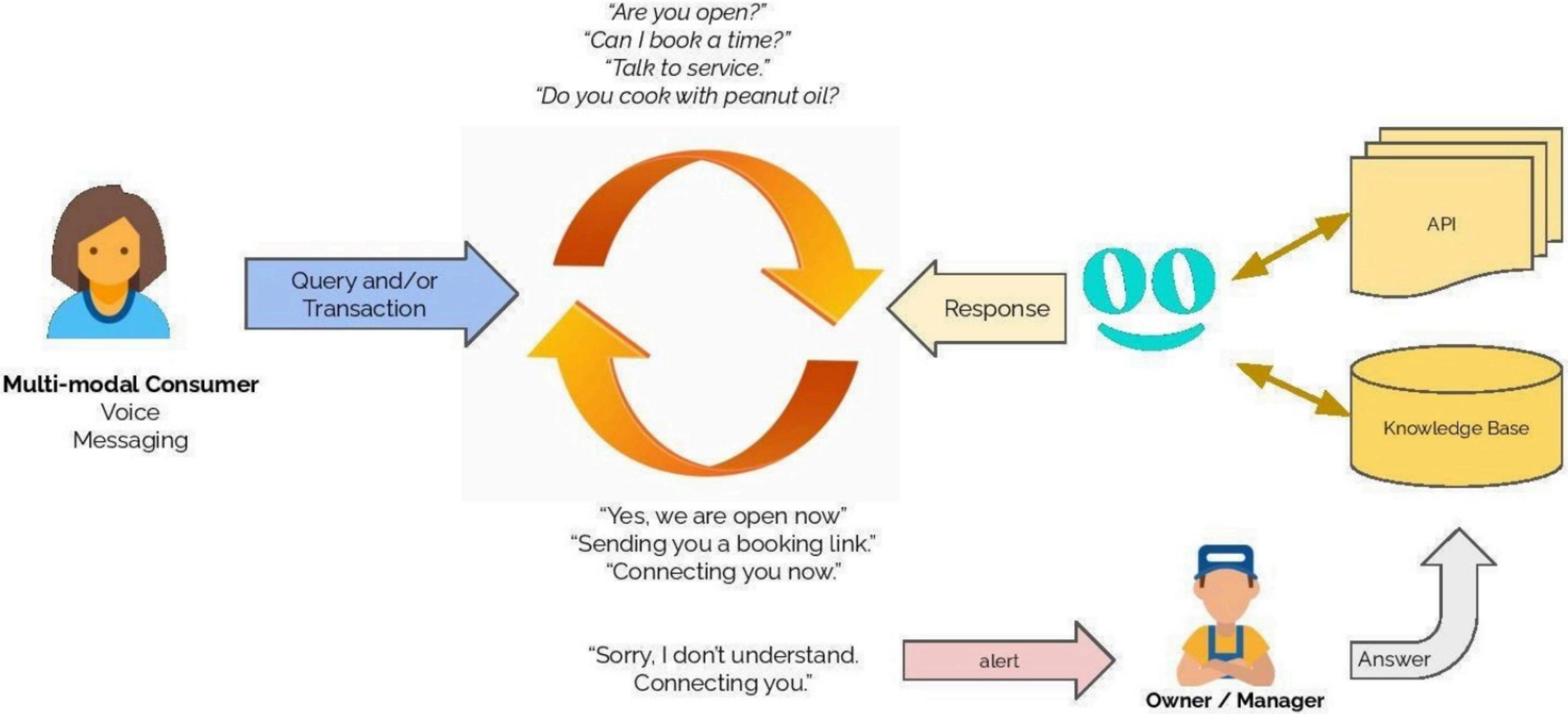


Can **AI** help local  
business?

# Problem Broken Consumer Experience



# Solution Conversational AI with feedback loop





*Hi, I am Airy! How can I help you?*

[Video Demo](#)

**Market** is underserved & global



## Cross vertical validation



*"We are ready to go live with goodcall."*

**Peter**  
Owner  
Georgian Restaurant

*"Every missed call could be a missed business opportunity."*

**Navi**  
Owner  
Indian Restaurant



*"The phone calls were the best for new memberships."*

**John**  
Manager  
Franchise Gym



*"We'd have to let over 50% of calls go unanswered...."*

**Dan**  
Owner  
Appliance Repair



# Freemium + transactions business

## Solo: free

- 1 location
- Local phone number
- Custom greeting
- Call analytics
- Reporting
- 5 FAQ
- 2 call routes
- 1 admin account

## Pro: \$39/mo/location

- Multi-location
- Unlimited FAQ
- Unlimited call routes
- Staff accounts

## Transactions: \$X

### Basic: \$X

- Feature A
- Product B

### Advanced: \$Y

- Capability x
- Feature z

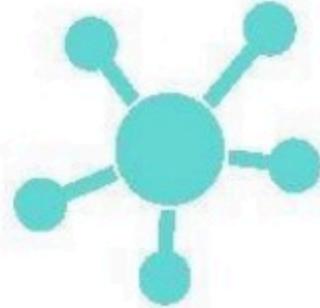


# Go to market



## **Freemium**

Viral  
Referral



## **Partnerships**

50,000+ smb/partner  
Vertical & horizontal



## **Paid acquisition**

Second phase  
< \$X CAC

## **Q1 pilots**

Vertical 1  
Horizontal A





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