

• DAIVO / ENGINEERING INTELLIGENT SYSTEMS

# Stop Losing Leads. Start Capturing Every Opportunity.

AI-powered lead generation that works around the clock — so your sales team only talks to people ready to buy.

## LEAD CAPTURE FLOW



Visitor



AI Engagement



Qualification



Lead Scoring



CRM Sync



Sales Alert

- OVERVIEW

## Executive Summary

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### EXECUTIVE SUMMARY

Traffic without conversion is a leaking bucket — and most businesses never see exactly where the leak is. DaiVo builds an AI system that engages every visitor, qualifies them against your ideal customer profile, and delivers only sales-ready leads to your team. This brief covers the business case, what's included, our process, and how we handle your data and your growth.

- FIT CHECK

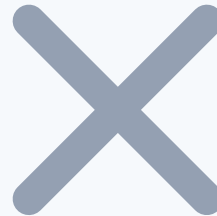
## Who This Service Is For

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IDEAL  
FIT

- ✓ Businesses generating website or ad traffic that isn't converting into conversations
- ✓ Sales teams spending hours on leads that were never going to buy
- ✓ Businesses that lose enquiries submitted outside working hours
- ✓ Owners who want a clear, data-backed view of their lead funnel



NOT THE RIGHT  
FIT (YET)

- ✗ Businesses with little to no website or inbound traffic yet
- ✗ Teams that close deals purely through personal referrals with no digital funnel
- ✗ Businesses not ready to define what an 'ideal customer' looks like for them

## • DIAGNOSIS

# The Problem Businesses Face



01

## Visitors Leave Without Converting

Most website traffic disappears without ever filling a form or starting a conversation.



02

## Slow Follow-Up Kills Deals

By the time a lead is manually contacted, they've often already gone to a competitor.



03

## Sales Time Wasted on Unqualified Leads

Reps spend hours chasing people who were never going to buy.



04

## No 24/7 Coverage

Enquiries that come in outside business hours often go completely unanswered.

### THE HIDDEN COST

The real cost isn't a missed form submission — it's the ad spend and marketing effort that brought that visitor to your site in the first place, wasted the moment they left unengaged. Every unqualified lead a rep spends an hour chasing is an hour not spent closing a deal that was actually ready to happen.

### WHY THIS MATTERS

Studies consistently show that leads contacted within the first few minutes convert dramatically better than those contacted hours later. Every minute of delay — and every hour your website sits unattended — is potential revenue quietly walking away. This isn't a marketing problem. It's a pipeline problem hiding in plain sight.

• BEFORE / AFTER

# Traditional Process vs. DaiVo AI Automation


DIMENSION	TRADITIONAL APPROACH	WITH DAIVO
Visitor engagement	Passive — visitor must act first	<b>Active — every visitor engaged in real time</b>
Lead qualification	Manual, after the fact	<b>Automatic, at the point of contact</b>
Follow-up speed	Hours to days	<b>Instant, real-time alerts</b>
Sales team focus	Mixed quality leads	<b>Only sales-ready leads reach the team</b>
Funnel visibility	Guesswork	<b>Full analytics dashboard</b>

• THE SOLUTION


## How DaiVo Solves It

DaiVo builds an AI-powered lead capture and qualification system that engages every visitor in real time, asks the right questions, scores them against your ideal customer profile, and delivers only sales-ready leads straight to your team — synced directly into your CRM.


WHAT YOU RECEIVE




A live AI lead-qualification system on your website and key channels




Custom qualifying questions built around your ideal customer profile




Direct CRM integration so leads land where your team already works



Real-time alerting for hot, sales-ready leads



A conversion funnel analytics dashboard



30 days of post-launch monitoring included from day one

- SCOPE

## Complete Feature List

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- ✓ 24/7 automatic engagement with every website visitor
- ✓ Instant capture of name, contact details & requirement
- ✓ Real-time alerts to your sales team for hot leads
- ✓ Multi-channel capture — website, WhatsApp, social
- ✓ Continuous tuning based on real conversion data
- ✓ Smart qualifying questions (budget, timeline, needs)
- ✓ Direct CRM integration — leads sync automatically
- ✓ Lead scoring & prioritization
- ✓ Conversion funnel analytics dashboard

- IMPACT

## Benefits For Your Business

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- ⊙ Higher conversion rate from the traffic you already have
- ⊙ Sales team only speaks to pre-qualified prospects
- ⊙ Clear, data-backed view of your entire lead funnel
- ⊙ Faster sales cycle — no more manual follow-up delays
- ⊙ Zero missed enquiries outside business hours
- ⊙ More closed deals without more ad spend

• RESULTS

## Expected Business Outcomes

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### More Sales Conversations

More qualified conversations booked every week from the same traffic.

### Seconds to First Response

Time-to-first-response drops from hours to seconds.

### Higher Close Rate

Sales reps spend time only on leads that are genuinely ready to buy.

### Full Funnel Visibility

See exactly where visitors drop off and where revenue is being left on the table.

• DIFFERENTIATION

## Why Choose DaiVo

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### Built Around Your Ideal Customer

Qualification logic is designed around your actual buyer — not a generic chatbot script.



### Deep CRM Integration

Leads land exactly where your sales team already works, with full context.



### Transparent Performance Reporting

You see exactly how many leads are captured, qualified, and converted.



### We Keep Optimizing

This isn't a one-time build — we refine qualification logic as real data comes in.

• POSITIONING

# What Makes Us Different

### Not a Generic Chat Widget

Most website chat widgets just relay messages. Ours actively qualifies every visitor against criteria you define.

### Not a Set-and-Forget Tool

We tune scoring logic against real conversion outcomes — the system gets smarter the longer we work together.

### Not a Black Box

Every qualification decision is visible in your dashboard — you always know why a lead was scored the way it was.

• ENGAGEMENT ROADMAP

# Our Implementation Process

1

### Discovery

We define your ideal customer profile and what makes a lead 'qualified' for your business.

2

### Build

We design conversation flows and scoring logic around those criteria.

3

### Integrate

We connect the system to your CRM and internal notification channels.

4

### Test

We simulate real lead scenarios and fine-tune the scoring before launch.

5

### Launch

We go live and monitor performance from day one.

6

### Optimize

We continuously refine based on which leads actually convert.



Most lead-generation systems are live within **5-10 business days** of the discovery call, depending on how quickly your ideal customer profile and CRM access are confirmed.

• TRUST & OPERATIONS

## Security & Data Privacy

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- ✓ Encrypted handling of every captured lead's contact information
- ✓ You retain full ownership of all lead and CRM data at all times
- ✓ Access is limited to what's required to operate the system
- ✓ No lead data is shared across other businesses or used elsewhere

### Reliability & Monitoring

The system is cloud-hosted and monitored continuously — if engagement or capture rates shift unexpectedly, we see it and investigate before it costs you leads.

### Support, Maintenance & Long-Term Partnership

A lead system isn't 'set once and forget' — buyer behavior shifts, campaigns change, and your ideal customer profile evolves. We stay engaged after launch to retune scoring logic and qualifying questions so the system keeps matching how your business actually sells.

- QUESTIONS

# Frequently Asked Questions

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**Q. What if the AI qualifies the wrong leads?**

Scoring criteria are built directly from what you tell us about your ideal customer, and we refine them further using real conversion data after launch.

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**Q. How much support will I receive after launch?**

Ongoing monitoring and tuning is included from day one, and we stay engaged as your ideal customer profile evolves.

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**Q. How secure is my lead data?**

All lead data is encrypted, access-controlled, and remains fully owned by you at every stage.

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**Q. What happens after deployment — do you disappear?**

No. We continue monitoring performance and refining qualification logic as real conversion data comes in.

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**Q. What if my ideal customer changes later?**

We update qualification criteria whenever your target market or offer changes.

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**Q. Why not just hire a freelancer to build this?**

A freelancer typically delivers once and moves on. DaiVo provides ongoing tuning, monitoring, and accountability after the system is live.

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**Q. What if my team already has a CRM or lead tool?**

We integrate with the CRM you already use rather than asking you to switch systems.

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**Q. Can this grow with my company?**

Yes — the system scales with your traffic and can qualify for multiple products, services, or campaigns as you expand.

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**Q. How long before I see results?**

Most businesses see qualified leads flowing into their CRM within the first week of launch.

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**Q. Can I customize the qualifying questions?**

Yes — every question and scoring rule is built around your specific business and ideal customer, not a fixed template.

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**Q. How is this different from a normal chatbot?**

A standard chatbot relays messages. This system actively scores and prioritizes leads against criteria that matter to your sales process, and syncs them directly into your CRM.

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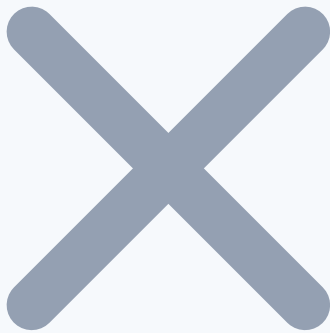
**Q. Why DaiVo instead of another agency?**

We build qualification logic around your actual ideal customer and give you full visibility into every lead decision — not a generic, one-size-fits-all funnel.

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• REALITY CHECK

# Myths vs. Reality



MYTH

AI lead qualification means losing the personal touch.



REALITY

Your sales team still closes every deal personally — the AI simply makes sure they're spending that personal time on the right people.



MYTH

This only works if I already have huge traffic.



REALITY

It improves conversion for whatever traffic you already have, and gets more valuable as that traffic grows.

OUR COMMITMENT

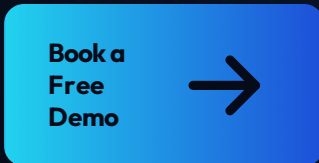
We commit to building qualification logic that genuinely reflects your ideal customer, staying engaged as your business and campaigns evolve, and being transparent about exactly how every lead is scored.

Every day your funnel isn't qualifying leads automatically, someone who was ready to buy is slipping through unnoticed. Let's make sure your team only spends time on the conversations that are actually worth having.

• AI LEAD GENERATION

## Ready to turn more of your traffic into paying customers?

See exactly how it qualifies leads for your business — no commitment required.



[www.daivo.tech](http://www.daivo.tech)  
Website



[contact-us@daivo.tech](mailto:contact-us@daivo.tech)  
Email