



PegaWorld

JUNE 7-9 | LAS VEGAS

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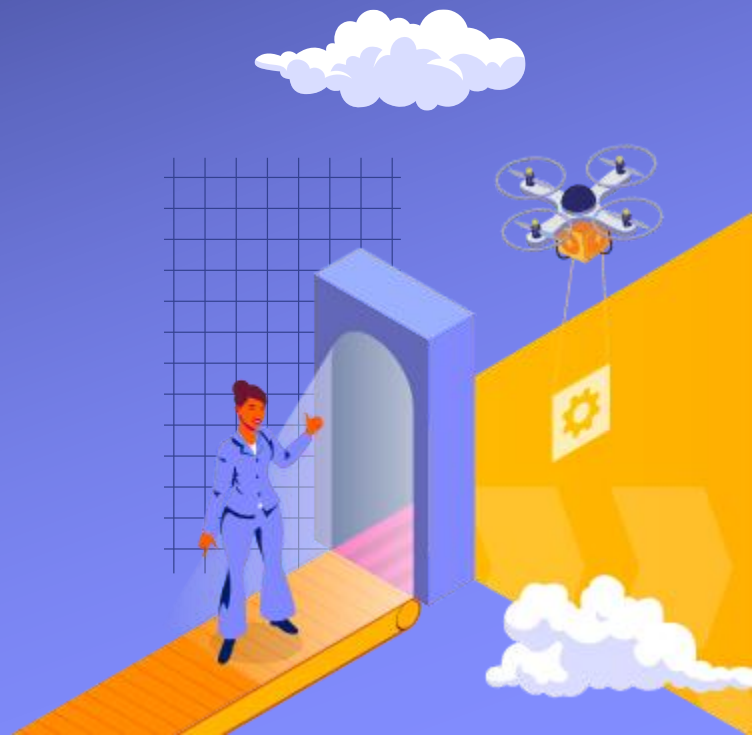
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Supercharging Sales InterSystems' Journey with Pega AI

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The InterSystems Journey

Each step unlocked the next



Pega Sales Automation

Unified GTM on a single platform



Cloud Migration

Unlocked platform capabilities



Constellation UX

Modern interface drove adoption



Pega AI

AI Sales Assistant + Knowledge Agents



Standardization created the starting point.

Cloud modernized the foundation

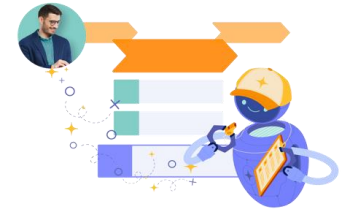
Constellation made it easier for teams to use.

AI now turns platform maturity into intelligence.

Modernization → Adoption → Intelligence.

AI Sales Assistant

Instant insights at the moments that matter



WHAT IT DOES.

Surfaces Relevant deal insights in real time

Eliminates Manual searching across systems

Recommends Next-best-actions in the deal flow

Context Aware Knows where the rep is in the cycle

THE IMPACT.

Focus Reps spend time selling, not searching

Accelerate Deal cycles – less time between touches

Improves Win rates - better-prepared conversations

Embedded No separate tool - lives inside the workflow

Knowledge

A GTM engine that learns from every opportunity



WHAT IT DOES.

Captures	Patterns from every deal - wins and losses
Surfaces	Competitive intelligence and effective messaging
Scales	Institutional knowledge - not trapped in silos
Learns	Improves with volume - compounds over time

THE IMPACT.

Accelerates	New reps ramp faster - the system knows what works
Standardizes	Top performers' instincts become everyone's instincts
Improves	Better every quarter - not static after deployment
Scales	Grows with the organization naturally

From Zero to Live in Days

What made adoption instant

Constellation UX made reps want to be in the system

- Modern interface, intuitive workflows
- AI surfaces in context, no tab-switching

Value was immediate

- not “wait 6 months for the model to learn”

- Reps saw better insights from day one.
- Knowledge Agents improved over time but started useful.

Constellation UX made reps want to be in the system

- Modern interface, intuitive workflows
- AI surfaces in context, no tab-switching

The hard part wasn't technical






- it was organizational

- Defining guardrails, building trust, letting AI participate in the deal.
- Pega's governance made this manageable.

Built for Pega Practitioners

Same thinking, new vocabulary

What you already know

-  Case management
-  Decision rules
-  Flow design
-  Data pages & integration
-  Guardrails & governance



What that becomes in AI

- **Agent workflows**
- **AI decision logic**
- **Agent orchestration**
- **Agent context & knowledge**
- **AI boundaries & audit**

Let Me Show You

Pre-built agent demo → Live audience build



Questions



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