

FOR IMMEDIATE RELEASE

# Compass Expands Agentic AI Capabilities for Enterprise Sales

*New enhancements strengthen organizational knowledge, enable autonomous execution of complex work and bring external intelligence directly into the sales process.*

**HOUSTON — September 17, 2026** — Compass by MOIC, the operational reasoning system for enterprise sales formerly known as Pipeline Grader, today announced major platform enhancements designed to increase selling capacity while strengthening the intelligence and consistency of sales execution.

New functionality includes an enhanced **Knowledge Graph**, **Workflow and Chaining**, and **Deep Research**.

## ENHANCED KNOWLEDGE GRAPH

**Never forget anything. Everyone knows everything.**



Compass's enhanced Knowledge Graph transforms organizational information into structured, persistent commercial knowledge. Rather than retrieving large collections of documents, Compass can identify and explore the specific knowledge relevant to the question, opportunity or task at hand.

The result is more precise reasoning that reflects both MOIC's underlying sales methodology and the organization's own knowledge, experience and way of operating.

## WORKFLOW AND CHAINING

**Everything Gets Done. The Right Way. On Time.**



Compass can now move beyond answering questions to performing complex work. Given an objective, Compass can draw on organizational knowledge, determine the steps required, create a plan and carry the work forward.

For repeatable processes, Workflow and Chaining allows individual operations to be connected into coordinated sequences across the sales process. Human review or approval can be incorporated where judgment is required.

## DEEP RESEARCH

**Know What's Really Going On.**



Deep Research gives Compass access to external intelligence in the context of the work being performed. It can retrieve targeted information when a specific fact is needed or conduct deeper research across multiple sources when an opportunity or question requires broader investigation.

Because that research is interpreted alongside the opportunity and the organization's own knowledge, outside information becomes part of the reasoning process rather than a separate research task for the salesperson.

## EXTENDING THE COMPASS OPERATING MODEL

Together, these capabilities extend the existing Compass operating model from understanding what is happening to reasoning about what should happen next—and increasingly carrying that work forward:

- **Compass Forecast** provides an objective view of the opportunity.
- **Compass Reasoning** applies institutional knowledge and commercial judgment to determine what it means and what should happen next.
- **Compass Ops** turns that judgment into execution.

Together, these enhancements give Compass a richer understanding of the organization and its opportunities, expand the external intelligence available to its reasoning engine and extend its ability to translate commercial judgment into coordinated action.

## MORE CAPACITY. BETTER EXECUTION. BETTER INTELLIGENCE.

Compass enables salespeople to manage more opportunities while spending less time searching for information, interpreting data, coordinating administrative work and managing the activities surrounding complex deals.

The result is more selling capacity without additional headcount — with critical work executed more consistently and on time.

**Compass doesn't just record the sales process—it helps run it.**

### ABOUT COMPASS

Compass by MOIC is the operational reasoning system for enterprise sales, combining objective forecasting, organizational intelligence, agentic AI and sales execution in a single platform.

Compass helps sales organizations understand deal reality, apply institutional judgment and translate that judgment into consistent execution—turning their best sales thinking into an operating model that can increasingly perform the work, not simply recommend it.

Learn more at [moicpartners.com](https://moicpartners.com)