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MOIC Unveils Pipeline Grader v2.3.0

Embedding enterprise sales expertise directly into every pipeline

MOIC Partners today announced Pipeline Grader v2.3.0, a major platform upgrade that modernizes the product's core infrastructure and rebuilds Compass Tools to deliver enterprise-grade sales execution to every rep—without requiring enterprise-scale headcount.

The release transforms Compass from a traditional AI assistant into embedded sales infrastructure, applying Anthropic-powered reasoning directly inside pipeline workflows while grounding recommendations in operational context, historical process knowledge, and proven GTM methodology rather than scraped internet content.

Compass is not another AI chatbot layered onto sales workflows.

The result is a shift in how sales execution is delivered: expertise historically reserved for organizations with large Sales Ops and RevOps teams is now embedded directly into the platform, enabling reps to manage significantly more pipeline without sacrificing rigor or deal quality.

Compass Tools, Rebuilt

The redesigned Compass Tool introduces a new modal experience that automatically detects deal and prospect context, delivers near-instant

results with brand-aligned styling, and adds a “no-input” fast-track mode for workflows that don’t require form submissions.

The interface now expands to occupy up to 85% of the screen, removing the cramped feel of earlier versions and making AI-assisted execution feel native to the workflow rather than a separate destination.

Market Impact

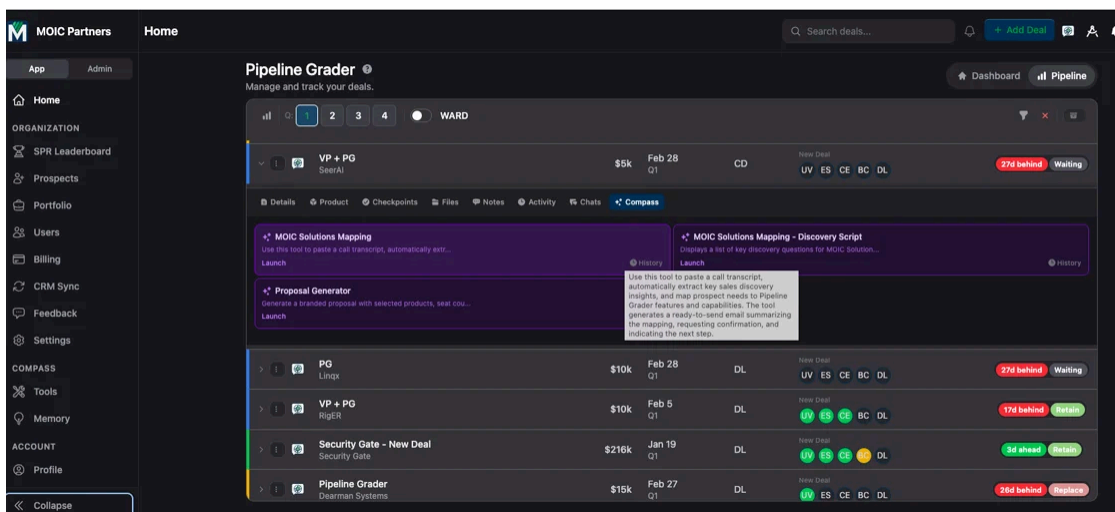
Pipeline Grader v2.3.0 reflects a simple thesis: the expertise required to win upmarket deals shouldn’t require an upmarket budget.

By embedding business case development, solution mapping, proposal generation, and executive alignment directly into an AI-driven operating system, MOIC Suite gives every rep infrastructure that previously required dedicated operational support.

Reducing manual deal work from hours to minutes allows reps to handle more pipeline, move faster, and maintain consistency across every stage of execution.

“This release was built by listening to customers,” the company said.

“And we intend to keep building that way.”



Sharper insight. Faster action. Better outcomes.

MOIC Partners delivers AI-native sales intelligence and pipeline management solutions powered by Compass, the company's proprietary AI framework. Pipeline Grader, the company's flagship platform, combines Compass-driven scoring methodologies with conversational AI to give sales teams an unfair advantage in every opportunity. Additional product and company information is available at www.moicpartners.com.

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