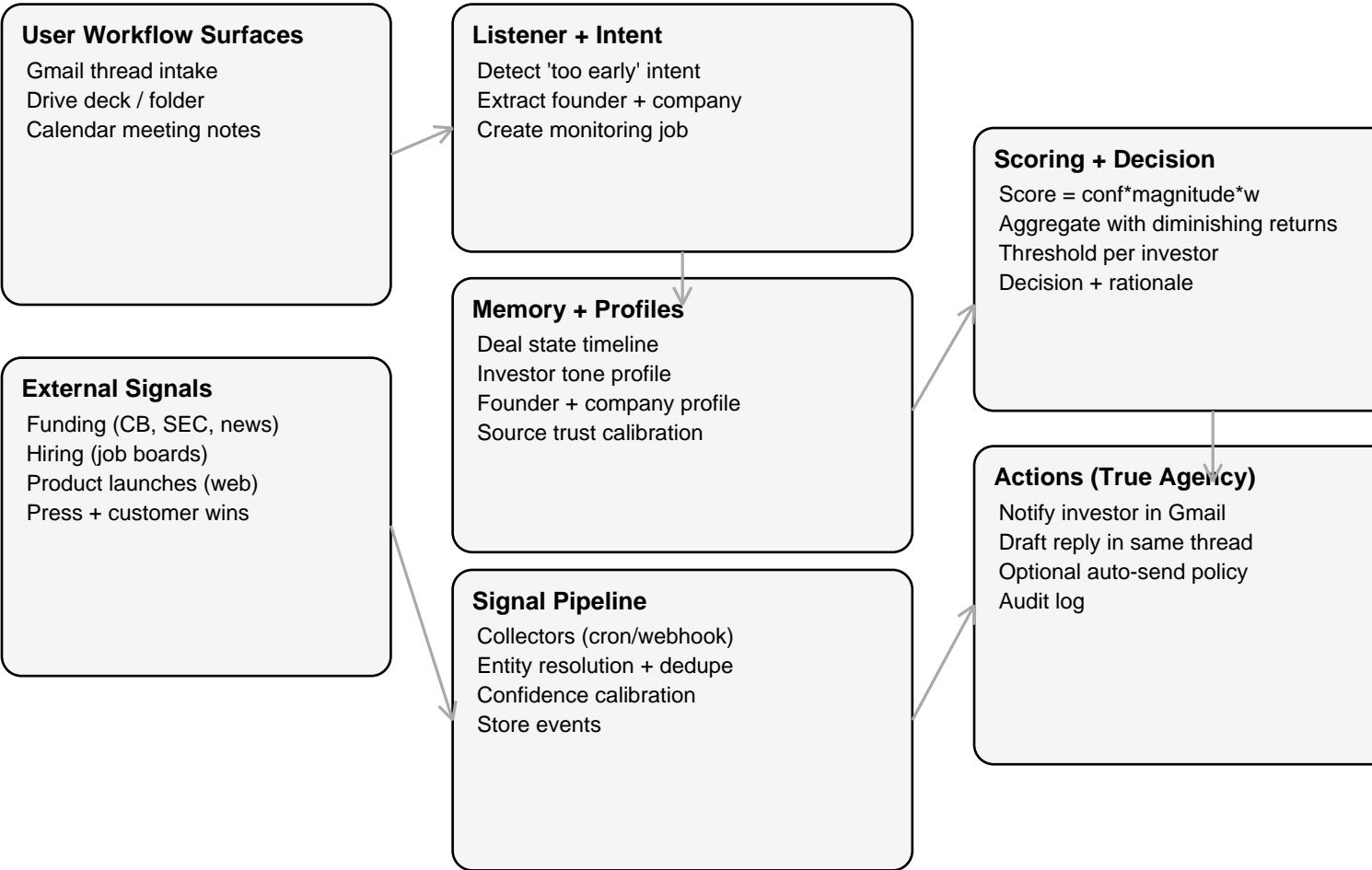# Founder Re-engagement Agent (Gmail + Drive)

Prototype architecture for Sago take-home. Focus: seamless integration, hyper-personalization, true agency.

**User Workflow Surfaces**

Gmail thread intake
Drive deck / folder
Calendar meeting notes

**Listener + Intent**

Detect 'too early' intent
Extract founder + company
Create monitoring job

**Scoring + Decision**

Score = conf*magnitude*w
Aggregate with diminishing returns
Threshold per investor
Decision + rationale

**Memory + Profiles**

Deal state timeline
Investor tone profile
Founder + company profile
Source trust calibration

**External Signals**

Funding (CB, SEC, news)
Hiring (job boards)
Product launches (web)
Press + customer wins

**Actions (True Agency)**

Notify investor in Gmail
Draft reply in same thread
Optional auto-send policy
Audit log

**Signal Pipeline**

Collectors (cron/webhook)
Entity resolution + dedupe
Confidence calibration
Store events

Key idea: Gmail-first flow. The agent creates monitoring jobs, evaluates signals, and executes drafts/actions.

# Design choices and considerations

## Seamless integration
- Primary UI is Gmail. Detection happens on inbound/outbound threads using Gmail watch.
- Drive is used only to fetch context (deck, data room links) and to enrich memory.
- Outputs are Gmail notifications and a draft reply inserted into the same thread.

## Hyper-personalization
- Investor tone profile derived from past sent emails: bullets vs prose, sign-off, brevity.
- Per-investor signal weights and thresholds reflect strategy (e.g., funding vs hiring sensitivity).
- Draft outreach references prior meeting context and the highest-scoring verified signals.

## True agency
- Agent creates a monitoring job at classification time and runs signal collection on schedule.
- Decisioning produces an explicit recommendation and triggers downstream actions.
- Auto-send is gated by user policy. All actions are logged for auditability.

## Reliability and safety
- Confidence calibration and de-duplication reduce false positives from noisy sources.
- Human-in-the-loop defaults: draft first, send on approval. Auto-send is opt-in.
- PII handling: minimize stored content, encrypt at rest in production, least-privilege OAuth scopes.

## What is mocked in this prototype
- Gmail and Drive APIs are stubbed. Signal collection uses a mock stream.
- LLM calls are represented as deterministic templates plus tone-profile heuristics.
- A production version would add real collectors (news, funding databases, hiring pages) and a vector store.