



Google Developer Groups  
Cloud•New Delhi



# Team Name: NOVA

## Phase: I

**HACKFEST**  
A 24 Hours Online Hackathon



## Team Details:

S no.	Team Member Name	Team Member Role	Team Member Mail ID
1.	<i>Mohd Abid Hussain (Lead)</i>	<i>Frontend Developer</i>	<i>abidhussain.m47@gmail.com</i>
2.	<i>Mohd Shahwaz Khan</i>	<i>Backend Developer</i>	<i>shahwazk990@gmail.com</i>
3.	<i>Mohd Sarim Khan</i>	<i>UI and Research</i>	<i>sarim82000@gmail.com</i>
4.	<i>Mohd Ahmed</i>	<i>Testing and Integration</i>	<i>ashaikh541965@gmail.com</i>



# Track & Problem Statement:

Track Chosen: *(Business and Commerce)*

- Problem Statement : BC-03 - Conversational Lead Qualifier



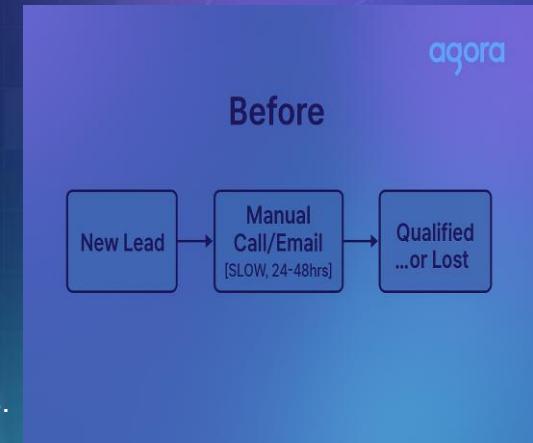
# Problem Description:

- **The "Lead-Lag" Problem:** Businesses lose sales before the first conversation.

## Core Issues:

- **Slow Response:** High-intent leads go "cold" in minutes. Manual calls can't keep up.
- **High Cost:** Sales teams waste ~40% of their time on repetitive, low-value qualifying calls.
- **Lost Revenue:** Slow, inefficient processes mean missed opportunities and a weak sales pipeline.

*~A conversational AI can automate this process, saving time and improving accuracy by collecting and analysing customer responses in real time.*





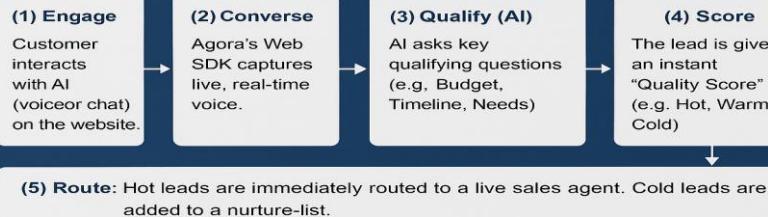
# Proposed Solution / Idea Overview:

- **Proposed Solution (NovaQualify)**
- **Our Solution: NovaQualify :**

An intelligent, 24/7 AI Sales Assistant that *instantly* qualifies leads using real-time, human-like voice and chat.

## How It Works:

### The Proposed Solution:



### Technology Stack:

- **Frontend:** React (For a dynamic, responsive chat/voice interface)
- **Backend:** Node.js (For managing API calls and business logic)
- **Real-Time Comms:** Agora Web SDK (The core engine for instant voice & chat)
- **AI Engine:** OpenAI / LLM (For natural language understanding & response generation)
- **Database:** MongoDB / Firebase (To store lead summaries and scores)

### Tech Stack Used



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# Additional Notes:

## ***USP & Business Impact:***

### **Our Unique Selling Proposition (USP):**

- 1. It's NOT a Clunky Bot:** We use Agora's **real-time voice**. This is a natural, fast *conversation*, not a slow "type-wait-reply" bot.
- 2. Instant Scoring:** We don't just "collect info." We analyze and *score* the lead's intent immediately.

### **Business Value:**

- 1. Increase Conversion:** Engage leads 24/7 at their *peak* moment of interest.
- 2. Cut Costs:** Frees up your sales team to *close* deals, not just dial numbers.

**Scalability:** Qualify 1,000 leads as easily as 10.

- **Future Scope & Roadmap**

**Phase 1 (Hackathon)**  
Core voice/chat qualification flow.

**Phase 2 (SaaS Tool)**  
Launch as a subscription tool for small businesses.

**Phase 3 (Integration)**  
Full CRM integration (Salesforce, HubSpot) to auto-populate sales pipelines.

**Phase 4 (Expansion)**  
Multilingual voice support to enter new global markets.

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