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SYS.INIT // SYSTEM_IDENTIFIER

[EVENT]

SYS.INIT // AUTOPILOT ASIA 2026 // ROUND 2

[TRACK]

TRACK 04: SALES INTELLIGENCE

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SYS.LAYER1 // IDENTITY_MANIFEST

[TEAM_NAME]

LEARNERS

[LEAD_ENG]

WONG EN SHENG

(UNIVERSITY OF MALAYA)

[CO-ENG]

HOWARD WOON HAO ZHE

(UNIVERSITY OF MALAYA)

● SYS.INIT ACTIVE

ZEROLAG

The Inbound Command Center

A Bi-Modal, Fault-Tolerant Engine for Revenue Capture.

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ORCHESTRATION :
5-AGENT DETERMINISTIC CLUSTER

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GOVERNANCE :
LIVE PDPA POLICY GATEWAY

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STATE :
PERSISTENT AUDIT LEDGER



SYS.LOG // LEAD_PIPELINE

The Inbound Paradox: Scale vs. Liability

The Current State (The Problem Flow) :

• Raw Web Leads



• Duplicate Records



• Compliance Risks (PDPA / GDPR)



• Overloaded SDRs

The Critical Vulnerability :

• Signal Noise

45% of inbound traffic is duplicate data or unqualified noise.

• Compute Waste

AI agents blindly processing bad data drain API budgets.

• Legal Exposure

Automated outreach without native PDPA/GDPR checks creates massive enterprise liability.

• Resource Exhaustion

SDRs are manually filtering bottlenecks instead of closing revenue.

Our Objective (The Metric) :

0s

100% COMPLIANCE

Deploy a governed AI workforce that resolves buying groups and halts compliance violations in exactly 0.00 seconds of human time, with zero pipeline pollution.

[GOVERNED AI WORKFORCE]

Bi-Modal Architecture: Execution vs. Governance

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SYS.LAYER1 // SUPERVITY_AUTO

Layer 1 – The Execution Node

Master Orchestrator triggering 5 specialized Operators :

[01]

Identity Resolution

Domain extraction & HubSpot mapping.

[02]

Dedupe Engine

Exact/fuzzy matching & suppression list enforcement.

[03]

Compliance Firewall

PDPA 2024 & GDPR legal validation.

[04]

Signal Scoring

Firmographic ICP weighting.

[05]

Payload Generation

VIP fast-track email drafting.

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SYS.LAYER2 // LOCAL_STACK

Layer 2 – The Governance Node

The deterministic control center extending the template :



Dynamic Thresholding

UI-controlled dials for ICP scoring tolerances.



The Exception Workbench

Human-in-the-loop queue for strategic holds and compliance overrides.



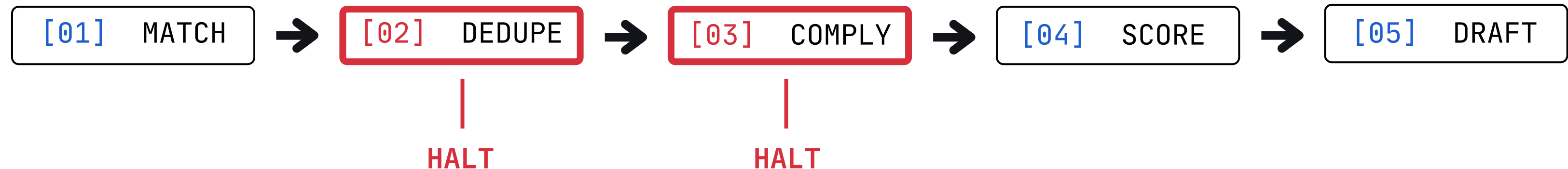
Telemetry & State

FastAPI engine pushing live operational insights and SDR capacity metrics.

Compute-Optimized Logic Gates



SYS.LAYER1 // SUPERVITY_AUTO



[THE CORE DIFFERENTIATOR]

DETERMINISTIC HALT STATES

We engineered Operators 02 and 03 as strict logic gates. If a lead hits a deduplication blacklist or fails the PDPA 2024 regional check, the system executes a hard halt.

We intentionally drop the packet before Step 04 and 05.

RESULT // Zero wasted LLM compute. Zero legal liability.

Real State. Absolute Integrity.



SYS.RULES // THRESHOLDS

[01]

Deterministic Rule Thresholds

Business rules are not
hardcoded. We adjust **ICP
qualification thresholds live**
in the UI, instantly re-routing
how the Orchestrator classifies
lead priority.



SYS.UI // GOVERNANCE

[02]

Live Exception Routing

When the Orchestrator executes
a hard logic halt due to a
deduplication hit or a strict
compliance failure, the payload
is immediately routed to the
human-in-the-loop Workbench for
manual resolution.



SYS.DB // WRITE_BACKS

[03]

Hard SQL Write-Backs

When our agent resolves a
complex buying group across
multiple anonymous contacts, it
doesn't just log it—it executes
a **hard SQL INSERT** directly into
our custom PostgreSQL
buying_group schema. Complete
data integrity.

> INITIALIZING LIVE WORKBENCH TERMINAL...