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GDIOS

GDIOS Service Overview

Growth and Decision Intelligence OS - Service Overview

Growth and Decision Intelligence OS

Sophia Projects · Service Overview · v1.0 · 2026-05

Why GDIOS now.

In mid-market companies and new business development teams, data is abundant but decisions are slow. Plays are proposed but never reach execution. The hypothesis-validation cycle stalls. We see the root cause not as missing tools, but as the absence of design in the decision structure itself.

GDIOS is a Growth Ops platform that unifies data integration, AI decisioning, and execution orchestration into a single three-layer OS — the System of Intelligence layer that lets mid-market companies and new business development teams become organizations that actually decide.

Three core challenges GDIOS addresses

- Fragmentation: BI / SFA / MA / product logs sit in silos. Monthly reviews burn dozens of hours on reconciliation.
- Speed: Hypothesis validation in new businesses takes 2-4 weeks per cycle. Go/No-Go judgment quality does not improve.
- Execution: Anomalies surface in dashboards but end at a Slack notification. Detection-to-execution averages 14 days.

Framework - Growth OS Loop and GHS

9 Intelligences observe business activity from multiple angles. Growth Health Score (GHS) quantifies the result. PowerMeeting Intelligence derives the next decisions and actions. The weighting of intelligences shifts across PMF, crossing the chasm, and scale phases.

Growth OS Loop (6 Stages)

#	Stage	Description
01	Input	Record facts from the real world
02	Process	Structured by the 9 Intelligences
03	Insight	Meaning, hypothesis, decision rationale
04	Action *	Turn decisions into execution (PowerMeeting)
05	Feedback	Review outcomes
06	Learning	Update the OS, feed the next causal loop

Learning flows back into Input - the loop is closed.

GHS - Growth Health Score

PMF Score and Chasm Score are computed from evidence collected by the 9 Intelligences, weighted by dimension. Crossing the threshold means moving to the next phase.

PMF Score (Behavior / Sentiment / Activation)

Dimension	Points	Metrics
Behavior	45 pts	30-day retention / weekly core actions / behavior-change score
Sentiment	35 pts	Sean Ellis VD rate / NPS / qualitative heat score
Activation	20 pts	Activation rate / value realization score
Threshold	65 / 100	Cross threshold -> PMF achieved -> enter chasm phase

Chasm Score (Segment dominance / Sales repeatability / Whole product)

Dimension	Points	Metrics
Segment dominance	40 pts	Segment share / pain intensity / referenceability
Sales repeatability	40 pts	Win rate / repeatable patterns / cycle consistency
Whole product	20 pts	Message clarity / use-case standardization
Threshold	60 / 100	Cross threshold -> chasm crossed -> enter scale phase

Phase Weighting of the 9 Intelligences

All 9 Intelligences are used at every phase, but the composition changes by phase.

Intelligence	PMF	Chasm	Scale
Voice Intelligence	***	**	*
Decision Intelligence	***	**	**
Growth Intelligence	*	***	**
Story Intelligence	*	***	**
PowerMeeting Intelligence	**	***	***
AI Agent Intelligence	**	**	***

Intelligence	PMF	Chasm	Scale
Financial Intelligence	**	***	***
Evidence Intelligence	**	**	***
Organization / HR Intelligence	*	**	***

*** Primary ** Supporting * Light

Concept - The 3-Layer Growth OS

GDIOS unifies data integration, AI decisioning, and execution orchestration into a single three-layer OS, so leadership and the field decide on the same screen and act through the same workflow.

Layer	Role	Description
01 Decision Cockpit	Execution	A unified UI where leadership and the field decide on the same screen. KPIs, AI insights, plays, and execution status sit on one canvas.
02 AI Agents	Intelligence	Domain-specific AI analysts and execution agents that provide reasoning and carry out work under human approval.
03 Unified Growth Graph	Data	A common schema that normalizes BI / SFA / MA / CDP / product logs and treats customer x revenue x behavior as one continuum.

01. Decision Cockpit

Leadership and the field, deciding on the same screen.

Not another KPI report - a decision surface where the next move and its execution status sit side by side. The board review and the field huddle both happen here.

Key features

- Tiered hierarchy from executive KPIs to operational actions
- One-click toggle between AI summary and underlying evidence
- Built-in approval flow and execution logs
- Auto-distribution to Slack / Teams / Email

02. AI Agents

Domain-specific AI analysts supporting decisions 24/7.

AI agents optimized for each business domain surface insights and recommend plays, executing under human approval.

Agent	Role
Pipeline Analyst	Detects stage-level CVR drops and stalled deals, recommends plays for AEs
Churn Sentinel	Computes risk scores from product usage + contract data, escalates to CS
Hypothesis Validator	Structures hypothesis-validation data for new businesses, surfaces Go/No-Go material
Marketing Allocator	Visualizes channel ROI in real time, proposes next month's budget allocation

03. Unified Growth Graph

A common metric and customer view across BI, SFA, MA, and CDP.

Connects major SaaS tools and data platforms, unifying metric definitions, granularity, and customer IDs. From new-business hypothesis validation to growth operations in core businesses, everyone speaks from the same numbers.

Major integrations

- Data platforms: Snowflake / BigQuery / Databricks (bi-directional)
- SFA / CRM: Salesforce / HubSpot
- MA: Marketo / HubSpot Marketing
- CDP: Treasure Data and others
- BI: Looker / Tableau
- Product: Amplitude / GA / various logs

Primary Use Cases

#	Use case	Expected impact
1	Hypothesis validation and Go/No-Go support for new businesses	Shorter validation LT / higher judgment quality

#	Use case	Expected impact
2	Automation of weekly and monthly executive reviews	Less review prep effort / shorter decision LT
3	Pipeline anomaly detection and play recommendation	Lower loss rate / higher deal progression
4	Churn early-warning and CS auto-assignment	Lower logo churn / NRR improvement
5	Marketing ROI dashboard and budget optimization	Lower CAC / higher ROAS

Expected Outcomes

Representative targets we set in the standard PoC program. We design specifics individually based on your business context.

<p>-50%</p> <p>Decision lead time</p> <p>Target in the standard program</p>	<p>-70%</p> <p>Executive review prep effort</p> <p>Reduction in person-hours for weekly review</p>	<p>+5pt</p> <p>NRR improvement (SaaS)</p> <p>When Churn Sentinel is deployed</p>	<p>8 wks</p> <p>PoC to first decision</p> <p>Median in the standard program</p>
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Implementation Process (12 weeks minimum)

Phase	Duration	Activities
1. Discovery	2 weeks	Problem interviews, use-case selection, data-source inventory, Success Criteria alignment
2. PoC / Velocity	12 weeks	Validate impact on 1-2 use cases. Cockpit build, AI agent setup, workflow integration in parallel
3. Production Launch	4 weeks	Production migration, SSO connection, ops setup, training and handoff
4. Continuous Optimization	Ongoing	Quarterly review for continuous improvement. Use-case expansion and new agents

Pricing

From mid-market and new business teams wanting a small start, to enterprise-wide rollout. We customize specifics individually.

Plan	Audience	Pricing
Starter	For mid-market and new business validation phases	From ¥300,000 / mo · ¥3,300,000 annual prepay (approx. 8% discount)
Velocity PoC	12-week (3-month) program that proves KPI impact	¥1,500,000 (12 weeks, 1-2 use cases)
Enterprise	For enterprise-wide and multi-BU rollout phases	By conversation (tailored)

Next Steps

Start with a 45-minute online conversation about how GDIOS could change decision-making at your company. We reply within one business day.

- Online conversation (45 min): discuss your decision structure and align on candidate use cases
- Velocity PoC consultation: 12-week impact validation, fixed fee ¥1,500,000
- Custom material request: tailored materials available on request

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GDIOS 9 Intelligences

Whitepaper - Architecture, Capabilities, Roadmap

Growth and Decision Intelligence OS
Sophia Projects · Whitepaper · v1.0 · 2026-05

Executive Summary

GDIOS is the Growth and Decision Intelligence OS, composed of 9 Intelligences. To redesign how mid-market companies and new business development teams decide, it implements 9 Intelligences on a three-layer OS architecture spanning data integration, AI decisioning, and execution orchestration.

This whitepaper details the overall concept of GDIOS and, for each of the 9 Intelligences, its capabilities, customer value, and Before / After.

Availability summary

Intelligence	Status
Voice Intelligence	Available
Growth Intelligence	Coming
Decision Intelligence	Available
Story Intelligence	Available
PowerMeeting Intelligence	Available
AI Agent Intelligence	Coming
Financial Intelligence	Coming
Evidence Intelligence	Coming
Organization / HR Intelligence	Coming

Overall Architecture

Three-layer OS x Nine Intelligences

GDIOS is built on a three-layer architecture — Decision Cockpit (Execution), AI Agents (Intelligence), and Unified Growth Graph (Data) — with 9 Intelligences sitting on top. Intelligences denote functional domains; Layers denote the technical architecture.

Layer	Role	Main function
Decision Cockpit	Execution layer	A unified UI where leadership and the field decide on the same screen
AI Agents	Intelligence layer	Domain-specific AI analysts and execution agents

Layer	Role	Main function
Unified Growth Graph	Data layer	Normalizes BI / SFA / MA / CDP / product logs

1. Voice Intelligence

Structure the voice of the customer.

Status: Available

What it does

Automatically structures the voice of the customer, sales notes, and N-of-1 interviews. Extracts Pain / Job / Outcome / Context with causality, uncovering customer intent that has not yet been put into words. Sales, CS and PM stop drifting apart, and the whole organization shares the same customer understanding.

Before / After

Before	After
Customer voice scattered across Notion / Slack / notes	Customer voice is structured automatically
Interpretation varies by person	Pain / Job / Outcome are visualized with causality
True Pain is invisible	True customer intent becomes clear
Customer understanding stays in individuals' heads	The whole organization shares the same customer understanding

2. Growth Intelligence

Read the market and competition through causality.

Status: Coming

What it does

Organizes market structure, competition, and growth factors causally. Auto-analyzes TAM/SAM/SOM, segments, and use cases; compares competitor strengths, weaknesses, and strategy. Visualizes the Growth Loop so causality of growth becomes legible.

Before / After

Before	After
Market analysis scattered across slides and Excel	Market structure, competition, and growth factors organized causally
Competitive comparison stays surface-level	Where to win becomes clear
Strategy depends on individuals	Strategy rationale becomes defensible
Where to win is ambiguous	Executive judgment quietly grows stronger

3. Decision Intelligence

Auto-organize the question and the options.

Status: Available

What it does

Auto-generates issues, options, and evaluation axes. Computes causal impact, risk, and expected value for each option, standardizing decision logic. Provides Decision Recommendation for the optimum.

Before / After

Before	After
Meetings drift across many issues	Issues, options, and evaluation axes generated automatically
Options either don't appear or are biased	Decision logic becomes standardized
Judgment criteria are vague	The optimum becomes visible
No conclusion is reached	Meetings turn into conclusion-producing ones

4. Story Intelligence

Turn strategy into a story that lands.

Status: Available

What it does

Converts strategy and decisions into a story that lands. Builds a consistent Why -> What -> How narrative and auto-generates slide structure, messaging, and storyline — tailored for both internal and external audiences.

Before / After

Before	After
Strategy fails to land	Why -> What -> How story generated automatically
Messaging is inconsistent	Strategy is expressed in words that land
Slide creation takes too long	Slide quality becomes standardized
Alignment is slow	Alignment becomes faster

5. PowerMeeting Intelligence

Turn meetings into places that decide.

Status: Available

What it does

Auto-generates meeting agendas, structures issues and decision logs during the meeting, captures conclusions and actions in real time, and visualizes the causal structure of the meeting. Meetings get 30-50% shorter and become conclusion-producing.

Before / After

Before	After
Meetings run long	Agenda generated automatically
Issues are scattered	Issues, conclusions, and actions structured in real time
Conclusions don't emerge	Meetings get shorter
Actions are vague	Meetings become places that decide

6. AI Agent Intelligence

Let autonomous agents carry out the work.

Status: Coming

What it does

Autonomously executes research, document creation, analysis, and email drafting. Manages project progress and generates tasks — execution agents that work in your stead. Acts on outputs from Voice / Growth / Decision Intelligence.

Before / After

Before	After
Research, document creation, and analysis depend on people	Agents execute autonomously
Task management is cumbersome	Research, document creation, and analysis are automated
Project progress is slow	Projects move fast
Resource shortages cap output	Small teams reach enterprise-class productivity

7. Financial Intelligence

Tie decisions directly to financials.

Status: Coming

What it does

Automatically reflects decisions in financial models. Instantly computes ROI / LTV / CAC / Payback and supports Best / Base / Worst scenario comparison. Integrates the causal loop between finance and business so CFO and business leaders speak the same language.

Before / After

Before	After
Initiative ROI is unclear	Decisions auto-reflected in financial models
Finance and business are disconnected	ROI / LTV / CAC computed instantly
Justification is weak	Finance and business integrated causally
Many initiatives waste resources	Profitable initiatives become obvious

8. Evidence Intelligence

Grow the organization into a learning OS.

Status: Coming

What it does

Turns every decision, meeting, and outcome into Evidence. Evaluates initiative outcomes causally and auto-generates the learning loop, accumulating organizational knowledge as an OS asset.

Before / After

Before	After
Records are scattered	Every decision becomes Evidence
Organization doesn't learn	Outcomes are evaluated causally
Same failures repeat	Learning loop is auto-generated
Onboarding is slow	Organization becomes a learning OS

9. Organization / HR Intelligence

Translate strategy into organizational capability.

Status: Coming

What it does

Visualizes and optimizes organizational structure, clarifies roles and accountability, designs governance (meeting bodies, decision rights), defines behavior principles and culture, and auto-generates personnel requirements, skill maps, and hiring profiles. Works with Voice / Growth / Decision to identify the capabilities you need.

Before / After

Before	After
Roles and accountability are vague	Roles, accountability, and authority are clarified
Too many meeting bodies, slow decisions	Meeting bodies and decision processes get organized
Hiring criteria depend on individuals	Hiring requirements and skill maps generated automatically
Org structure does not match strategy	Org structure fully aligned with strategy

Release Roadmap

Anchored on the four Intelligences that are Available today, the remaining ones will roll out in phases. We adjust the order flexibly based on each customer's situation and use-case priorities.

Status	Intelligence	Notes
Now (Available)	PowerMeeting Intelligence	Live demo available today
Now (Available)	Voice / Decision / Story Intelligence	Demo within ~2 weeks on request
Coming	Growth / AI Agent Intelligence	Targeting release within 2026
Coming	Financial / Evidence / Organization-HR Intelligence	Rolling out in phases

Contact

For questions about this whitepaper, requests to demo a specific Intelligence, or to discuss your context one-on-one, please reach out below.

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PowerMeeting Intelligence

Demo Session - Run meetings that decide

Growth and Decision Intelligence OS

Sophia Projects · Demo Briefing · v1.0 · 2026-05

The meeting problem: why nothing gets decided.

Mid-market companies and new business development teams hold weekly and monthly meetings — yet conclusions never emerge, actions stay vague, and the same debate returns next time. This is not an individual skill problem; it is a structural problem with the meeting itself.

- Agendas are not organized in advance
- Issues drift during the meeting, conclusions never land
- Decisions and actions are never put into words
- Last meeting's decisions are not followed up by the next

The PowerMeeting Intelligence answer.

Structure every phase of the meeting.

PowerMeeting Intelligence is one of the core Intelligences of GDIOS, structuring the entire arc of a meeting — before, during, and after. Meetings turn into places where decisions actually land.

Phase	Capability
Before	Auto-generated agenda, issue organization, summary of past minutes
During	Real-time structuring of issues, conclusions, and actions; logic tracking of participant statements
After	Auto-generated minutes, action-to-task conversion, notifications to stakeholders

Demo scenario: weekly executive meeting

We illustrate the flow using the weekly executive meeting of a mid-market SaaS company (ARR ¥1.2B, ~180 employees), walking through everything from before the meeting to after.

Step 1 - Before the meeting: agenda auto-generation

Last week's executive KPIs (ARR, NRR, CAC, Pipeline, etc.) are auto-aggregated and the issues worth discussing are ordered by priority. Unresolved items and homework from the previous meeting are

auto-carried over. The agenda is sent ahead of time to participants via Slack / email.

Representative auto-generated agenda items

- Issue 1: How to handle 8 stalled Stage-3 deals in the Financial Services segment
- Issue 2: CS assignment priority for 12 high-risk churn customers
- Issue 3: Why last week's marketing CAC exceeded target by 15% — and what to do
- Issue 4 (carryover): Review of additional validation data for new-business hypothesis B

Step 2 - During the meeting: real-time structuring

As the meeting progresses, issues, options, conclusions, and actions are structured in real time. The system auto-classifies each utterance as 'issue', 'option', 'conclusion', or 'TODO', and lays them out visually on screen.

Sample UI rendering

Type	Content
Issue	How to handle 8 stalled Stage-3 deals in the Financial Services segment
Option A	Individual AE follow-up (owner: Yamada)
Option B	Bring in a Sales Engineer and set up a technical validation session
Conclusion	Adopt Option B. Re-approach 6 of the 8 by end of this week
TODO	Yamada (AE): schedule SE sessions for 6 deals / due: Friday

Step 3 - After the meeting: auto-distributed minutes and actions

The moment the meeting ends, structured minutes are generated and distributed to participants. Decisions and actions are auto-registered in the relevant Slack channel and your task management tool (Asana / Notion / Linear, etc.).

- Auto-generated minutes (issues, conclusions, TODOs, supporting data — all structured)
- Actions converted to tasks (owner, due date, related resources auto-filled)
- Notifications to Slack / Teams (with @mentions for owners and reminders for deadlines)
- Carryover into the next meeting's agenda (open items and progress checks)

Operating picture after rollout (4 weeks)

Week	Activity	Detail
Week 1	Select target meetings	Pick the meetings to enable — weekly executive, monthly review, new-business decision meetings, etc.
Week 2	Design agenda and minutes templates	Customize to your company's issue format
Week 3	Configure Slack / task-tool integration	Set up auto-distribution into existing tools
Week 4	Go live, measure impact	Track meeting length, conclusion rate, action completion rate

Expected impact

<p>-30 to -50%</p> <p>Meeting time reduction</p> <p>Average length of target meetings</p>	<p>+40%</p> <p>Conclusion rate improvement</p> <p>Share of meetings rated 'we reached a conclusion'</p>	<p>-80%</p> <p>Minutes-taking effort</p> <p>vs. traditional manual minutes</p>	<p>+60%</p> <p>Action completion rate</p> <p>Decisions completed by the due date</p>
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These are standard targets. Actual numbers vary by meeting culture, tool environment, and participant count.

Live demo

PowerMeeting Intelligence is available for a live demo today. A 45-minute online session walks you through the product in action — and we can use one of your typical meeting scenarios.

- Duration: 45 minutes
- Format: online (Zoom / Meet / Teams)
- Preparation: none required (if using your meeting scenario, please share in advance)
- Booking: email info@gdios.jp with 3 preferred time slots

[Email: info@gdios.jp](mailto:info@gdios.jp)