

INTELLIGENCE REPORT · PROJECT: Q3 LAUNCH

Everything your team said about Q3 — with receipts.

13 recordings, 4 wiki pages and 688 extracted claims, cross-referenced so nobody has to re-watch a 45-minute keynote to find out what was actually decided. Every number below links back to the exact second or paragraph it came from.

Generated 29 Aug
2026

Sources: Zoom, Google Meet, Confluence,
Notion, YouTube

Prepared for: whoever missed
the meeting

688

CLAIMS

54

FINDINGS

18

CONNECTIONS

3

CONTRADICTIONS

The five things you'd have learned in 6 hours of meetings

Ranked by how often they came up and how many sources agree.

DECISION

Enterprise pricing goes flat-rate. Per-seat is dead.

Decided in the Q3 keynote, confirmed in the leadership sync, and — as of this report — still wrong on the pricing page.

"Starting in Q3 we stop quoting per seat. It's \$199 a month, flat. If a customer asks for seats, the answer is no."

Q3 product keynote · 12:51 · Dana (CEO)

NUMBER

Churn dropped to 2.1% — the best quarter on record

Mentioned 4 times across 3 recordings. The all-hands slide said 2.3%; the CS weekly has the corrected figure.

"Two point one. Not two point three — the deck was exported before the last cohort closed."

CS weekly · 23:40 · Priya (Head of CS)

COMMITMENT

Sales stops quoting per-seat pricing after the kickoff

Owned by Marcus. Deadline: end of the kickoff week. Status: the Notion "Pricing FAQ" page still explains seat tiers.

ACTION ITEM

Refund window changes from 14 to 30 days

Agreed in the May sync. The policy page was never updated — customers are being quoted the old number by support.

DECISION

Launch date holds: 14 October

Reconfirmed in 3 separate meetings. Nobody pushed it. Write that down somewhere — oh wait, we did.

Where your sources disagree, go stale or go quiet

Each finding cites the claims that triggered it and says what to do next. Handled findings are hidden.

CONTRADICTION · HIGH

The Notion pricing page still sells seats

The keynote and leadership sync say flat-rate; the Notion "Pricing FAQ" (last edited 3 June) walks customers through per-seat tiers. Support has quoted both this month.

"Plans start at \$12 per seat per month, billed annually."

Notion · Pricing FAQ · [section 2](#)

"It's \$199 a month, flat. If a customer asks for seats, the answer is no."

Q3 keynote · [12:51](#)

DO THIS Update the Notion Pricing FAQ and annotate the keynote at 12:51 as the canonical decision.

STALE · MEDIUM

Refund policy: 14 days on the page, 30 days in the room

The May sync changed the refund window; the policy page predates it by two months.

DO THIS Annotate the policy page with the newer value (30 days) and cite the May sync at 08:12.

GAP · MEDIUM

Nobody has answered "what is the enterprise SLA?"

Asked three times (sales kickoff, CS weekly, onboarding Q&A). Zero answers in any source. Prospects have noticed.

DO THIS Record a short answer to: "What uptime and response times do we commit to for enterprise?"

RECOMMENDATION · LOW

Combine the keynote pricing segment with the sales objections clip

The best explanation of why per-seat died (keynote 12:51-15:20) and the most common objection to it (sales kickoff 31:04) belong in the same enablement deck.

DO THIS Cut both clips and pin them to the Sales onboarding project.

18 links between 13 recordings and 4 pages

Two clusters: the launch itself, and everything customers keep asking about it.

CLUSTER A · LAUNCH

Q3 keynote		96
Leadership sync		74
Sales kickoff		72
Pricing FAQ (Notion)		61
Launch brief (Confluence)		58

CLUSTER B · CUSTOMERS

CS weekly		88
Onboarding Q&A		67
Support handbook		55
All-hands		49
Refund policy page		40

STRONGEST LINKS

FROM	TO	RELATION
Q3 keynote	Leadership sync	Builds on — confirms flat-rate pricing
Sales kickoff	Pricing FAQ (Notion)	Contradicts — seats vs flat-rate
May sync	Refund policy page	Supersedes — 30-day window
CS weekly	All-hands	Corrects — churn 2.1% vs 2.3%
Onboarding Q&A	Sales kickoff	Same question — enterprise SLA (unanswered)

TOPICS

flat-rate pricing

churn

enterprise SLA

refund window

Q3 launch

onboarding

per-seat

support macros

launch date

enablement

Clips that explain the quarter better than the deck

Scored on hook strength and whether they stand alone. Each is one click from a captioned export.

TITLE	SOURCE	AT	SCORE
"Why we killed per-seat billing"	Q3 keynote	12:51	94
"Nobody tells you this about churn"	CS weekly	23:40	91
"The objection we hear every single week"	Sales kickoff	31:04	87
"14 days was never the plan"	May sync	08:12	82
"What 14 October actually means for support"	All-hands	40:18	79

The sources

SOURCE	TYPE	CLAIMS	DECISIONS
Q3 product keynote	YouTube · 45:12	165	9
Sales kickoff	Zoom · 58:40	112	4
Leadership sync	Google Meet · 41:02	96	6
CS weekly	Teams · 32:15	88	2
All-hands	Zoom · 55:30	74	3
Onboarding Q&A	Google Meet · 27:48	51	1
Launch brief	Confluence	44	5
Pricing FAQ	Notion	31	2
Refund policy	Notion	14	1
Support handbook	Confluence	13	0

This is a sample. Your report will have your meetings, your docs and your contradictions — and you'll wish you had it last quarter. **podcuts.ai**