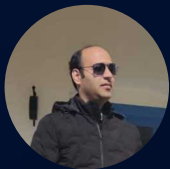




SpotMap: The Official Roadmap Webinar

Spotter - AI Analyst



Akshay Mehra
VP Product Management, ThoughtSpot



ThoughtSpot

Agentic Analytics Platform

Analyst Studio

Data Mashups, Data Science, Python Notebooks, Ad Hoc SQL Analysis,

AI Agents

Spotter - Agentic AI Analyst, Deep Research, Agent as a Service

Semantic Model

Trusted & Secure Metrics Layer, Agent-ready Metadata, Data Security

AI-Augmented Dashboards

AI-first, Mobile-ready, Automated Insights, Connected Where You Work

Data Management



Real time, Zero Copy or In-Memory, Unified Metadata and Compliance

Intelligent Apps

Embedded Analytics for your customers, Insights to Actions, APIs and SDKs, Workflow Automation



Spotter's Roadmap Pillars

A Is there any correlation in the productivity of an SE with the number of unique AE's they work with ?



What is the next best offer for this account?

Thinking ▾

🌐 Searching web



Forbes



McKinsey

+68 more

📄 Reading the uploaded documents



Winter Wonderland.pdf

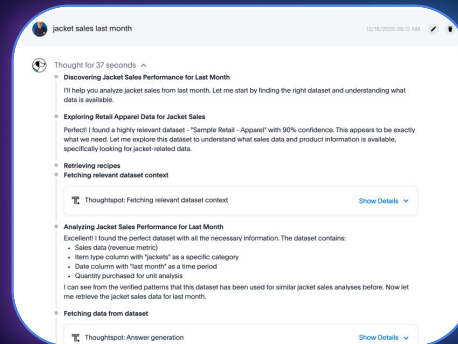
📁 Extracting data from integrated tools



Q1 QBR Report



#rnd-agents



Finally every gets an analyst

Ensuring Spotter helps realize the vision of every user being self-serve with data, and all users and their agents becoming more data-driven.

Boundaryless

Continuously expanding the range of data types available for analysis within Spotter, alongside enhancing the analytical capabilities of the Spotter platform itself.

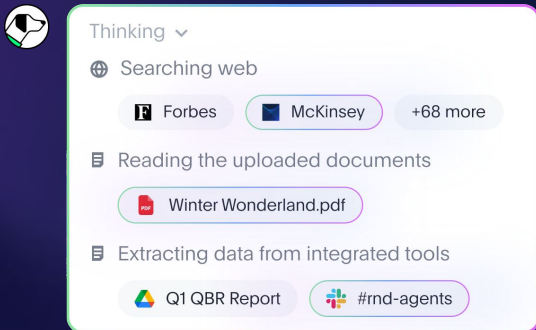
Trustable & Verifiable

Enhancing Spotter's ability to answer questions with greater accuracy and providing responses that users can both trust and verify.

Spotter 3

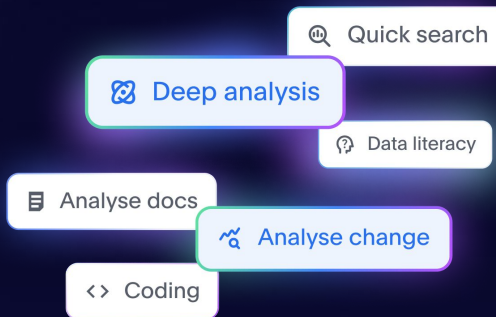
Spotter 3

Your Smartest Agent Yet



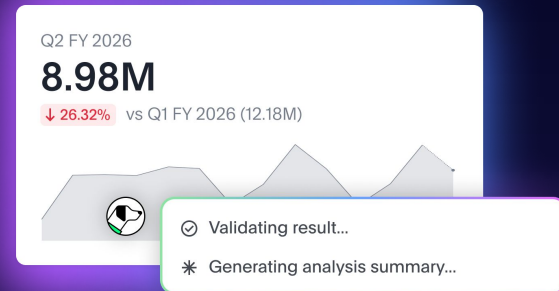
Blends structured + unstructured

Connect to structured and unstructured sources to deliver holistic intelligence and context-aware insights.



New advanced analytical skills

Combines AI-driven skills—automated insights, code generation, and multi-level research—for fast, thorough answers and in-depth reports.

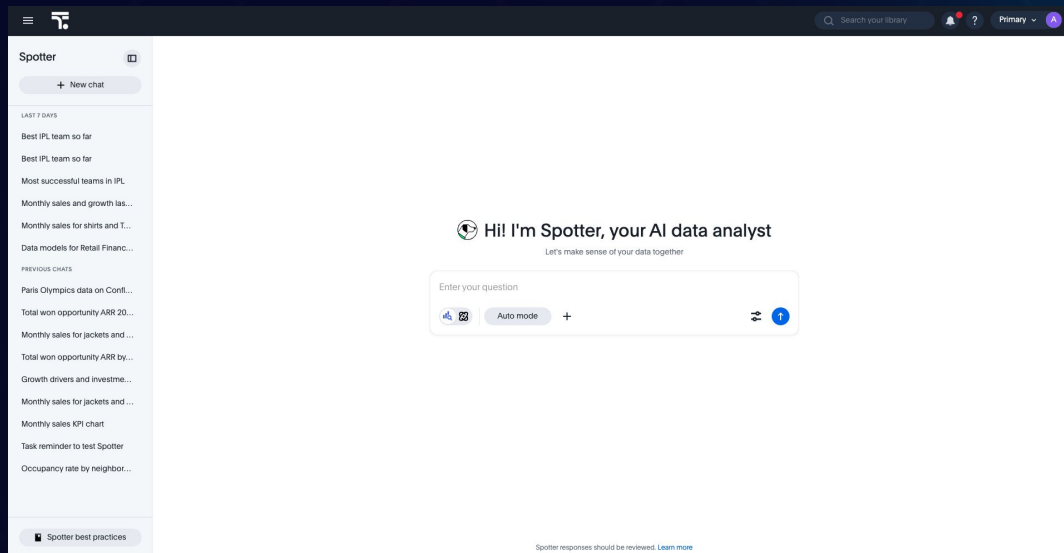


Your trusted thought partner

Validates assumptions, checks results, and delivers actionable, end-to-end analysis for confident decision-making.

Spotter 3 - What's new

- New Prompt bar
- Auto Mode
- Spotter Connectors
- Conversation History
- Search/Deep research Mode
- Spotter connectors



What's New

| Feature | Description | Sage / Spotter 1 | Spotter | Spotter 3 |
|--|---|---------------------|---------|-----------|
| Answer Data Questions using Natural Language | Use natural language to search and query your data | ✓ | ✓ | ✓ |
| Data Literacy | User-friendly explanations and context around datasets and meaning | | ✓ | ✓ |
| Multilingual | Support for multiple languages, in addition to English | | ✓ | ✓ |
| Verify Reasoning and Thinking | Show Spotter's analysis steps and logic for transparency | | | ✓ |
| Higher Accuracy via ReACT | Self-correcting and validation of answers | | | ✓ |
| AI Insights (Summaries) | User-friendly summaries and insights of analytics | | | ✓ |
| Why Questions | Explanations of data changes via automated change analysis | | | ✓ |
| Deep Research | Multi-step analysis, planning, and execution presented as a detailed, contextual reporting for users | | | ✓ |
| Advanced Analysis via Code | Multi-step analytics, including statistical and machine learning models and code generation for advanced analytics. | | | ✓ |
| Automatic Data Model Selection (Auto Mode) | Automatic selection and querying of the best data model(s). | | | ✓ |
| MCP Connectors | Customers can bring their own MCP tools for Spotter to use | | | ✓ |

 **UI**


 **Slack / Teams** 

 **SDK**

 **API**

 **MCP Server**

 **A2A**


Agentic

Orchestration

Reasoning engine

Agent Builder

Search / Research mode

Saved conversations

(Reason + Act)

Looping

Prompt chaining

MCP Host


Memory

Instructions

Choice BYOLLM

Permissions

Governance


**Skills/
Sub-Agents**

Data Questions

Correlation

Trend analysis

Data Literacy

Forecasting

Anomaly detection

Change analysis

Key driver analysis

Coding

Global Search

Charting

Web search

Auto-select models

Actions

BYOT (MCP Host)




Scheduling

Analytics Skills

Actions

Sources

ThoughtSpot Metadata

ThoughtSpot Semantic SQL   

File Upload

World Knowledge

Unstructured & Structured Company Data Via MCP

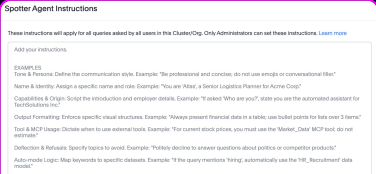
What makes Spotter different

- Reasoning and analysis, not just Q&A**
Breaks down questions, tests assumptions, checks results, reruns analysis when it detects errors
- Intelligence without data boundaries**
Access data in any CDW, any enterprise applications including unstructured sources and web knowledge for full picture answers
- Deterministic insights, not probabilistic guesses**
Spotter uses LLMs to generate search tokens, not direct text-to-SQL syntax, that map to ThoughtSpot's semantic layer
- AI in BI, and BI in AI**
Switch seamlessly back and forth between conversational analytics and traditional data exploration
- Wide breadth of analytical skills**
Goes beyond Q&A—Code generation, change analysis, forecasting, complex compute
- Verifiable by anyone**
Verifiable answers that business users can validate themselves without knowing SQL
- Beyond conversation, into action**
Turns insights into outcomes by taking action. It can create a Jira ticket, update a Salesforce opportunity, or post to Slack.
- Cloud data warehouse agnostic**
Spotter is the front-end for any cloud data warehouse. It runs on top of Snowflake, Google, Databricks, and more.
- Enterprise-grade scale and security**
Scales limitless rows and enforces end-to-end governance (ex: row column level security)
- Embedded AI for your end users**
Embed Spotter directly in your product so end users can ask questions, understand critical changes in their data, and take action without leaving their workflows.

Demo

Further Ahead

Road Ahead



These instructions will apply for all queries edited by all users in this Cluster/Org. Only Administrators can set these instructions. [Learn more](#)

Add your instructions.

EXAMPLES

Tone & Persona: Define the communication style. Example: "Be professional and concise; do not use emojis or conversational filler"

Name & Identity: Assign a specific name and role. Example: "You are 'Alex', a Senior Logistics Planner for 'Home Corp'."

Capabilities & Origin: Script the introduction and emphasize details. Example: "I asked 'Who are you?', state you are the automated assistant for 'ThoughtSpot Inc.'"

Output Formatting: Enforce specific visual structures. Example: "Always present financial data in a table, use bullet points for lists over 3 items."

Tool & MCP Usage: Dictate when to use external tools. Example: "For current stock prices, you must use the 'Market_Data' MCP tool, do not approximate."

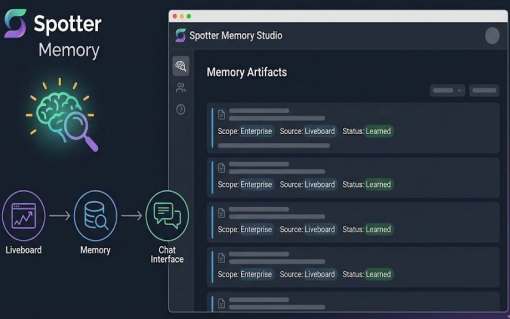
Deflection & Refusals: Specify topics to avoid. Example: "Politely decline to answer questions about politics or competitor products."

Auto-embed Logic: Map keywords to specific datasets. Example: "If the query mentions 'hiring', automatically use the 'HR_Recruitment' data model."

sales cycles and budget freezes in the second half of 2025, ThoughtSpot's [Explain](#) [Verify](#) [Drill down](#) performance in Q2 FY26. The numbers tell a story of execution excellence: **\$10.01 million** in booked ACV, representing a 42.5% increase over the previous quarter.

Easy to adopt Spotter (Spotter 3.5)

Agent Instructions
Sharing of Agent output
Upload CSV



Spotter Memory

Spotter Memory Studio

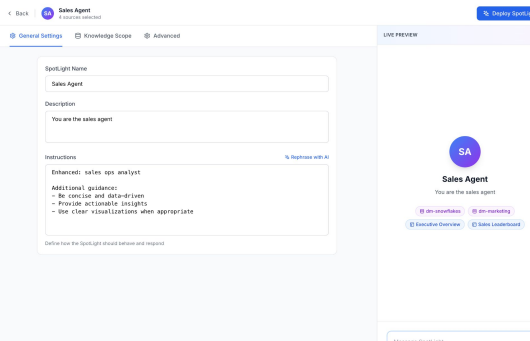
Memory Artifacts

| Scope | Enterprise | Source | Liveboard | Status | Learned |
|-------|------------|--------|-----------|--------|---------|
| Scope | Enterprise | Source | Liveboard | Status | Learned |
| Scope | Enterprise | Source | Liveboard | Status | Learned |
| Scope | Enterprise | Source | Liveboard | Status | Learned |
| Scope | Enterprise | Source | Liveboard | Status | Learned |
| Scope | Enterprise | Source | Liveboard | Status | Learned |

Liveboard → Memory → Chat Interface

Self-learning Agent

Learns from Liveboards & conversations.
More personalized experiences for users using Spotter



Back Sales Agent [New Spotlight](#)

General Settings Knowledge Scope Advanced LIVE PREVIEW

Spotlight Name
Sales Agent

Description
You are the sales agent

Instructions [% Ingestions with AI](#)

Enhanced: sales ops analyst

Additional guidance:

- Be concise and data-driven
- Provide actionable insights
- Use clear visualizations when appropriate

Define how the Spotlight should behave and respond

SA
Sales Agent
You are the sales agent

[Go to overview](#) [Go to monitoring](#)

[Executive Overview](#) [Sales Liveboard](#)

Message Spotlight...

Custom - Spotters

Create curated experiences with custom Spotter

Auto Mode

The screenshot displays the ThoughtSpot user interface. On the left is a dark sidebar with navigation options: Home, Spotter, Search data, LIBRARY (Liveboards, Answers), ANALYSIS & ALERTS (Subscriptions, SpotIQ analysis), and FAVOURITES (Retail Sales, Sales by state and region, Total sales, Total quantify pu..., Cloud Clusters, Europe sales & revenue). The main area is titled 'Spotter' and contains a chatbot interface. The chatbot has a text input field with the placeholder 'Ask me a question. Use '@' to select columns and values.' and buttons for voice input, image input, 'Auto-mode', and a plus sign. Below the input field is a 'Select data model' panel with a search bar and a list of models: Retail - Apparel Model, GTM Model, Store Operations & Foot Traffic Model, GA Website Model, GTM AE contribution Model, GTM Forecast Model, and GTM Waterfall Model. The 'Auto-mode' section is active, showing a blue toggle switch and a list of bullet points: 'Spotter automatically searches for and selects the relevant data model(s) based on your question.', 'Spotter will provide Answers or offers recommendations if multiple models are applicable.', and 'You can change the data model at any time to the chat session.' The chat history shows a question: 'what were top performing products last year?' with a timestamp of 07:47 PM, 11/21/2023. Below the question is a 'Show work' button and a paragraph of text: 'Let's first identify the most relevant dataset for your query regarding last year's top performing products. I found more than one data source that could answer your question, and included details of each below. Which data source would you like to use?'. This is followed by a table with four columns: Data model, Purpose, Key Use Cases, and Relevant Columns. The table lists two data models: '1. Retail - Apparel' and '1. Retail - Apparel'. The first model's purpose is 'Tracks apparel retail sales, allowing analysis of product, store, and location-based performance.' and its key use cases are 'Identifying top/bottom performing products by sales or quantity.', 'Analyzing sales trends by store, city, state, or region.', and 'Comparing product sales across different item types.' The second model's purpose is 'Provides comprehensive' and its key use cases are 'Identifying best/worst'. The relevant columns for both models are 'product, item type, store, region, sales, quantity purchased, date, SKU, city, state, county, zip code.' and 'Insurance Name, Insurance'. Below the table is another text input field with the same placeholder as the top one, and buttons for voice input, image input, 'Auto-mode', and a plus sign. At the bottom of the chat area, a small disclaimer reads: 'Your chats are not used for model training. Verify responses as Spotter may make mistakes. Learn more'.

Spotter

Ask me a question. Use '@' to select columns and values.

Auto-mode

Select data model

Search

Auto-mode

- Spotter automatically searches for and selects the relevant data model(s) based on your question.
- Spotter will provide Answers or offers recommendations if multiple models are applicable.
- You can change the data model at any time to the chat session.

what were top performing products last year?

07:47 PM, 11/21/2023

Show work

Let's first identify the most relevant dataset for your query regarding last year's top performing products. I found more than one data source that could answer your question, and included details of each below. Which data source would you like to use?

| Data model | Purpose | Key Use Cases | Relevant Columns |
|---------------------|---|--|---|
| 1. Retail - Apparel | Tracks apparel retail sales, allowing analysis of product, store, and location-based performance. | <ul style="list-style-type: none">Identifying top/bottom performing products by sales or quantity.Analyzing sales trends by store, city, state, or region.Comparing product sales across different item types. | product, item type, store, region, sales, quantity purchased, date, SKU, city, state, county, zip code. |
| 1. Retail - Apparel | Provides comprehensive | <ul style="list-style-type: none">Identifying best/worst | Insurance Name, Insurance |

Ask me a question. Use '@' to select columns and values.

Auto-mode

Your chats are not used for model training. Verify responses as Spotter may make mistakes. [Learn more](#)

Reasoning-Thinking of Agent

The image displays a sequence of three screenshots from the ThoughtSpot interface, illustrating the reasoning process of an agent.

First Screenshot: Shows a chat window titled "My Chats" with a question: "Why are some online orders for women's jackets delayed this month?". The chat is dated 07:47 PM. The left sidebar lists "THIS WEEK" chats, including "Assisting the new sales manager" (highlighted), and "PREVIOUS CHATS" such as "regions with lowest sales", "Jacket sales last year", "top performing cities last quarter", "top store sales by state last year", and "top 10 item types sold this year".

Second Screenshot: Shows the "Searching through tools" dropdown menu. The tools listed are: "Slack: Search messages", "Jira: Search tickets", and "Glean: Search documentation". The chat window remains visible in the background.

Third Screenshot: Shows the "Show work" section, detailing the reasoning process for the question: "What is the monthly sales for shirts?". The reasoning is structured into two main parts:

- Understanding user's prompt:** The agent identifies the user's intent as wanting sales numbers broken down by month for shirts. It notes the need to resolve ambiguity (revenue vs. quantity) and formulate query logic to sum sales by month, filtered for shirts, and present the results as a chart or table.
- Running the query:** The agent states it has sent the question to the Answer generation tool. A screenshot of the tool's output is shown, displaying the query: "What is the monthly sales for shirts?". The output is a table with columns: "sales", "item type = 'jackets'", "monthly", and "date = this quarter".

The bottom of the third screenshot shows the chat input area with the prompt: "Ask me a question. Use '@' to select columns and values." and a button labeled "Auto-select data".

Spotter Connectors

The screenshot displays the ThoughtSpot web application interface. At the top, there's a browser window with the URL 'thoughtspot.com'. Below the browser, the ThoughtSpot logo is on the left, and a search bar with the text 'Search in your library' is on the right. The main chat area shows a conversation between a user and an AI assistant. The user asks for jacket sales data. The assistant responds that it couldn't find 'jackets' but found 'yosemite jackets' and 'new jersey jackets'. Below this, a section titled 'Sales for jackets this quarter' shows a data card for 'Q2 FY 2026' with a value of '8.98M' and a decrease of '26.32%' compared to 'Q1 FY 2026 (12.18M)'. A connector menu is open, listing various tools like World knowledge, Root Cause, Forecasting, Google Workspace, OneDrive, and Canva, each with a 'Connect' button. At the bottom, there's a prompt to 'Ask me a question' and a 'Retail Sales' data card. A small disclaimer at the bottom states: 'Your chats are not used for model training. Verify Spotter's response for accuracy. [Learn more](#)'.

Okay help me find out what are the jacket sales for this current quarter so far, and how far away are we from the target? 07:47 PM

I could not find any product called jackets, but there are products which contain the word jackets - 'yosemite jackets', and 'new jersey jackets', there I have found the sales for these two jackets combined.

Sales for jackets this quarter

sales product contains 'jackets' date = this quarter

Q2 FY 2026

8.98M

↓ 26.32% vs Q1 FY 2026 (12.18M)

World knowledge
Root Cause (Why Analysis)
Forecasting
Google Workspace
OneDrive
Canva
All tools

Connect
Connect
Connect
Connect
Connect

Ask me a question. Use '@' to select columns and values.

Retail Sales

Your chats are not used for model training. Verify Spotter's response for accuracy. [Learn more](#)

All tools

- Google Workspace
- OneDrive
- Canva
- Slack
- Salesforce
- Loom
- JIRA

Cancel Done

Conversation History

