



ZoomInfo Introduces Agent Teams, Powered by the Acquisition of DoubleO.ai

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BOSTON--(BUSINESS WIRE)--Oct. 1, 2026-- ZoomInfo (NASDAQ: GTM), the all-in-one AI GTM platform, today announced Agent Teams, which gives revenue teams AI agents that run complete GTM plays reliably. Agent Teams coordinates teams of agents across a company's systems, its signals, and ZoomInfo's intelligence to execute complete GTM motions from signal to action, without a person babysitting every step.

This press release features multimedia. View the full release here: <https://www.businesswire.com/news/home/20261001491566/en/>

Agent Teams is built on the orchestration architecture of DoubleO.ai, founded by Derek Osgood and Karthik Suresh, which ZoomInfo announced it had acquired yesterday. It's built to run complex, multi-step GTM motions reliably, something most AI agents can't do. It's available now in GTM Studio, with no new SKU or contract required.

Why most GTM AI agents never reach the front line

Revenue leaders are under pressure to rapidly adopt AI agents across their GTM workflows. But today, most AI in GTM is limited to a GTM engineer building precision demand generation motions outside of where the field operates. It's valuable, but siloed. The rest of the tech stack is fragmented too: an assistant in the CRM, enrichment in one tool, sequencing in another, and none of them working together.

So the research, follow-ups, and handoffs that connect one judgment call to the next still land on people. RevOps teams stitch together nine different systems to understand an account before they can act on it. High-intent signals wait for a response, routing misfires, and reps spend their time on admin instead of selling.

Even the powerful projects teams build in Claude stay in one person's workspace and never get systematized across the front line. And when teams hand agents more complex work, the agents hallucinate or run differently every time, so someone ends up babysitting every step.

Agent Teams brings reliable, AI-driven workflows to the entire GTM team, for every rep and every account. That covers plays like tracking champions in real time, and finding lookalikes of closed-won opportunities, then reaching out to their buying committees with customized messaging.

Agent Teams runs on real-time evaluations

Agent Teams runs on a real-time evaluation architecture. Specialized agents, each with its own role, instructions, and tools, share context from every prior step and decide the next best action from the current state of the record.

"Revenue doesn't follow a flowchart. Champions change jobs, deals stall, and buyers come back months later," said Henry Schuck, Founder and CEO of ZoomInfo. "Rigid workflow automation breaks the moment that happens. Agent Teams works from what's actually true about an account right now, and keeps the GTM play moving when things change."

When a former champion becomes CRO at a target account, a traditional workflow creates a CRM task and stops. Agent Teams checks whether the new company is already a customer and fits your ICP, reconstructs the champion's role in the original deal, maps the new buying committee, and drafts outreach grounded in that relationship. When the champion visits the pricing page two weeks later, a website-visit trigger picks the play back up with full context.

Or take a closed-won deal. Agent Teams reviews the full sales cycle, including call transcripts, emails, and CRM records, to understand why the customer bought. It drafts a case study, finds 10 competitors of the new customer that aren't already customers, and reaches out to each one with tailored messaging backed by the case study.

"Most AI agents exchange outputs, not understanding, so the reasoning behind each step gets lost at every handoff," said Dominik Facher, Chief Product Officer at ZoomInfo. "Agent Teams runs on a real-time evaluation architecture where agents share context and build on each other's work, grounded in the richest GTM intelligence available."

Built-in governance at enterprise scale

Agent Teams runs on ZoomInfo's foundation of responsibly sourced data, privacy-rights management, SOC 2 controls, ISO 27001, and ISO 27701-certified systems.

"Our business requires precision in the way we execute GTM," said Caroline Burnett, Sales Operations Leader at Silverfort. "Agent Teams has given me the ability to scale RevOps and accelerate our GTM both in quality and outcomes."

About ZoomInfo

ZoomInfo (NASDAQ: GTM), the all-in-one AI GTM platform, enables sales, marketing, and customer success teams to execute their go-to-market strategy with confidence. Powered by the industry's most comprehensive B2B data, including more than 100 million companies, 500 million contacts, and billions of signals, ZoomInfo delivers the intelligence, automation, and integrations that modern revenue teams need to identify, engage, and convert their best buyers.

[GTM.AI](#) is ZoomInfo's headless GTM context layer. It is the API and Model Context Protocol home for AI agents, powering integrations across

Salesforce Agentforce, HubSpot Breeze, Microsoft Copilot Studio, Alysio, Claude, ChatGPT, and dozens more.

Learn more at zoominfo.com and gtm.ai.

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