

## PRIVACY POLICY

# Sales Copilot Chrome Extension

Provided by Tangible Analytics Consulting, LLC

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|----------------|--------------------------------|
| Effective date | September 26, 2026             |
| Last updated   | September 26, 2026             |
| Applies to     | Sales Copilot Chrome Extension |
| Contact        | privacy@tangibleconsult.com    |

**Short version:** Sales Copilot does not record, store, transmit, or sell your audio or conversation data. Everything stays on your device.

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## 1. Overview

Tangible Analytics Consulting, LLC ("we," "us," or "our") operates the Sales Copilot Chrome Extension ("the Extension"). This Privacy Policy explains how we handle information in connection with your use of the Extension.

We are committed to protecting your privacy. This policy is written in plain language so you understand exactly what happens — and what does not happen — with your data when you use Sales Copilot.

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## 2. Information We Do Not Collect

Sales Copilot is designed with privacy by default. We explicitly do not collect, store, or transmit:

- **Your voice or audio** — microphone input is processed entirely on your device using your browser's built-in Web Speech API. No audio is ever sent to our servers.
- **Your meeting transcripts** — speech-to-text conversion happens locally in your browser. Transcript text is never uploaded, logged, or stored by us.
- **Your sales conversations** — the content of your calls stays on your device and is discarded when you close the Extension or clear the session.

- **Personal information about you or your prospects** — we do not collect names, email addresses, phone numbers, or any identifying information from your calls.
  - **Browsing history or meeting metadata** — we do not track which websites you visit, which meetings you attend, or how long your calls last.
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### 3. Information We Do Collect

The Extension collects and stores the following information locally on your device only, using Chrome's built-in local storage:

- **Your Anthropic API key** — stored locally in your browser so you do not have to re-enter it each session. This key is never transmitted to our servers. It is sent directly from your browser to Anthropic's API when generating coaching responses.
- **Your Extension preferences** — your selected sales methodology, coaching focus mode, and pause delay setting. Stored locally for your convenience.

None of the above is transmitted to Tangible Analytics Consulting, LLC or any server we operate.

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### 4. How the AI Coaching Feature Works

When you use the Live Coaching feature, the following occurs:

- **Step 1** — your browser's Web Speech API converts your microphone input to text locally on your device.
- **Step 2** — after a pause in speech is detected, the transcript text is sent directly from your browser to Anthropic's Claude API using your personal Anthropic API key.
- **Step 3** — Anthropic returns a coaching response, which is displayed in the Extension panel.
- **Step 4** — the transcript and coaching response are stored temporarily in your browser's session memory and cleared when you close the tab or click Clear.

**Important:** Your conversation data is sent to Anthropic, not to Tangible Analytics Consulting, LLC. Your use of the Anthropic API is governed by Anthropic's own Privacy Policy and Terms of Service, available at [anthropic.com](https://anthropic.com). We encourage you to review Anthropic's policies.

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### 5. Microphone Access

Sales Copilot requests access to your microphone solely to enable live speech transcription during your sales calls. Microphone access:

- **Is only active** — when you click the Listen button in the Extension panel.
- **Can be revoked** — at any time through your browser's site permissions settings.
- **Is used only** — for real-time transcription on your device — no audio is recorded, stored, or transmitted by us.
- **Does not activate automatically** — you must explicitly start a session each time.

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## 6. Third-Party Services

Sales Copilot interacts with one third-party service:

| Service                | Purpose                              | Data sent                                                           |
|------------------------|--------------------------------------|---------------------------------------------------------------------|
| Anthropic (Claude API) | Generate AI sales coaching responses | Transcript text from your session, sent using your personal API key |

We do not sell, rent, share, or otherwise disclose your data to any other third parties.

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## 7. Pay-Per-Use Billing Disclosure

Sales Copilot is a pay-per-use application. The Extension connects to the Anthropic Claude API using your own personal API key, which you obtain directly from Anthropic at [console.anthropic.com](https://console.anthropic.com). You are billed directly by Anthropic based on your usage — Tangible Analytics Consulting, LLC does not collect or process any payment information related to API usage.

Your subscription to Sales Copilot covers access to the extension software itself. API usage costs are separate and billed directly by Anthropic to your account. Typical usage for an active sales rep costs less than \$2 per month at current Anthropic API rates.

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## 8. Data Retention

- **Session data** — transcripts and coaching responses are retained only in your browser's active session memory. Cleared when you close the tab, click Clear, or close your browser.
- **Extension preferences and API key** — retained in Chrome's local storage on your device until you uninstall the Extension or manually clear Chrome storage.

- **Server-side data** — none. Tangible Analytics Consulting, LLC does not operate servers that store any data related to your use of Sales Copilot.
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## 9. Children's Privacy

Sales Copilot is intended for use by business professionals and is not directed at children under the age of 13. We do not knowingly collect any personal information from children. If you believe a child has provided information through the Extension, please contact us at [privacy@tangibleconsult.com](mailto:privacy@tangibleconsult.com).

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## 10. Changes to This Policy

We may update this Privacy Policy from time to time to reflect changes in the Extension or applicable law. When we do, we will update the "Last Updated" date at the top of this document. We encourage you to review this policy periodically. Continued use of the Extension after changes are posted constitutes your acceptance of the updated policy.

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## 11. Contact Us

If you have questions, concerns, or requests regarding this Privacy Policy or your data, please contact us:

### **Tangible Analytics Consulting, LLC**

Email: [privacy@tangibleconsult.com](mailto:privacy@tangibleconsult.com)

Website: <https://www.tangibleconsult.com>

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