

MCP SERVER

NO CODE

CLOUD HOSTED

# Gong MCP

Turn recorded calls into actionable sales intelligence.

Gong MCP analyzes sales conversations by connecting your recorded calls to any AI agent. It lets you pull full transcripts, view team-wide metrics, track deal progress, and score rep performance against specific rubrics. Get deep insights into what works in live sales calls and use that data for coaching or forecasting.

**A+** Quality Score 98.33/100

revenue-intelligence

conversation-analysis

sales-coaching

call-transcription

deal-tracking

performance-analytics



# The infrastructure that powers AI agents in the real world.



Vinkius connects AI to the world's software through secure, enterprise-grade infrastructure — enabling real-world execution at scale, built on the Model Context Protocol (MCP).

# Your AI Connections Run Through Vinkius Cloud

The world's largest  
managed MCP catalog

Vinkius is the cloud infrastructure where AI agents connect to the software your business already runs. We handle the hosting, the security, the credentials, the uptime — you get agents that actually do things.

We operate the world's largest managed MCP catalog. Major SaaS platforms, CRMs, databases, and cloud providers — running, monitored, production-ready. This MCP server is hosted and maintained by the Vinkius Cloud for AI Agents.

*The agent doesn't manage credentials, doesn't manage uptime, doesn't manage security. Vinkius does.*

— Architecture principle

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## Four Pillars of the Vinkius Runtime

### 01 — Security by design

Credentials stay encrypted at rest via AES-256. The AI agent never touches raw keys — they're injected into a sandboxed V8 isolate at runtime. Actions are logged, and connections have an emergency kill switch.

### 03 — Deterministic observability

Eight immutable metrics per endpoint: request volume, p95 latency, error rate, active connections, cost attribution. A live payload feed logs every tool call with mutation detection.

### 02 — Built on MCP Fusion

This MCP server was built with **MCP Fusion**, the open-source framework (Apache 2.0) that powers the entire Vinkius catalog. Schema-as-firewall strips undeclared fields, compiled PII redaction runs at zero overhead, and cryptographic lockfiles produce git-diffable audit trails.

### 04 — Autonomous operations

Servers are deployed, monitored, and patched autonomously. New capabilities and security patches ship weekly. Zero-downtime deployments ensure continuous availability across all managed MCP servers.

**AES-256**

Encryption at rest

**Ed25519**

PKI vault signatures

**24h TTL**

Ephemeral session keys

**V8 Isolate**

Sandboxed execution

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## One Token. Instant Access.

Every MCP server on Vinkius is accessed through a **Connection Token**. Tokens are generated in the cloud dashboard and produce a unique MCP endpoint URL. Paste this URL into any MCP-compatible client — no SDK required.

A single token can serve **multiple AI clients simultaneously**, or you can issue separate tokens per client for granular access control. Each token tracks its own request count, last activity timestamp, and can be individually enabled or revoked.

MCP ENDPOINT

`https://edge.vinkius.com/{token}/mcp`

Claude



Cursor



VS Code



Windsurf



Grok



Gemini

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## Security Is the Architecture

Security in Vinkius is not a feature — it's the foundation of the runtime. The gateway enforces multiple independent protection layers between AI agents and third-party APIs.

### 01 — Ed25519 PKI Vault

Every workspace has an Ed25519 Master Key. Session keys are generated ephemerally (24h TTL) and signed by the Master Key. Credentials never leave the vault boundary.

### 02 — V8 Isolate Sandboxing

Tool code runs inside isolated-vm V8 isolates with 64 MB memory caps and per-request timeouts. No filesystem access, no network access except through the SSRF-guarded fetch bridge.

### 03 — SSRF Guard

All outbound HTTP requests are DNS-resolved and validated before execution. Private IP ranges (10.x, 172.16-31.x, 192.168.x, AWS metadata 169.254.x) are blocked at the network layer.

### 05 — Cryptographic Audit Trail

Every request is signed into a SHA-256 hash chain with Ed25519 signatures. Events form a tamper-proof, SIEM-exportable forensic record.

### 04 — DLP & PII Redaction

A ResponseGuard pipeline intercepts every tool response. Configurable redaction patterns strip sensitive fields (emails, SSNs, card numbers) before data reaches the AI agent.

### 06 — Honeypot Trap System

Phantom credentials are injected into isolated environments. If a honeypot is used outside Vinkius infrastructure, the server is quarantined instantly.

## Emergency Kill Switch

EU AI Act Art. 14(1)  
Compliant

The kill switch is an **emergency halt** mechanism — not a simple toggle. When triggered, it executes three actions atomically:

#### 01 — Server deactivated

The MCP server is immediately taken offline across the entire cluster.

#### 02 — All tokens revoked

Every connection token is invalidated. Total lockout — reconnection blocked until new tokens are issued.

#### 03 — WebSocket connections killed

Active connections terminated via Redis pubsub broadcast. Propagates to every runtime node in the cluster.

## Full Visibility. Zero Guesswork.

The Vinkius cloud dashboard includes a full MCP Governance suite — real-time analytics and security controls for production AI operations.

**Control Plane**

KPI dashboard with request volume, latency, success rate, token consumption, and AI-generated operational briefings.

**FinOps**

Cost tracking per tool, payload compression savings, budget optimization signals, and consumption trends.

**Firewall & DLP**

PII redaction activity, sensitive data protection counters, and security event timeline.

**Agent Activity**

Which AI clients are connecting, how often, and what they're doing — real-time session tracking.

**Tool Health**

Slowest and most error-prone tools, with actionable root-cause insights and performance baselines.

**Incident Log**

Error trends, failure rates, status-code breakdowns, and forensic audit trail access.

Get started at [cloud.vinkius.com](https://cloud.vinkius.com) — connect your AI agent in under 60 seconds.

# Gong MCP

14 tools available

Cloud-hosted on Vinkius

This connector gives you conversation intelligence directly from your recorded sales calls. You can tell your AI agent to pull everything: a full list of all recorded interactions, the detailed transcripts for any specific call, or metrics on how an entire team is performing against goals. It links raw talk time and participant turn-taking ratios to actual business results, like deal size and pipeline stage.

Need to coach a rep? You can instantly compare their average call score to others, see what topics they usually cover, and pull the best practice calls from your coaching library for review. Want to forecast revenue? The agent aggregates deal information alongside conversation patterns, helping you pinpoint which deals are stalling because of poor communication or missed action items. All this data is housed in one place via Vinkius, letting your AI client do the heavy lifting so you don't have to manually cross-reference spreadsheets and CRM dashboards.

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## Core Capabilities

### 01 — Find call history by parameters

List calls using specific criteria like date ranges or individual users.

### 02 — Pull full conversation records

Retrieve the complete, speaker-labeled text transcript for any recorded call.

### 03 — Measure team performance and quality

Get individual user statistics and evaluate calls using established scoring rubrics.

### 04 — Map deals to conversation context

View current deal stages, amounts, and the associated call records that informed them.

# One Click on Vinkius — From Prompt to Execution

Available at [vinkius.com/mcp/gong-alternative](https://vinkius.com/mcp/gong-alternative) — connect your AI agent in three steps.

- 01 Subscribe to this MCP and provide your Gong Access Key and Secret.
- 02 Connect this connector from your preferred AI client.
- 03 Ask your agent a question, like 'Show me all calls for Mike last week and compare his talk time ratio against the team average.'

The bottom line is you use natural language to pull complex data points (like call metrics or deal status) without ever seeing an API endpoint.

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## Built For

Sales managers and revenue operations professionals. If you spend time manually comparing a rep's talk ratio against their closed-won deals, this is for you. You need to turn raw call audio into quantifiable coaching points.

### Sales Manager

Reviews recorded calls and uses the MCP to compare reps' performance stats and scorecards to pinpoint specific training needs.

### Revenue Operations Analyst

Correlates deal pipeline data with conversation patterns, using the MCP to generate more accurate revenue forecasts for leadership.

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## What Changes When You Connect

- 01 Instantly compare rep performance. Instead of digging through manual reports, you can use the `get_user_stats` tool to pull quantitative data and average scores for any team member across months of calls.

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- 02 Accelerate deal visibility by linking conversations to revenue. You can view the current deal pipeline using `list_deals`, then ask your agent to highlight which deals haven't had a call in weeks, flagging immediate risk.

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  - 03 Streamline coaching reviews. Access and analyze best-practice examples directly via `list_library_calls` and evaluate them against specific criteria by calling `list_scorecards`.

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  - 04 Save hours on transcription. Instead of downloading dozens of audio files to manually transcribe, the `get_transcript` tool pulls full, speaker-labeled dialogue instantly for review.

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  - 05 Deepen call understanding. You can use `get_call_stats` and `list_calls_by_user` together to see not just *that* a call happened, but how long it was, who talked the most, and what topics dominated the conversation.
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## Real-World Applications

### Identifying low-performing reps

A sales manager needs to know why Rep A is losing deals. They ask their agent to compare Rep A's `get_user_stats` against the team average, focusing on scorecards and talk ratio. The agent identifies that Rep A spends too much time on product features instead of discovery questions.

### Training on successful pitches

A new Account Executive needs to learn how top reps handle objections. They instruct their agent using `list_library_calls` and then ask for the full transcript via `get_transcript` of a specific 'best practice' call to analyze phrasing.

### Forecasting a stalled deal

RevOps needs to adjust Q3 revenue forecasts. They ask the MCP to show `list_deals` and then filter by associated calls from the last 14 days. The agent flags three large deals that haven't had any conversation activity, allowing immediate intervention.

### Reviewing competitor conversations

A senior rep wants to benchmark against an outside account. They use `list_calls_by_date` to pull all calls from the last month, then request a comparison of talk time ratios using `get_call_stats` to analyze conversational balance.

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# Patterns to Avoid

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## Searching for raw data points

### X AVOID

Copying call names and manually logging the date, participant count, and talk ratio into a spreadsheet. This is slow, error-prone, and requires constant switching between tabs.

### ✓ INSTEAD

Use your AI client to query the MCP directly. Ask it: 'Give me all calls from last month and list their stats.' The agent handles the filtering and aggregation for you.

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## Forgetting context

### X AVOID

Finding a call transcript but not knowing if that conversation influenced an actual deal stage or whether the participants were key decision-makers.

### ✓ INSTEAD

Always link the data. Ask the agent to use `list\_deals` alongside `get\_transcript` to see which specific deals are tied to conversations you need to review.

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## Overlooking team context

### X AVOID

Reviewing one rep's call performance in isolation, without knowing how that compares to their peers or the company standard.

### ✓ INSTEAD

Use `list\_users` and then compare individuals using `get\_user\_stats`. This gives you a full organizational view of who is excelling versus where training needs are highest.

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## The Right Fit

Use this MCP if your core problem is linking conversation quality to business outcomes. You need to know *why* the deals closed—was it better product knowledge, or was it superior discovery questioning? If you're trying to coach reps or predict revenue based on qualitative data (the actual dialogue), this connector is essential. Don't use it if all you need is simple CRM record management; for that, a standard CRM API will suffice. Similarly, don't rely solely on call transcripts alone. You must use tools like `list_scorecards` to give the raw text context and structure (i.e., did they hit the required talking points?). This MCP provides the critical bridge between 'what was said' and 'what it meant for the business.'

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## The Pain of Manual Sales Review

Today, reviewing sales performance means opening a dozen different tabs. You pull up a call recording, then you have to manually read through the transcript, copy-paste key quotes into a separate document, and cross-reference that with whatever stage the deal is currently in on your CRM dashboard. If you're comparing three reps, that process multiplies by three, turning hours into a full day of administrative work.

With this MCP, you just talk to your agent. You ask it to compare call quality for all your team members over the last quarter. It pulls the metrics—the stats, the transcripts, the scorecards—and gives you an immediate side-by-side comparison report. What you get is instant, actionable intelligence instead of a pile of PDFs.

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## Gong MCP: Turning Talking Points into Predictable Revenue

The biggest manual step that disappears is the correlation effort. You no longer have to manually link a call's conversation topics to its final deal status, or compare an individual rep's talk ratio against their team goal. The connector handles the complex data mapping for you.

Now you get automated insights. Your AI client doesn't just dump data; it synthesizes performance gaps and points directly to best-practice calls in your coaching library that solve the problem. It changes reviewing sales from a time sink into an immediate, strategic advantage.

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# Gong: 14 Tools for Conversation Intelligence

These tools allow you to programmatically interact with all facets of your Gong account, pulling details from calls, users, deals, and performance metrics.

#	TOOL	DESCRIPTION
01	<code>check_gong_status</code>	Verifies that your connection details are working correctly.
02	<code>get_call</code>	Retrieves the general metadata and details for a specific recorded call.
03	<code>get_call_stats</code>	Pulls comprehensive metrics about a single call, such as duration and participant count.
04	<code>get_transcript</code>	Fetches the full text transcript of any recorded conversation, marked by speaker name.
05	<code>get_user_stats</code>	Retrieves detailed activity metrics for a specific user across all their calls.
06	<code>get_user</code>	Gets basic profile details for any team member in the system.
07	<code>list_call_scores</code>	Retrieves a list of call quality scores based on predefined rubrics.
08	<code>list_calls_by_date</code>	Lists all recorded calls that fall within a specified date range.
09	<code>list_calls_by_user</code>	Generates a list of all conversations associated with a specific user.
10	<code>list_calls</code>	Provides a general listing of recent or available recorded calls.
11	<code>list_deals</code>	Shows the current deal pipeline, including amounts and stages for active accounts.
12	<code>list_library_calls</code>	Lists curated 'best practice' calls saved to your internal coaching library.
13	<code>list_scorecards</code>	Displays the various scoring rubrics used to evaluate call quality.
14	<code>list_users</code>	Provides a list of all users active in the Gong system.

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## See It in Action

Real prompts you can use once this MCP is connected to your AI agent through Vinkius Cloud.

### **U** Show me all calls from this week and the transcript for the longest one.



Found 28 calls this week. The longest was 'Enterprise Demo — Acme Corp' (call\_7891, 52 minutes, 4 participants). Speakers: Sarah Chen (rep, 58% talk time), John Miller (prospect, 35%), Lisa Park (SE, 7%). Key topics discussed: pricing tiers, SSO integration, data migration timeline. Action items: 1) Send SOW by Friday. 2) Schedule security review. 3) Provide reference customers. Would you like to see the scorecard evaluation or the full transcript?

### **U** Compare the call performance of Sarah and Mike this quarter using their stats and scorecards.



Sarah Chen (user\_201): 89 calls, avg duration 34 min, talk ratio 52/48 (ideal), avg scorecard: 8.4/10. Top strength: discovery questions (9.1). Area to improve: closing technique (7.2). Mike Torres (user\_205): 72 calls, avg duration 28 min, talk ratio 65/35 (over-talking), avg scorecard: 7.1/10. Top strength: product knowledge (8.8). Area to improve: active listening (5.9). Recommendation: Mike could benefit from Sarah's coaching library calls on discovery methodology. Would you like to see the library calls?

### **U** Show the deal pipeline and highlight deals that have had no calls in the last 2 weeks.



Deal pipeline: 24 active deals totaling \$1.2M. Stage breakdown: Prospecting (8, \$280K), Discovery (6, \$340K), Demo (5, \$290K), Negotiation (3, \$190K), Closing (2, \$100K). ⚠️ 4 deals have had no calls in 14+ days: 1) 'DataFlow Inc' (\$45K, Negotiation, last call 18 days ago). 2) 'CloudSync' (\$30K, Discovery, 16 days). 3) 'FinTrack' (\$25K, Demo, 15 days). 4) 'LogiPro' (\$20K, Prospecting, 21 days). These are at risk of going cold. Would you like to check the last call transcripts?

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# Frequently Asked Questions

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## 01 How do I use Gong MCP to get transcripts for all my calls?

You can ask your agent to list calls by date range first (using ``list_calls_by_date``), and then request the full transcript (``get_transcript``) for each one. The agent will compile them into a readable format.

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## 02 Can Gong MCP tell me which rep is talking too much?

Yes, you can use ``get_user_stats`` to pull per-user call statistics. This includes metrics like talk time ratio, letting you pinpoint if a representative needs coaching on listening.

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## 03 What kind of data does Gong MCP provide regarding deals?

The MCP gives you deal pipeline visibility using ``list_deals``. You can see the current stage, amounts, and even which calls are associated with those active accounts.

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## 04 Do I need to use all 14 tools in Gong MCP?

No. The power of this connector is that you talk to your agent using natural language; it determines which tools, like ``list_calls`` or ``list_scorecards``, are necessary for the answer.

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## 05 How accurate is the call scoring data from Gong MCP?

The scores come from predefined rubrics. You can use ``list_scorecards`` to see exactly what criteria the score is based on, so you always know how the number was calculated.







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# Go Live in 60 Seconds

Get your connection token from [cloud.vinkius.com](https://cloud.vinkius.com), then paste the endpoint URL into any MCP-compatible client.

YOUR MCP ENDPOINT

```
https://edge.vinkius.com/[TOKEN]/mcp
```

CLIENT	WHERE TO CONFIGURE
 <b>Claude AI</b>	Profile → Customize → Connectors → "+" → Add custom connector → Paste endpoint
 <b>Cursor</b>	Settings → Features → MCP Servers → "+ Add New MCP Server" → Type: SSE → Paste endpoint
 <b>VS Code</b>	Ctrl/Cmd+Shift+P → "MCP: Add Server" → add <code>"gong-alternative": { "url": "..." }</code>
 <b>Windsurf</b>	MCP Settings → <code>mcp_settings.json</code> → Add endpoint URL
 <b>ChatGPT</b>	Settings → Tools & plugins → Add MCP server → Paste endpoint
 <b>Gemini</b>	Extensions → Add MCP Server → Paste endpoint URL

## ASK AN AI ABOUT THIS

Let your preferred AI explain this MCP server

-  **Ask ChatGPT** 
-  **Ask Claude** 
-  **Ask Perplexity** 
-  **Ask Gemini** 
-  **Ask Grok** 

READY TO CONNECT

# Gong is live on Vinkius Cloud.

Get your connection token, paste it into your AI agent, and start building. No SDK. No deployment. Just results.

[Start at cloud.vinkius.com](https://cloud.vinkius.com) →

[vinkius.com](https://vinkius.com) · [support@vinkius.com](mailto:support@vinkius.com)

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