

A large flock of birds flying in a V-formation against a sunset sky. The birds are silhouetted against the bright orange and yellow light of the setting sun, which is visible as a glowing orb on the horizon. The sky transitions from a deep orange near the horizon to a pale blue at the top. The birds are densely packed in the center of the V, with the formation tapering off towards the top right.

Distribution Strategy Group

Accelerate Profitability with AI

A Story in Five Acts

This is
Real

AI Technology
Today

This is
Now

AI Business
Application

This is
How

AI Applied to
Pricing

Accelerating
Pricing

AI Applied to a
Pricing Process

This is
Next

Autonomous
Agents



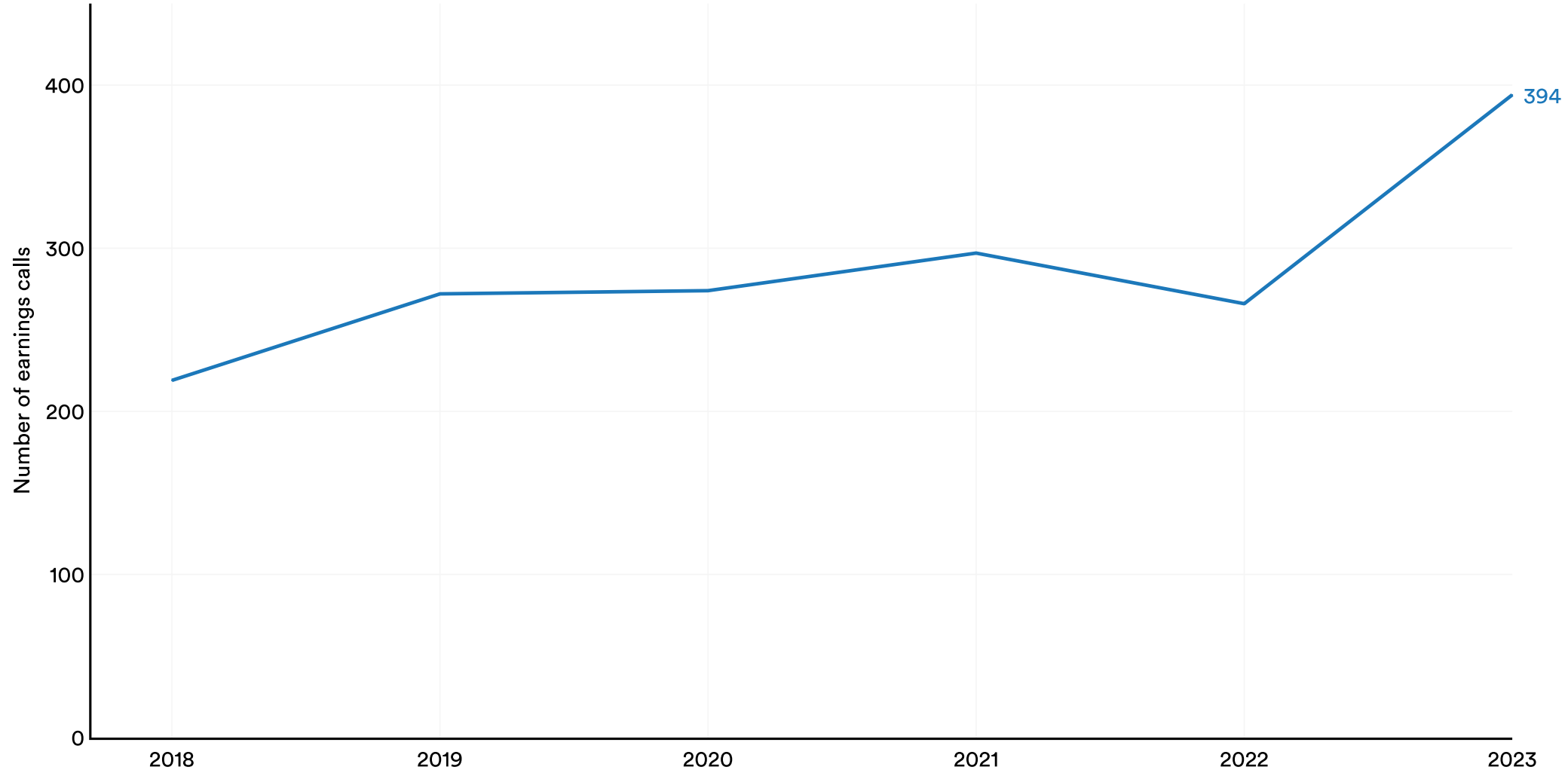
ACT ONE

State of AI: This is Real

CEO'S & Boards are Talking AI

Number of Fortune 500 earnings calls mentioning AI, 2018–23

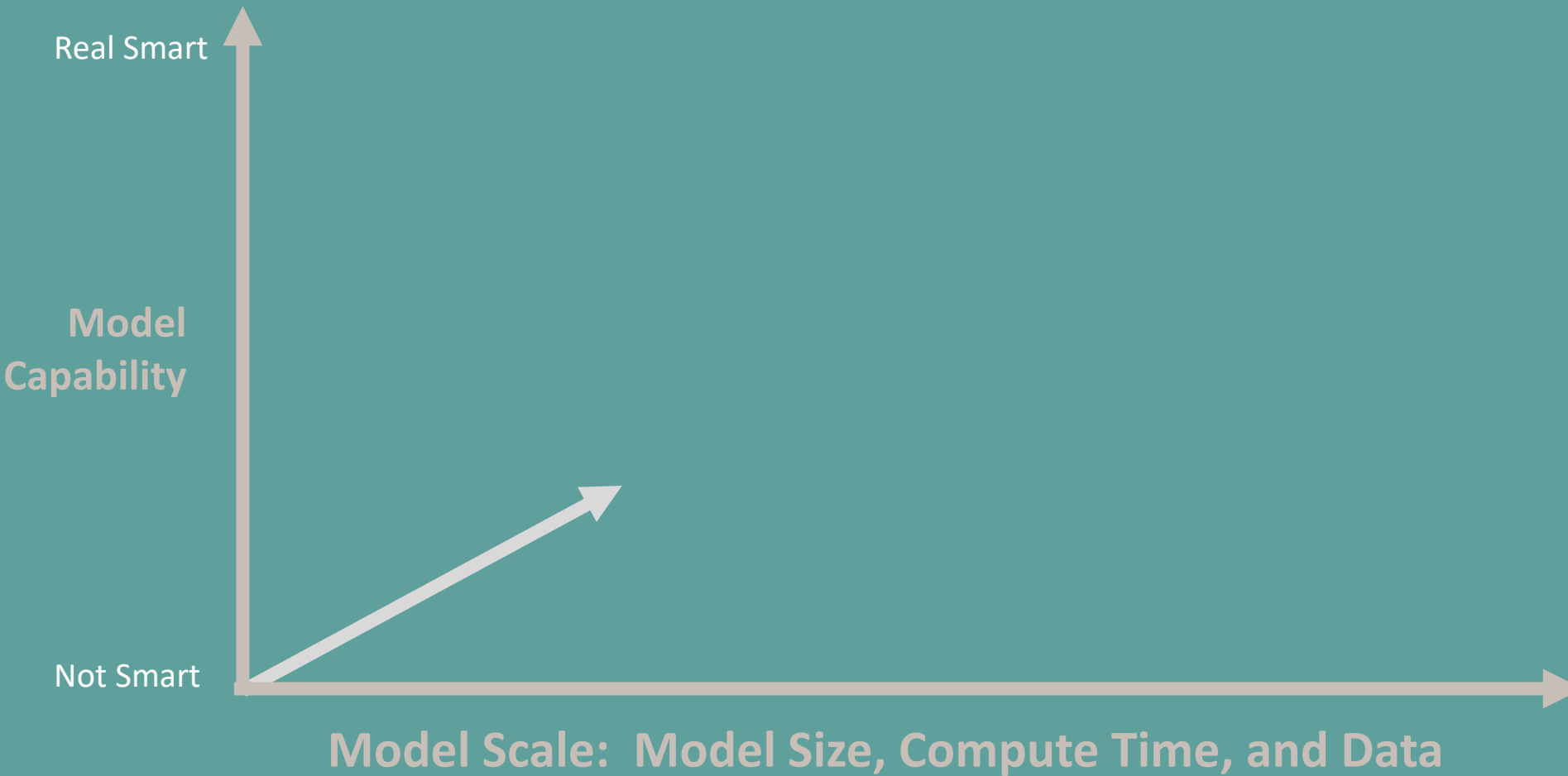
Source: Quid, 2023 | Chart: 2024 AI Index report



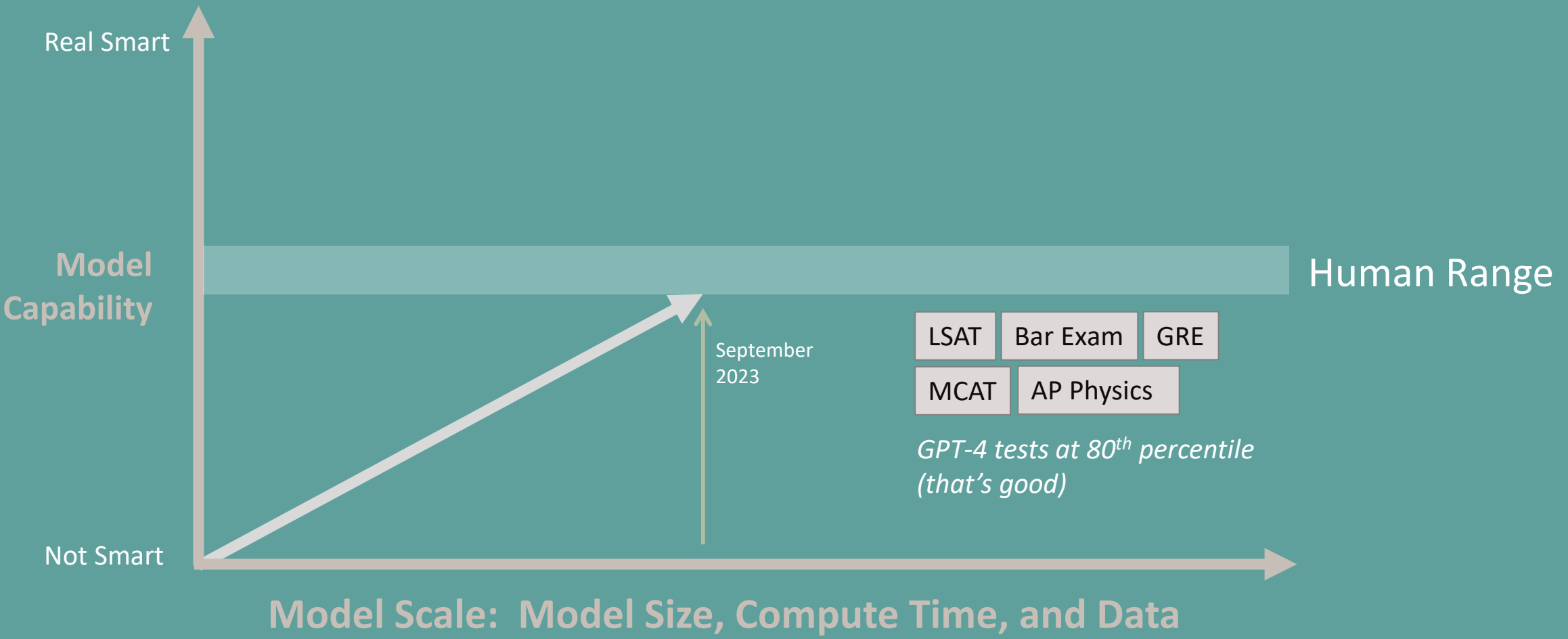
394
Company
Earnings
Calls

~80% of the
Fortune 500

As Models Scale, so does Capability



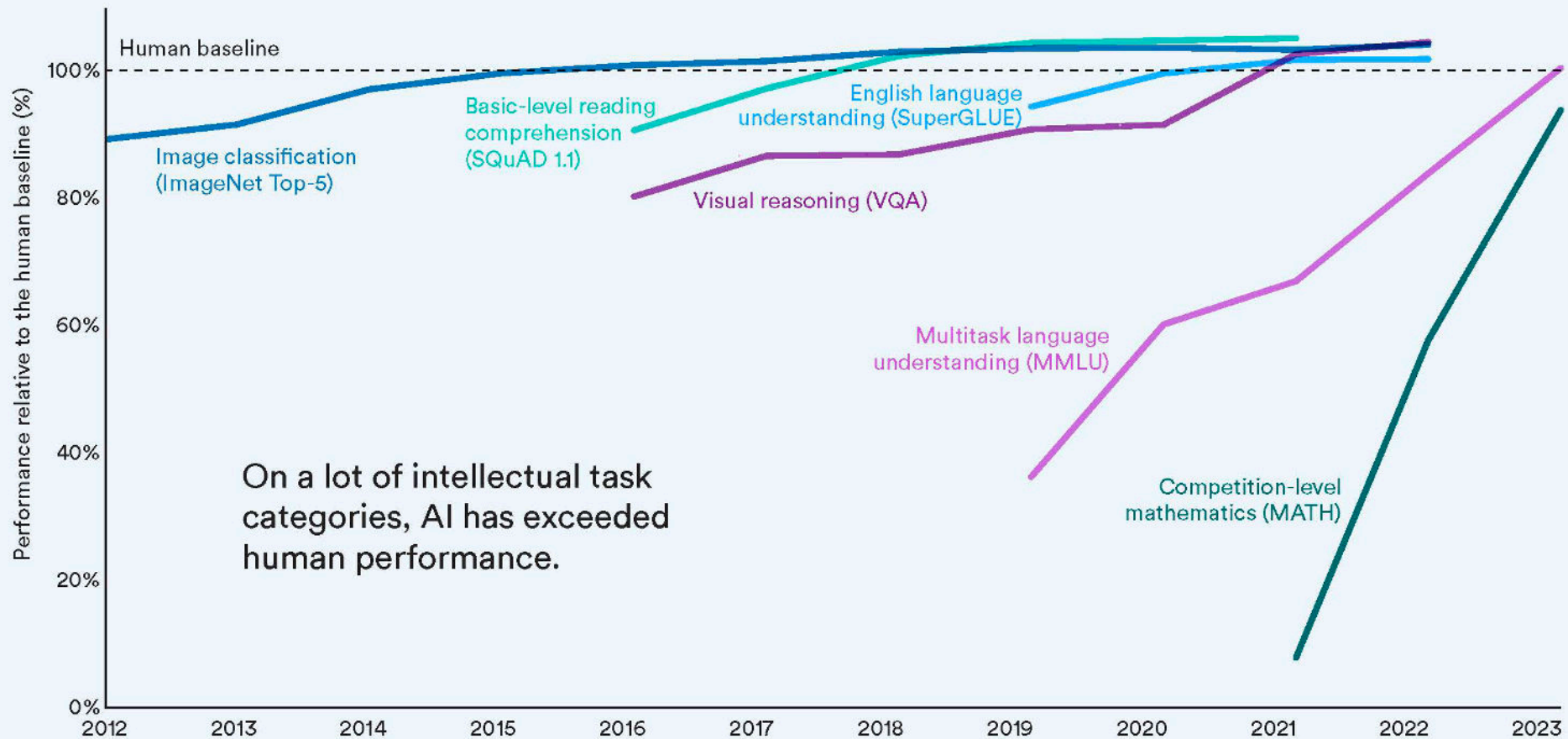
As Models Scale, so does Capability



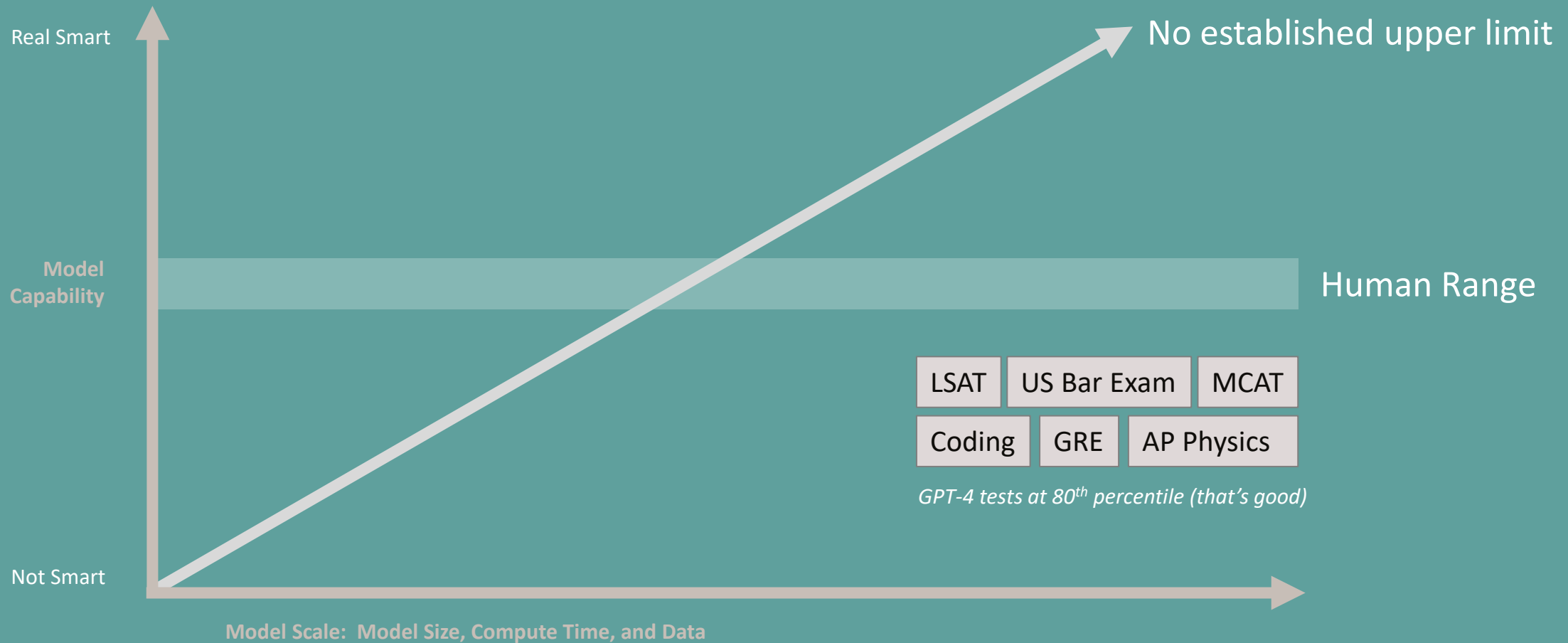
Artificial vs. Human Intelligence

Artificial Intelligence is rapidly mastering skills at and above human-level

Source: AI Index, 2024 | Chart: 2024 AI Index report



As Models Scale, so does Capability



Logistics Sales Negotiation

Company

Happy Robot (Y Combinator)

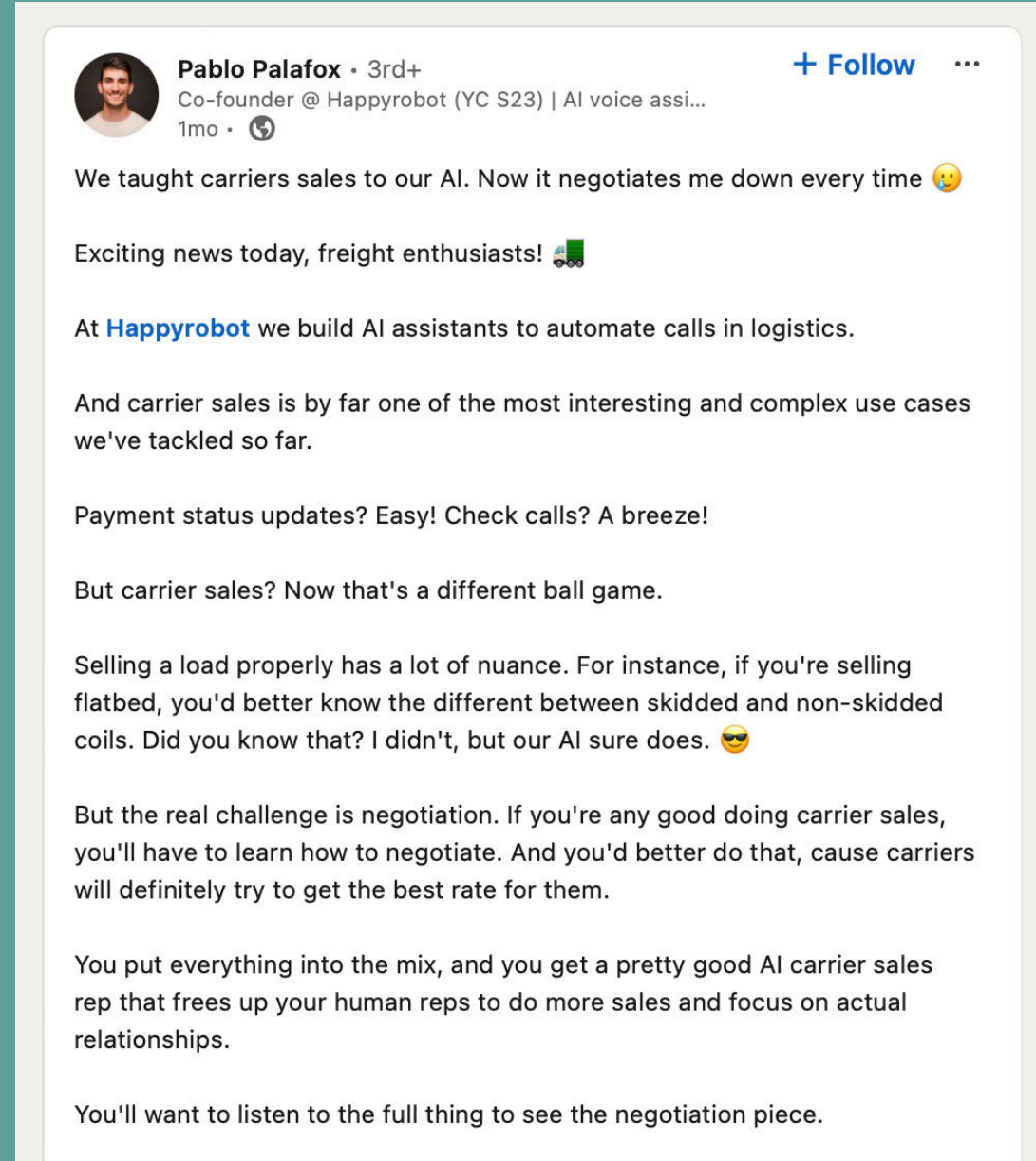
Context

AI calls a trucking company to see if they will take a trucking load. They negotiate on price.

Implication

AI can hold transactional business conversations with a person.

[AI broker service rep calls trucking carrier.](#)



Pablo Palafox • 3rd+
Co-founder @ Happyrobot (YC S23) | AI voice assi...
1mo • 🌐

+ Follow ...

We taught carriers sales to our AI. Now it negotiates me down every time 😬

Exciting news today, freight enthusiasts! 🚚

At **Happyrobot** we build AI assistants to automate calls in logistics.

And carrier sales is by far one of the most interesting and complex use cases we've tackled so far.

Payment status updates? Easy! Check calls? A breeze!

But carrier sales? Now that's a different ball game.

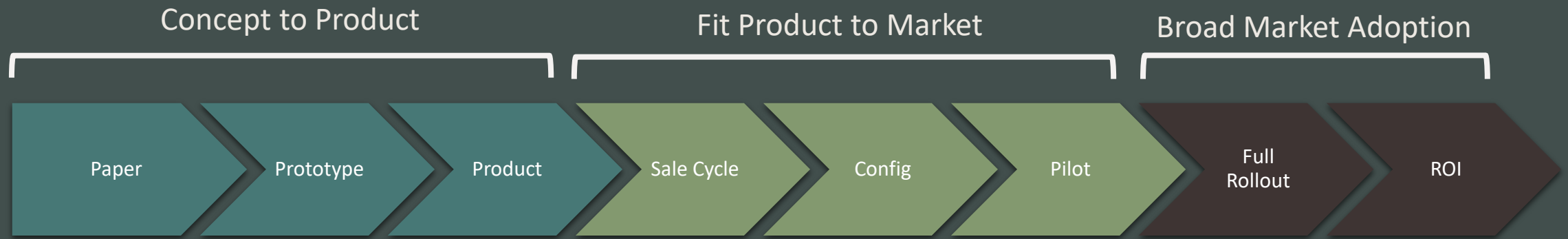
Selling a load properly has a lot of nuance. For instance, if you're selling flatbed, you'd better know the different between skidded and non-skidded coils. Did you know that? I didn't, but our AI sure does. 😎

But the real challenge is negotiation. If you're any good doing carrier sales, you'll have to learn how to negotiate. And you'd better do that, cause carriers will definitely try to get the best rate for them.

You put everything into the mix, and you get a pretty good AI carrier sales rep that frees up your human reps to do more sales and focus on actual relationships.

You'll want to listen to the full thing to see the negotiation piece.

Path to Product: Research Paper to ROI



Current state of LLM Apps

— Spectrum of providers

▲ Early Movers / Adopters



ACT TWO

Business Application of AI

The background of the image is a dark, textured surface filled with a dense crowd of stylized human figures. The figures are rendered in various shades of brown, grey, and black, creating a sense of a large, diverse group of people. The figures are scattered across the frame, with some appearing more prominent than others. The overall composition is busy and layered, suggesting a complex or crowded environment.

**What parts of
the workforce
will be impacted?**

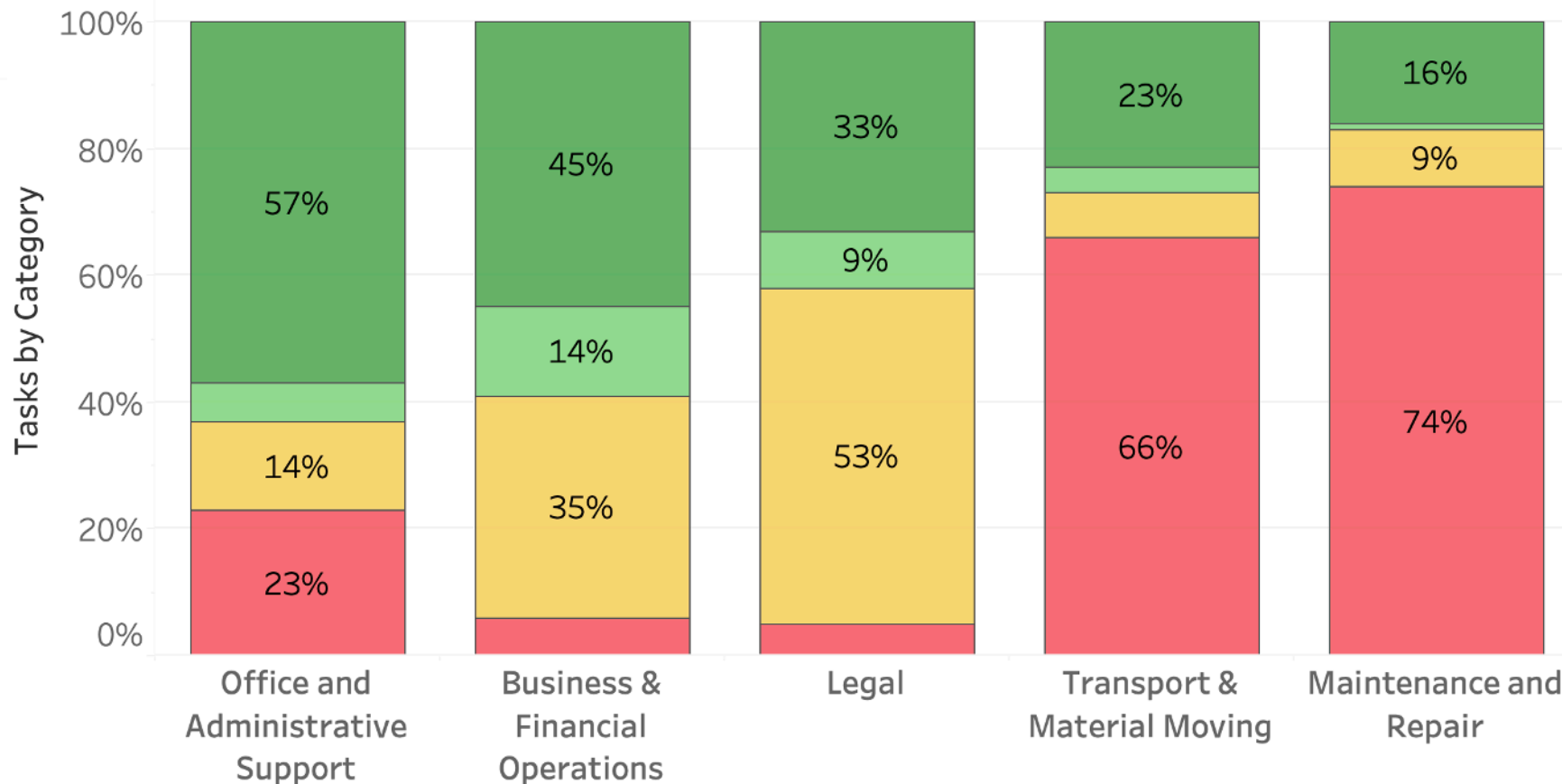
Each Role is composed of Multiple Tasks + Each Task has various Levels for potential automation

Task Category	Description	Customer Service Rep	Potential Cost Savings
Automate	Task can be fully automated	Transcribe the call, summarize main points, score outcome	80% to 99%
Augment but not automate	Productivity, efficiency, and accuracy improved but will continue to be performed by person.	Suggest potential fixes to the problem. Provide context about the customer.	5% to 50%
No Automation	Tasks will continue to be performed by a person.	Defuse an angry customer	N/A

Source

Accenture Research based on analysis of Occupational Information Network, US Dept Labor, US Bureau of Labor Statistics

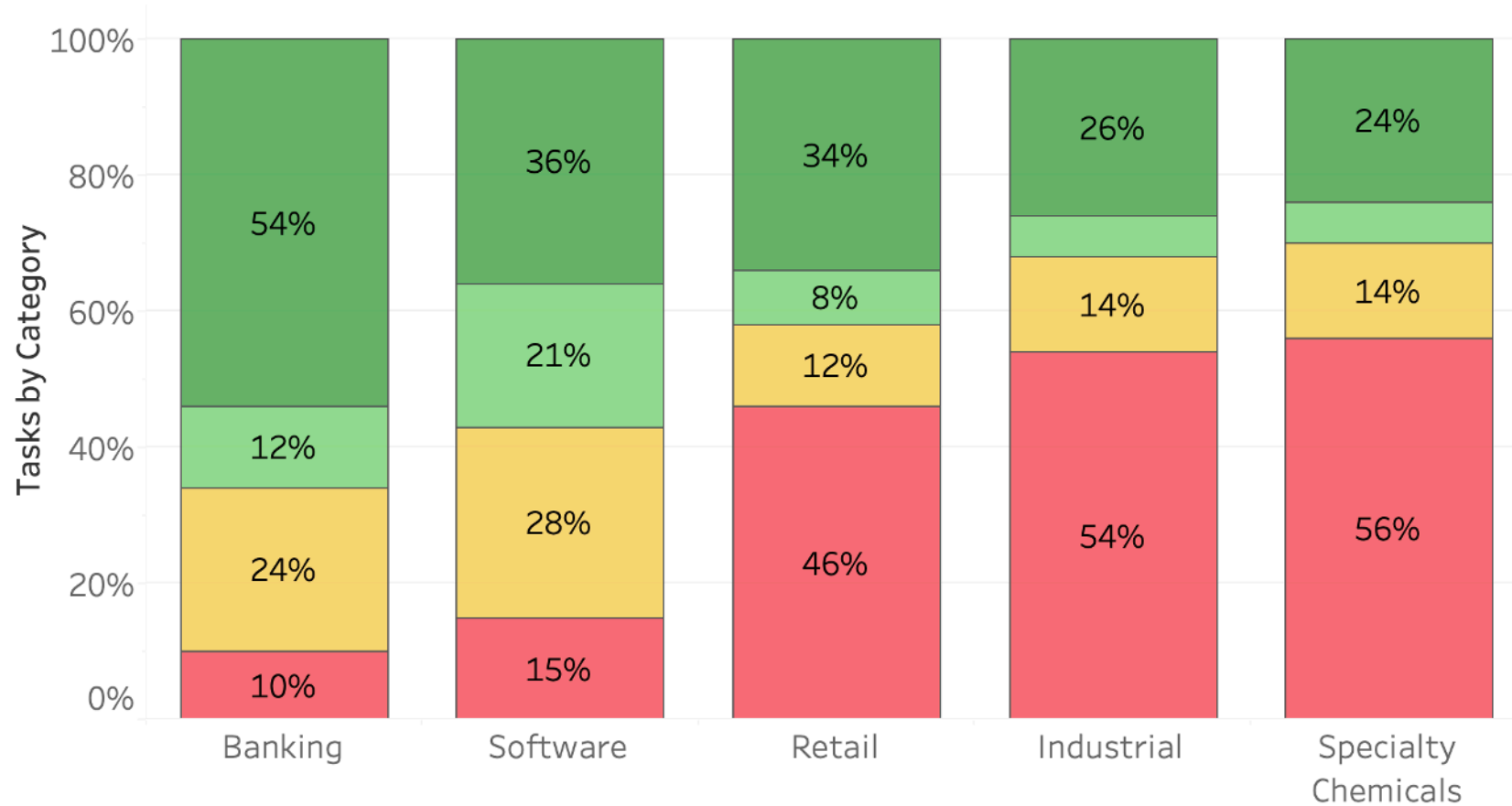
Potential AI Impact will Differ by Role



Source

Accenture Research based on analysis of Occupational Information Network, US Dept Labor, US Bureau of Labor Statistics

Potential AI Impact will Differ by Industry



Source

Accenture Research based on analysis of Occupational Information Network, US Dept Labor, US Bureau of Labor Statistics

How Businesses Are Using AI

Survey of businesses in a broad range of industries e.g. distribution, media, banking, insurance, legal, etc.



Contact-center automation

26%



Personalization

23%



Customer acquisition

22%



AI-based enhancements of products

22%



Creation of new AI-based products

19%

Source: McKinsey & Company Survey, 2023

AI as Customer Service Rep (CSR)

AI Supported CSR's and Automated Back Office



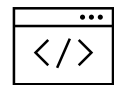
CUSTOMERS



Phone



Email



eComm

Omnichannel entry points for customers across both scenarios. AI is utilized at different touchpoints.



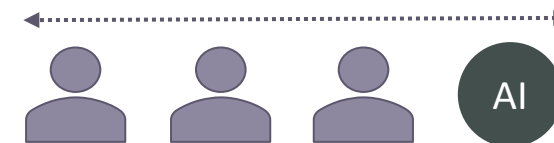
CUSTOMER SERVICE REP



Partial Replacement



CUSTOMER SERVICE REP



Support & Augmentation



BACK OFFICE



Manual & Simple Automation



BACK OFFICE



Fully Automated

AI trained to address Tier One & Tier Two inquiries across all channels. Tier Three escalations were still managed by humans.

AI supports CSRs via Knowledge Management and training, fully replaces Back Office staff to accelerate operational tasks.

[Klarna](#) – 700 outsourced reps replaced

[Charles Schwab](#) – 900 back office removed; 1400 CSR hired

Annual Cost to Run AI

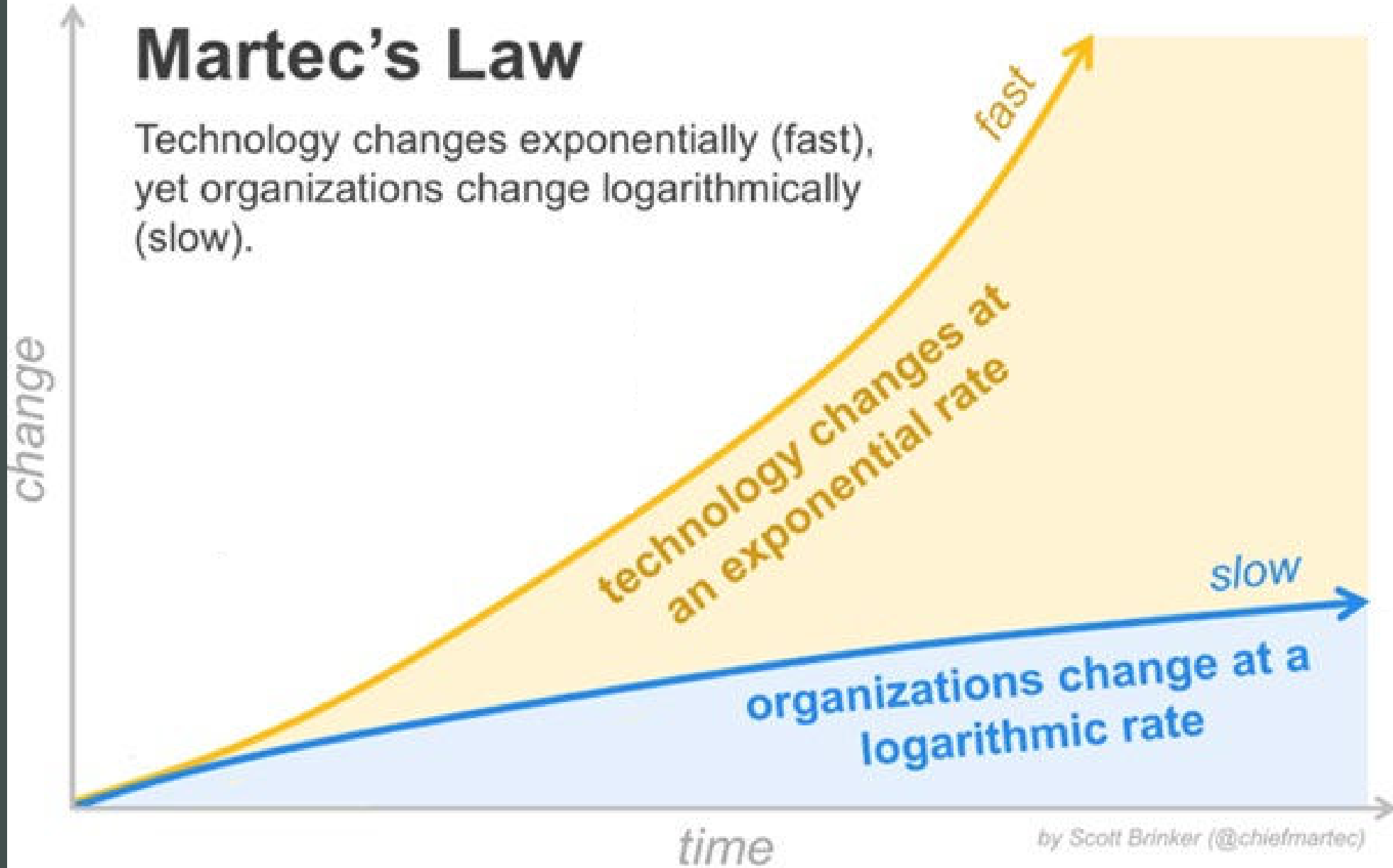
(Standard Working Hours for 1 Year)

\$17,280

\$9.00 / Hour*
8 Hours / Day
20 Days / Month
12 Months / Year
(no benefits)
*Constantly falling

Martec's Law

Technology changes exponentially (fast), yet organizations change logarithmically (slow).



by Scott Brinker (@chiefmartec)



ACT THREE

Areas of Opportunity

Areas of Opportunity: Starting w. AI

Sales Effectiveness

Human Resources and FP&A

Marketing

Manage Legal and IT spend

Sales Effectiveness

Levity
Proton AI
ChatGPT

Inside sales: Order Entry from
Email

Opportunity Identification

Big Bid Process

Human Resources and FP&A

ChatGPT

Human Resources

Job Descriptions

Policy Documents

Financial Planning & Analysis

Identify the most profitable
customers

Manage Service Vendor Spend

GitHub CoPilot (Software)
Spellbook (Legal)

JUNE 2024

This is a coming trend but not here quite yet.

What is ChatGPT good at?

What is the legal profession?

What is the software profession?

Insurance adjusters?

Marketing

ChatGPT

Pricing Software Vendors:

Vendavo, PROS, others

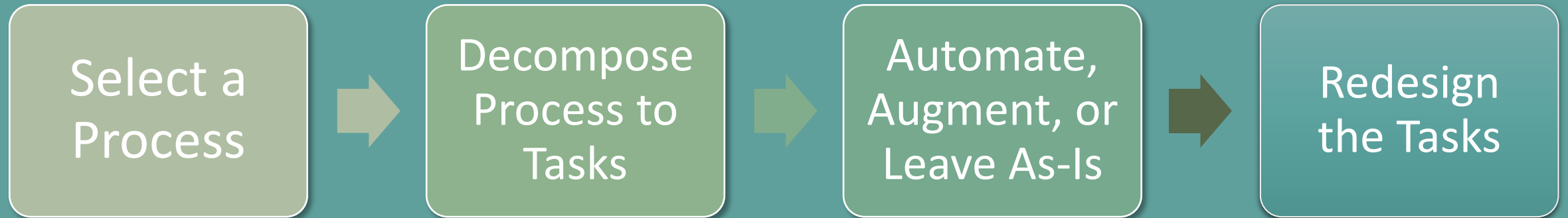
Pricing

Website Copy

Branding images

Personalized outbound outreach

Playbook: Transform Pain to Gain



There is No Single Pricing Process



Data Management

Cost Updates
Product Updates
Product Value Alignment
Market Research
Data Integrity
Pricing Analytics



Pricing Strategy

Customer Segmentation
Pricing Model Determination
Market Price Communication
Competitive Analysis
Profitability Analysis
Dynamic Pricing Implementation



Deal Desk

Quote Review
Exception Management
Margin Analysis
Customer Impact Assessment
Approval Workflow Management



Strategic Customers

Contract Compliance
Agreement Negotiation
Strategic RFQs
Value-Based Pricing
Customer Lifetime Value Analysis
Strategic Account Reviews



Price Administration

Price Updates
Price Change Communication
Price Audits
System Integration
Training and Support



Pricing Governance

Policy Development
Compliance Monitoring
Ethics and Fairness



Customer Feedback and Adjustment

Feedback Collection
Pricing Adjustments
Customer Communication



Innovation and Optimization

Technology Adoption
Process Improvement
AI and Machine Learning Integration

Pricing Process: Selection Criteria

01

Opportunity Size

Represents a significant amount of revenue and margin

02

Time Commitment

Requires significant time and effort to perform

03

Type of Work

Significant % of the pricing team's work is non-value add

Select a Single Pricing Process



Data Management

Cost Updates
Product Updates
Product Value Alignment
Market Research
Data Integrity
Pricing Analytics



Pricing Strategy

Customer Segmentation
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Pricing Governance

Policy Development
Compliance Monitoring
Ethics and Fairness



Customer Feedback and Adjustment

Feedback Collection
Pricing Adjustments
Customer Communication

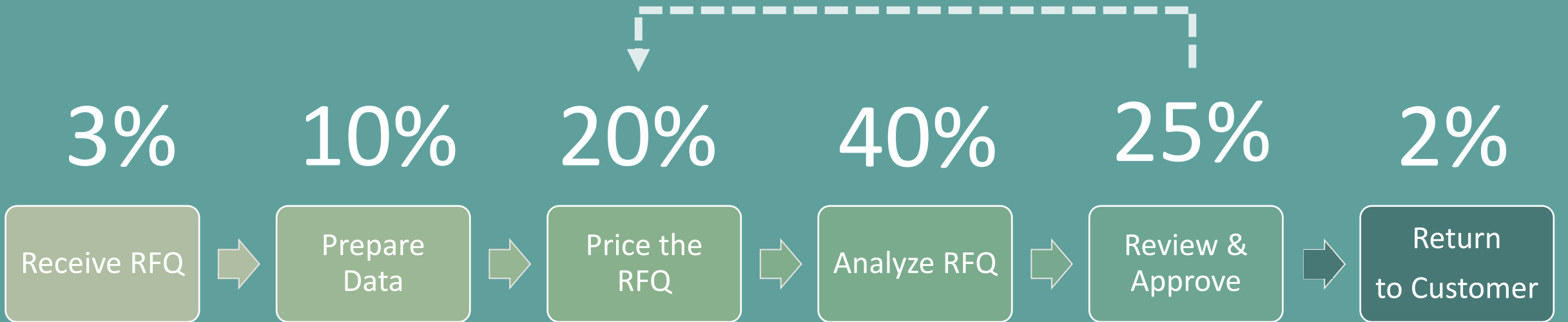


Innovation and Optimization

Technology Adoption
Process Improvement
AI and Machine Learning Integration

Time by Task Area

WHAT I THOUGHT



WHAT I GOT

3% 75% 10% 5% 5% 2%



Data Preparation Impacts Margin Performance



PREP TIME IS HIGHLY
CUMBERSOME



DIMINISHED
ANALYSIS TIME



LOWER QUALITY
PRICING DECISIONS



LOST MARGIN AND
REVENUE

The Part



10mm Socket Wrench

Your Data

1-48 of over 1,000 results for "10mm socket wrench"

Sort by: Featured ▾

Eligible for Free Shipping

Free Shipping by Amazon
Get FREE Shipping on eligible orders shipped by Amazon

Delivery Day

Get it by Tomorrow

Department

Hand Tools
Socket & Socket Wrench Sets
Combination Wrenches
Socket Wrenches
Nut Drivers
Screwdrivers
Individual Drive Sockets
Hex Keys

Customer Reviews

★★★★★ & Up
★★★★☆ & Up
★★★☆☆ & Up
★★☆☆☆ & Up

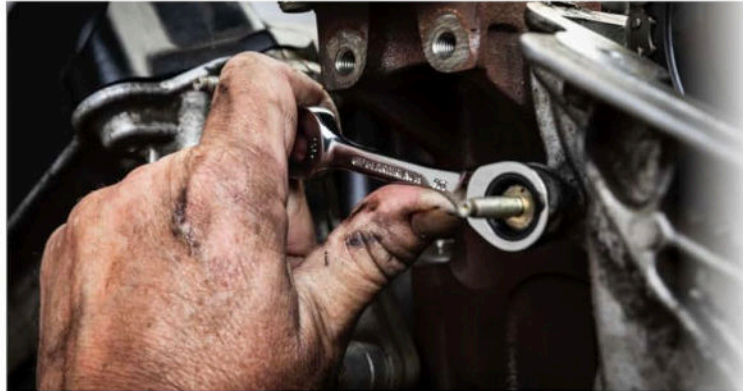
Brands

Performance Tool
 uxcell
 Klein Tools
 CRAFTSMAN
 Urrea
 WORKPRO
 MIXPOWER

 **GEARWRENCH**

The Original Ratcheting Wrench

[Shop GEARWRENCH >](#)



GEARWRENCH 16 Pc. Ratcheting Flex Combination Wrench Set, Metric - 9...

★★★★★ 1,494




GEARWRENCH 30 Piece 12 Point Ratcheting Combination SAE/Metric...

★★★★★ 174




GEARWRENCH 20 Pc. Ratcheting Combination Wrench SAE/Metric - 3...

★★★★★ 2,805


Sponsored ⓘ

Results

Check each product page for other buying options.



Your Vendor's Data

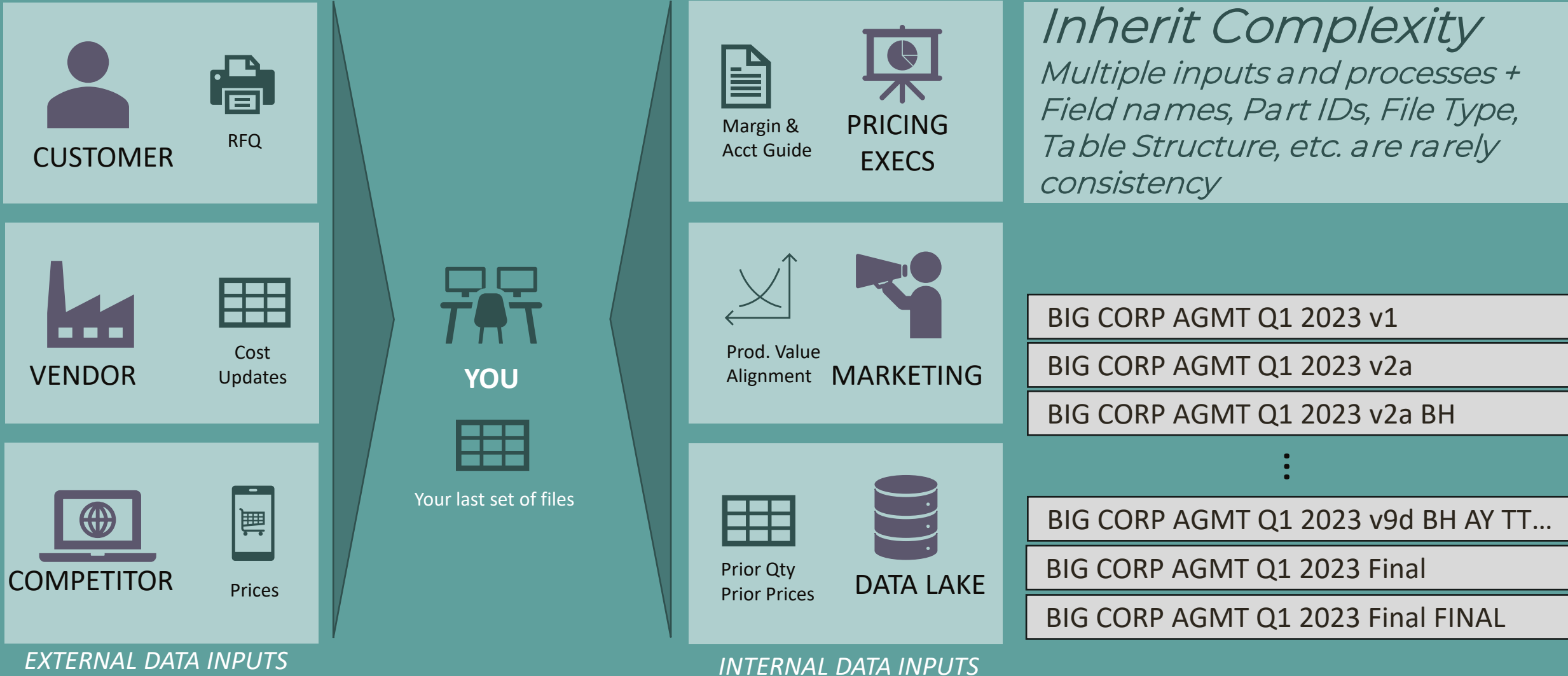


Your Customer's Data



Why does Data Prep take so long?

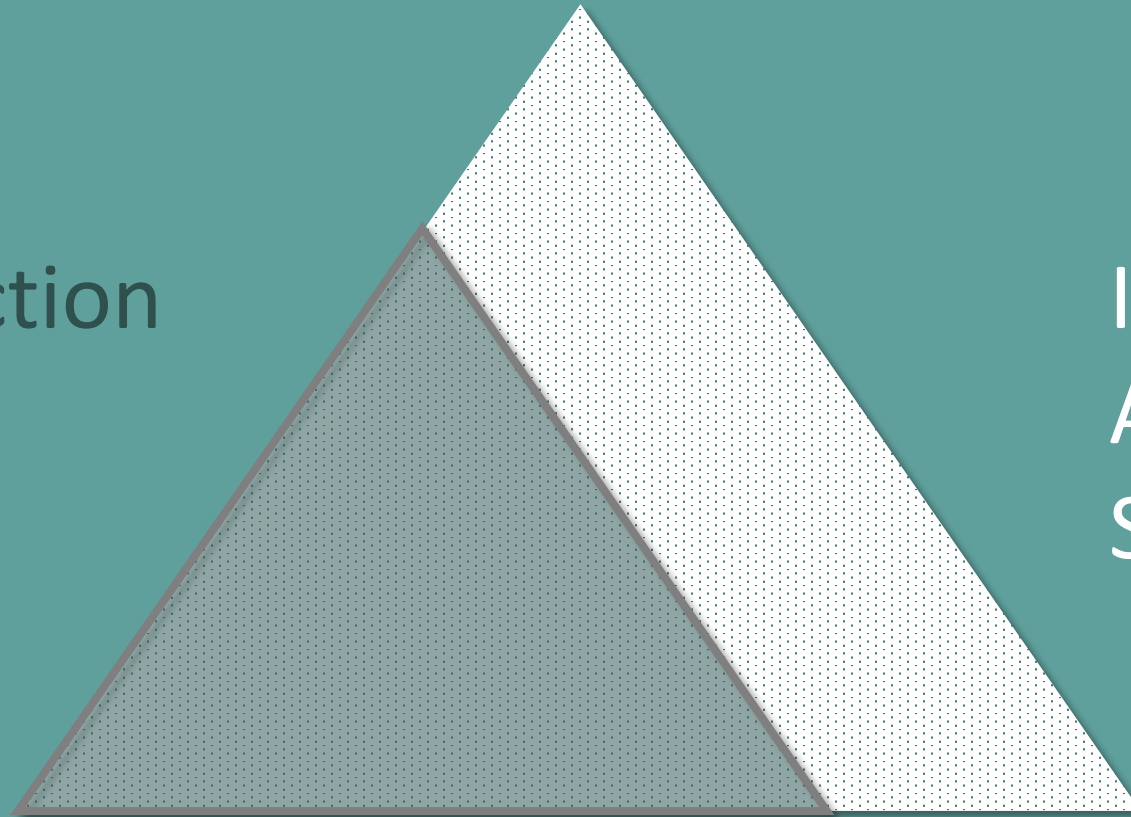
INPUTS FROM MULTIPLE SOURCES IN VARYING FORMATS ON DIFFERENT TIMETABLES



Existing Tools Don't Fit the Task



Employee Satisfaction
Margin
Efficiency



Improve
All Three
Simultaneously



ACT FOUR

Apply AI to Pricing Process of Strategic Account RFQ

Phase 01

Get Started

Embrace & expand the use of off-the-shelf AI tools

Focus on low-risk (tertiary) functions

Phase 02

Build Capabilities

Expand technical tools and cultural capabilities

Augment Existing Processes + Build Capability

Secondary functions

Phase 03

Go Big

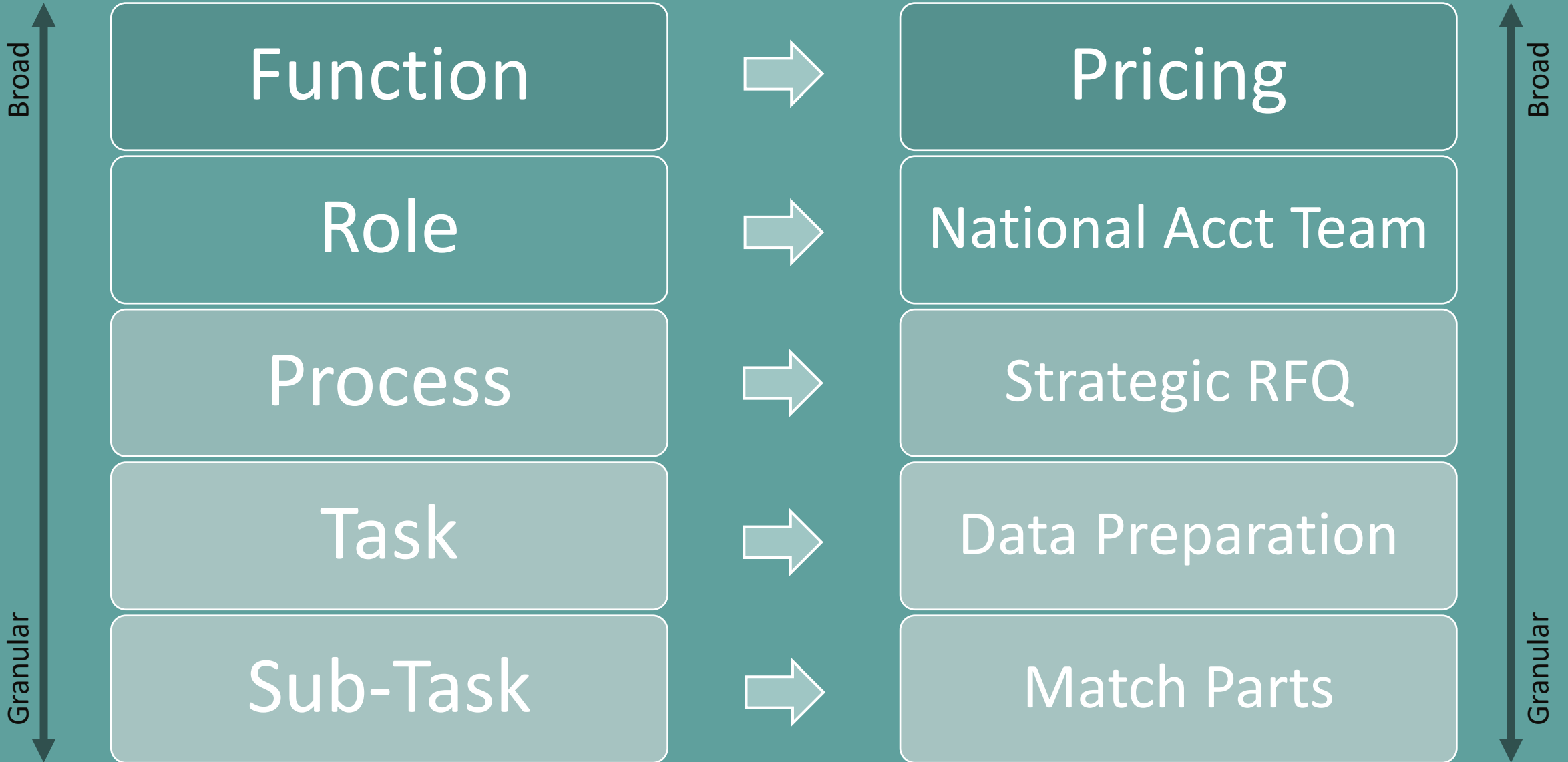
Big Bets / Big ROI

Reinvent core functions & processes

Ready for new competitors

Task Disposition Categories

Task Category	Description	Customer Service Rep	Potential Cost Savings
Automate	Task can be fully automated	Transcribe the call, summarize main points, score outcome	80% to 99%
Augment but not automate	Productivity, efficiency, and accuracy improved but will continue to be performed by person.	Suggest potential fixes to the problem. Provide context about the customer.	5% to 50%
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Select a Single Pricing Process



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Price Administration

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Training and Support



Pricing Governance

Policy Development
Compliance Monitoring
Ethics and Fairness



Customer Feedback and Adjustment

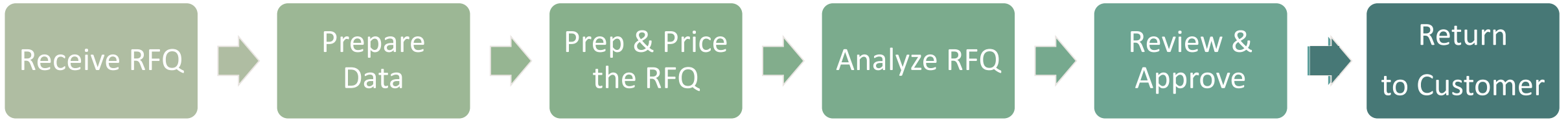
Feedback Collection
Pricing Adjustments
Customer Communication



Innovation and Optimization

Technology Adoption
Process Improvement
AI and Machine Learning Integration

Strategic RFQ Tasks



Receive the RFQ
Distribute copies
Transfer customer item list to internal RFQ template

Match customer item ID's to internal Item ID's
Research inactive or discontinued items
Load cost values for all items
Validate cost values (incorrect, UOM, etc.)
Check for inactive items
Check for replacements for inactive items
Refresh competitor prices

Load prior agreement prices
Load prior purchase prices
Load prior purchase quantities
Load list prices
Load competitor prices
Load value and competitor alignment
Assign prices - low velocity items
Assign prices - high velocity items

Agreement Profitability - Agmt prices
Agreement Profitability - Agmt prices
Line Profitability
Committed v. Actual purchase quantities
YoY Price Change
Competitor Alignment
Run scenarios
Run more scenarios

Gain approval to release the quote
Changes requested by C Levels

Transfer proposed prices to the customer template
Return the RFQ

Apply the Rubric to a Few Samples

Criterion	Low	Moderate	High
Task Complexity	Routine, repetitive, clear rules	Requires judgement but straightforward	Deep expertise, judgement, creative thinking
Need for Human Involvement	No need for human intuition, empathy, ethical considerations	Benefit from human oversight & decision making	Requires human intuition, empathy, ethical considerations
Contextual Info Availability	Either not needed or is fully available to process / AI	Low context requirements and/ or most info available in data	Critical contextual info not available; human judgement is crucial
Impact of Errors	Minimal consequences, easily identified & corrected	Moderate consequences, require moderate human intervention to correct	Significant consequences, difficult / impossible / costly to correct
Frequency of Task	High frequency and / or high volume	Regular activity but not constant or high volume	Infrequently performed

Task Samples

Data Entry	Cust Inquiry	Strategy
Low	Moderate	High
Low	Moderate	High
Low	Moderate	High
Low	Moderate	High
High	Moderate	Low



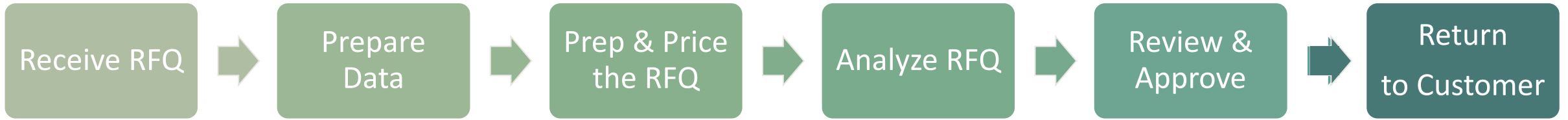
Task Classifications

Automate

Augment

As-Is

Strategic RFQ Tasks



Receive the bid

Distribute copies

Transfer customer item list to internal RFQ template

Match customer item ID's to internal Items ID's

Research inactive or discontinued items

Load cost values for all items

Validate cost values (incorrect, UOM, etc.)

Check for inactive items

Check for replacements for inactive items

Refresh competitor prices

Load prior agreement prices

Load prior purchase prices

Load prior purchase quantities

Load list prices

Load competitor prices

Load value and competitor alignment

Assign prices - low velocity items

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Agreement Profitability - Agmt prices

Agreement Profitability - Agmt prices

Line Profitability

Committed v. Actual purchase quantities

YoY Price Change

Competitor Alignment

Run scenarios

Run more scenarios

Gain approval to release the quote

Changes requested by C Levels

Reclassifications

Automate

Augment

As-Is

Transfer final values to a customer template

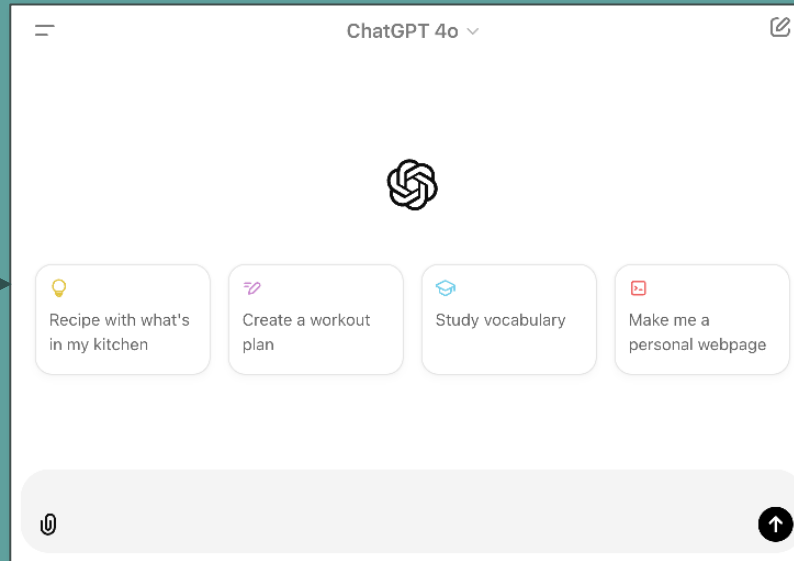
Return the RFQ

Rubric Pro Tip

List of Tasks

- Yes, I can read the text from the image. Here's the list of tasks that support the strategic account RFQ response process:
1. Transfer customer part list to internal RFQ template
 2. Prep: Research inactive or discontinued parts
 3. Prep: Load cost values for all parts
 4. Prep: Check for replacements for inactive parts
 5. Prep: Validate cost values (incorrect, UOM, etc.)
 6. Prep: Load previous purchase price
 7. Prep: Load list price
 8. Prep: Purchase & price history over prior 3-5 years
 9. Prep: Determine current customer profitability
 10. Prep: Match competitive parts

Load into ChatGPT



ChatGPT applies the rubric and a summary generates table

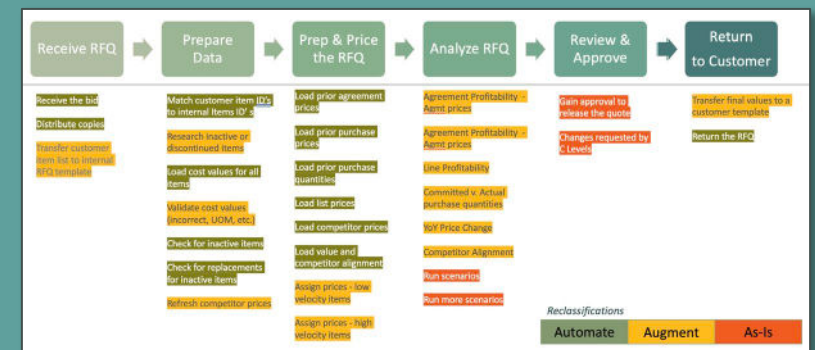
Rubric Criteria

Decision Matrix

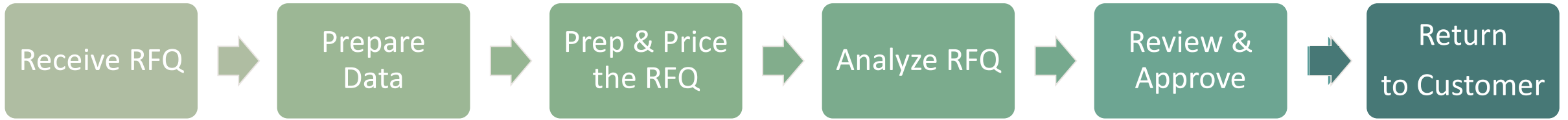
Criterion	Automate	Augment	As-Is (Human Execution)
Task Complexity	Low	Moderate	High
Need for Human Involvement	Low	Moderate	High
Availability of Contextual Information	High	Moderate	Low
Impact of Errors	Low	Moderate	High
Frequency of Task	High	Moderate	Low

Task	Decision	Task Complexity	Human Involvement	Contextual Info Availability	Impact of Errors	Frequen
Research Inactive or Discontinued Parts	Augment	Moderate	Moderate	Moderate	Moderate	Moderate
Load Cost Values for All Parts	Automate	Low	Low	High	Low	High
Check for Replacements for Inactive Parts	Augment	Moderate	Moderate	Moderate	Moderate	Moderate
Validate Cost Values (Incorrect, UOM, etc.)	Augment	Moderate	Moderate	High	High	High
Load Previous Purchase Price	Automate	Low	Low	High	Low	High

Objective & Context



Strategic RFQ Tasks: Focus Tasks



- Receive the bid
- Distribute copies

Transfer customer item list to internal RFQ template

- Match customer item ID's to internal Items ID's

Research inactive or discontinued items

Load cost values for all items

Validate cost values (incorrect, UOM, etc.)

Check for inactive items

Check for replacements for inactive items

Refresh competitor prices

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Committed v. Actual purchase quantities

YoY Price Change

Competitor Alignment

Run scenarios

Run more scenarios

Gain approval to release the quote

Changes requested by C Levels

Reclassifications

Automate

Augment

As-Is

Transfer final values to a customer template

Return the RFQ

Strategic RFQ Tasks: Email Parsing

Parse Emails for content
Route to appropriate
individuals

Extract order info f... **EXTRACT**

Keywords to extract ⓘ

e.g. address, name, company... **Add** ←

- Contact number
- Delivery date
- Delivery address
- Contact email
- Requirement
- Pick-up address
- Contact name

Transportation Coordinator Freshfoods Corporation
45 Gourmet Lane, Foodsville, FS 12345 (555) 314-1592

Test

Extracted keywords

- Suggested price: 1320
- Client company: TechNode
- Delivery date: Not found
- Requirement: Reefer or curtain side
- Contact email: dispatch@technode.com
- Delivery address: RockSolid Warehousing (7612 Harbor Drive, Los Angeles, CA 90045)

Determine Email intent

Strategic RFQ Tasks: Part Matching

Matching Types

- Exact Matching
 - "Apple" = "Apple"
 - Consistent spelling and formats
- Fuzzy Matching
 - "Aple" = "Apple"
- Semantic
 - "Fruit that keeps the doctor away" = "Apple"

Semantic Matching

- Meaning and context
- Side benefit of AI revolution
- Match based on concept

Excel Plug-in and Indep.

Request for Quote

RFQ22-427

REQUISITION INFORMATION
(TO BE COMPLETED BY REQUESTOR)

DATE REQUESTED:	DELIVERY DATE:	Prepared By:	TASKABILITY: <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO	TASK RATE:	DELIVERY LOCATION:
ENDOR:	SHIP VIA:	DELIVERY CONTACT:	DELIVERY ADDRESS:		
CONTACT:	PHONE:	CITY, STATE, ZIP:			

ITEM	QTY/FEET	DESCRIPTION	Delivery	UNIT PRICE	EXTENDED PRICE
1	40	3/4" PIPE 5/405 EFW A312 TP316/316L (DUAL CERT.) JOINT EFF=.50			
2	20	1" PIPE 5/105 EFW A312 TP316/316L (DUAL CERT.) JOINT EFF=.50			
3	40	2" PIPE 5/105 EFW A312 TP316/316L (DUAL CERT.) JOINT EFF=.50			
4	20	3/4" Pipe SmIs Sch 50 A106B			
5	80	2" Pipe ERW Sch STD A53B			
6	2	3/4"x3" Nipple SmIs Sch 50 A106B PBE			
7	2	3/4"x4 Nipple SmIs Sch 160 A106B PE<THD			
8	2	3/4" 3000# SW 45 EII A182 F316/L (Dual Cert)			
9	5	3/4" 3000# SW 90 EII A182 F316/L (Dual Cert)			
10	1	1" LR 45 EII Sch 105 A403 WP-316/L (Dual Cert)			
11	5	1" LR 90 EII Sch 105 A403 WP-316/L (Dual Cert)			
12	2	2" LR 45 EII Sch 105 A403 WP-316/L (Dual Cert)			
13	3	2" LR 90 EII Sch 105 A403 WP-316/L (Dual Cert)			
14	2	3/4" 3000# SW 90 EII A105			
15	4	2" LR 45 EII Sch STD A234 WPB			
16	14	2" LR 90 EII Sch STD A234 WPB			

Subject: Price/Availability

Good Afternoon –

Can you please provide price/availability on the following?

2ea – VALVE, 1", GATE, EXT BODY, REG PORT, CL 1500 SW X FNPT, A105, API TRIM 8, HANDWHEEL OPER,

Thanks!

Until further notice if you need to reach me by phone, please call my cell.

SEQUENCE	PART CODE	DESCRIPTION	QTY	UOM	UNIT PRICE	EXT COST
100	NOEL	1" 90 DEG ELBOW, XS, BE, ASTM A890 GRADE WPHY 60, EFW, 100% RT, API 5L PSL2 IMPACT TEST 15F, MSS SP-75, WDS SERVICE	48	EA	5	-
100	NOEL	1" 90 DEG ELBOW, STD WT, BE, ASTM A890 GRADE WPHY 60, EFW, 100% RT, API 5L PSL2 IMPACT TEST 15F, MSS SP-75, WDS SERVICE	14	EA	5	-
100	NOEL	1" 90 DEG ELBOW, XS, BE, ASTM A890 GRADE WPHY 60, EFW, 100% RT, API 5L PSL2 IMPACT TEST 15F, MSS SP-75, WDS SERVICE	45	EA	5	-
100	NOEL	1" 90 DEG ELBOW, XS, BE, ASTM A890 GRADE WPHY 60, EFW, 100% RT, API 5L PSL2 IMPACT TEST 15F, MSS SP-75, WDS SERVICE	53	EA	5	-
100	NOEL	1" 90 DEG ELBOW, STD WT, BE, ASTM A890 GRADE WPHY 60, EFW, 100% RT, API 5L PSL2 IMPACT TEST 15F, MSS SP-75, WDS SERVICE	117	EA	5	-
100	NOEL	1" 90 DEG ELBOW, XS, BE, ASTM A890 GRADE WPHY 60, EFW, 100% RT, API 5L PSL2 IMPACT TEST 15F, MSS SP-75, WDS SERVICE	80	EA	5	-
100	NOEL	1" 90 DEG ELBOW, STD WT, BE, ASTM A890 GRADE WPHY 60, EFW, 100% RT, API 5L PSL2 IMPACT TEST 15F, MSS SP-75, WDS SERVICE	2	EA	5	-
100	NOEL	1" 90 DEG ELBOW, XS, BE, ASTM A890 GRADE WPHY 60, EFW, 100% RT, API 5L PSL2 IMPACT TEST 15F, MSS SP-75, WDS SERVICE	62	EA	5	-
100	NOEL	1" 90 DEG ELBOW, STD WT, BE, ASTM A890 GRADE WPHY 60, EFW, 100% RT, API 5L PSL2 IMPACT TEST 15F, MSS SP-75, WDS SERVICE	4	EA	5	-
100	NOEL	1" 90 DEG ELBOW, SCH 40, BE, ASTM A890 GRADE WPHY 60, EFW, 100% RT, API 5L PSL2 IMPACT TEST 15F, MSS SP-75, WDS SERVICE	-	-	-	-

ITEM	QTY	DESCRIPTION	UNIT	UOM	PRICE	EXT PRICE
100	2	GASSET, 1/2" THK, CLSD, SPRAL WOUND TYPE 316/316 BY FLEXIBLE GRANITE FILLER ANNE B16.30	1"	1004	PMSC0308A	
100	2	GASSET, 1/2" THK, CLSD, SPRAL WOUND TYPE 316/316 BY FLEXIBLE GRANITE FILLER ANNE B16.30	1"	1004	PMSC0308A	
100	36	HE BOLT, STPL, CLSD ASTM A307 OR B7 2700 W/22 ASTM A304 OR 304 HEAVY HEX NUTS 1/2" DIA	1/2"	87	PMSC0308A	
100	36	HE BOLT, STPL, CLSD ASTM A307 OR B7 2700 W/22 ASTM A304 OR 304 HEAVY HEX NUTS 1/2" DIA	1/2"	87	PMSC0308A	
100	1	VALVE, GATE, 1", FLANGED, CLSD, CS BODY, 11/4" TRIM, 1/2" ST, FN, 88 (HANDCRO)	1"	1004	PMSC0308A	
100	1	FLG, BUNLD, 1", CLSD, ASTM A105, ANNE B16.3	1"	1004	PMSC0308A	
100	1	VALVE, GATE, EXTENDED BODY, HANDLE FN X FNPT, CLSD, CS BODY, 1/2" OR TRIM, 1/2" ST, FN, (HANDCRO)	1"	1004	PMSC0308A	
100	1	FLG, BUNLD, 1", WPHY 60, ASTM A105, ANNE B16.3, CS B&B STOCK	1"	1004	PMSC0308A	
100	1	GASSET, 1/2" THK, CLSD, SPRAL WOUND TYPE 316/316 BY FLEXIBLE GRANITE FILLER ANNE B16.30	1"	1004	PMSC0308A	
100	1	GASSET, 1/2" THK, CLSD, SPRAL WOUND TYPE 316/316 BY FLEXIBLE GRANITE FILLER ANNE B16.30	1"	1004	PMSC0308A	
100	4	HE BOLT, STPL, CLSD, ASTM A307 OR B7 2700 W/22 ASTM A304 OR 304 HEAVY HEX NUTS 1/2" DIA	1/2"	87	PMSC0308A	
100	4	HE BOLT, STPL, CLSD, ASTM A307 OR B7 2700 W/22 ASTM A304 OR 304 HEAVY HEX NUTS 1/2" DIA	1/2"	87	PMSC0308A	
100	1	FLG, BUNLD, 1", CLSD, ASTM A105, ANNE B16.3	1"	1004	PMSC0308A	

C1 <input type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/> f_x Semantic Similarity Score						
	A	C	F	H	K	L
1	Item No.	Semantic Similarity Score	Original Description	ref Description	Attribute Match Count	Matched Attributes
2	7292GKT	0.93	72" X 9 Ga X 2" Galvanized C/L Wire K&T	GAW 2X9GAX72 KT	6	Product Line (GAW), Description (GAW 2X9GAX72 KT), Mesh
3	48115238GKK	0.92	48" X 11.5 Ga X 2-3/8" Galvanized C/L Wire K&K	GAW 2-3/8X11-1/2GAX48 KK	6	Product Line (GAW), Description (GAW 2-3/8X11-1/2GAX48 KK), Mesh
4	9692GKT	0.93	96" X 9 Ga X 2" Galvanized C/L Wire K&T	GAW 2X9GAX96 KT	6	Product Line (GAW), Description (GAW 2X9GAX96 KT), Mesh
5	7292BLKE095	0.93	72" X 9Ga X 2" Black C/L Wire Extruded KT (095)	EX 2X9GAX72 KT BK	7	Product Line (EX), Description (EX 2X9GAX72 KT BK), Mesh
5	60115238GKK	0.92	60" X 11.5 Ga X 2-3/8" Galvanized C/L Wire K&K	GAW 2-3/8X11-1/2GAX60 KK	6	Product Line (GAW), Description (GAW 2-3/8X11-1/2GAX60 KK), Mesh
7	12092GKT	0.93	120" X 9 Ga X 2" Galvanized C/L Wire K&T	GAW 2X9GAX120 KT	6	Product Line (GAW), Description (GAW 2X9GAX120 KT), Mesh
8	7282BLKE120	0.93	72" X 8Ga X 2" Black KT C/L Wire Extruded (120)	EX 2X8GAX72 KT BK	7	Product Line (EX), Description (EX 2X8GAX72 KT BK), Mesh
9	4892GKK	0.94	48" X 9 Ga X 2" Galvanized C/L Wire K&K -	GAW 2X9GAX48 KK	6	Product Line (GAW), Description (GAW 2X9GAX48 KK), Mesh
0	4882BLKE120	0.93	48" X 8Ga X 2" Black KK C/L Wire Extruded (120)	EX 2X8GAX48 KK BK	7	Product Line (EX), Description (EX 2X8GAX48 KK BK), Mesh
1	9692BLKE105	0.93	96" X 9Ga X 2" Black C/L KT Wire Extruded (095)	EX 2X9GAX96 KT BK	7	Product Line (EX), Description (EX 2X9GAX96 KT BK), Mesh
2	7282BLKFB145	0.93	72" X 8Ga X 2" Black C/L Fusion Bonded Wire KT (145)	FB 2X8GAX72 KT BK	7	Product Line (FB), Description (FB 2X8GAX72 KT BK), Mesh
3	72115238PGKK	0.94	72" X 11.5Ga X 2 3/8" Pre-Galv C/L CLIII Wire K&K	GBW 2-3/8X11-1/2GAX72 KK	6	Product Line (GBW), Description (GBW 2-3/8X11-1/2GAX72 KK), Mesh
5	9682BLKE120	0.94	96" X 8Ga X 2" Black KT C/L Wire Extruded (120)	EX 2X8GAX96 KT BK	7	Product Line (EX), Description (EX 2X8GAX96 KT BK), Mesh
6	6082BLKE120	0.92	60" X 8Ga X 2" Black KK C/L Wire Extruded (120)	EX 2X8GAX60 KK BK	7	Product Line (EX), Description (EX 2X8GAX60 KK BK), Mesh
7	6092GKK	0.94	60" X 9 Ga X 2" Galvanized C/L Wire K&K	GAW 2X9GAX60 KK	6	Product Line (GAW), Description (GAW 2X9GAX60 KK), Mesh
8	72125238PGKK	0.94	72" X 12.5Ga X 2-3/8" Pre-Galv C/LWire K&K	GBW 2-3/8X12-1/2GAX72 KK	6	Product Line (GBW), Description (GBW 2-3/8X12-1/2GAX72 KK), Mesh
1	14492GKT	0.94	144" X 9 Ga X 2" Galvanized C/L Wire K&T	GAW 2X9GAX144 KT	6	Product Line (GAW), Description (GAW 2X9GAX144 KT), Mesh
2	12092BLKE095	0.92	120" X 9 Ga X 2" Black Extruded C/L KT (.095Core)	EX 2X9GAX120 KT BK	7	Product Line (EX), Description (EX 2X9GAX120 KT BK), Mesh
3	7292GKK	0.94	72" X 9 Ga X 2" Galvanized C/L Wire K&K	GAW 2X9GAX72 KK	6	Product Line (GAW), Description (GAW 2X9GAX72 KK), Mesh
4	8492BLKE095	0.93	84" 9Ga 2" Black Extruded C/L KT (.095Core)	EX 2X9GAX84 KT BK	7	Product Line (EX), Description (EX 2X9GAX84 KT BK), Mesh
5	84115214GKT	0.92	84" X 11.5 Ga X 2-1/4" Galv. C/L Wire K&T	GAW 2-1/4X11-1/2GAX84 KT	6	Product Line (GAW), Description (GAW 2-1/4X11-1/2GAX84 KT), Mesh
6	9692GKK	0.93	96" X 9 Ga X 2" Galvanized C/L Wire K&K	GAW 2X9GAX96 KK	6	Product Line (GAW), Description (GAW 2X9GAX96 KK), Mesh
9	14492BLKE095	0.93	144" X 9 Ga X 2" Black Extruded KT C/L(.095Core)	EX 2X9GAX144 KT BK	7	Product Line (EX), Description (EX 2X9GAX144 KT BK), Mesh
1	55115214GKK	0.93	55" X 11.5 Ga X 2-1/4" Galvanized C/L Wire K&K	GAW 2-1/4X11-1/2GAX55 KK	6	Product Line (GAW), Description (GAW 2-1/4X11-1/2GAX55 KK), Mesh
2	67115214GKK	0.92	67" X 11.5Ga X 2-1/4" Galvanized C/L Wire K&K	GAW 2-1/4X11-1/2GAX67 KK	6	Product Line (GAW), Description (GAW 2-1/4X11-1/2GAX67 KK), Mesh
4	7282BLKE120KK	0.93	72" X 8Ga X 2" Black KK C/L Wire Extruded (120)	EX 2X8GAX72 KK BK	7	Product Line (EX), Description (EX 2X8GAX72 KK BK), Mesh
5	9682BLKE120KK	0.93	96" X 8Ga X 2" Black KK C/L Wire Extruded (120)	EX 2X8GAX96 KK BK	7	Product Line (EX), Description (EX 2X8GAX96 KK BK), Mesh
6	7292BLKE095KK	0.93	72" X 9Ga X 2" Black C/L Wire Extruded KK (095)	EX 2X9GAX72 KK BK	7	Product Line (EX), Description (EX 2X9GAX72 KK BK), Mesh
7	6092BLKE095	0.88	60" X 9Ga X 2" Black C/L Wire Extruded (095)	EX 2X9GAX60 KK BK	5	Product Line (EX), Mesh Size (2), Gauge (9GA), Height (60),
8	4882BLKFB145	0.88	48" X 8Ga X 2" Black C/L Fusion Bonded Wire(145)	FB 2X8GAX48 TT BK	5	Product Line (FB), Mesh Size (2), Gauge (8GA), Height (48),



Start Your Hype Cycle Engines! Here Come Autonomous Agents

Autonomous Software Agents: Today



“The future of autonomous agents looks like everybody becoming a manager.” - Yohei, the creator of BabyAGI

— Spectrum of SW Developers

▲ Majority of SW Developers

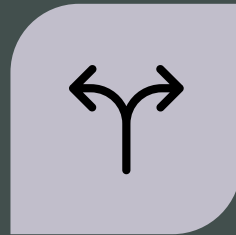
Autonomous Agents (The Essentials)



PERCEIVE THEIR
ENVIRONMENT



MAKE DECISIONS &
TAKE ACTIONS



DEVELOP WORK-
AROUND SOLUTIONS



SHORT TERM & LONG
TERM MEMORY



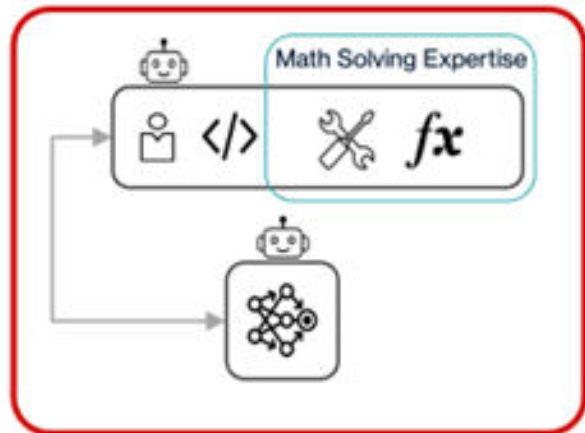
MANAGE TASKS &
SUB-TASKS

Autonomous Agents

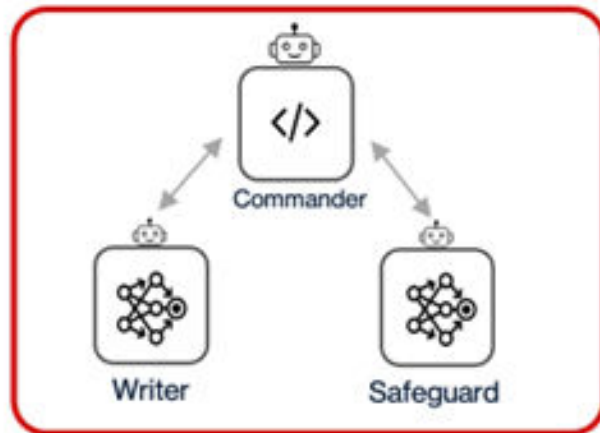
“What would you do with a company of 10,000 workers toiling day-and-night yet who you only need to pay \$1M per year?”

You should start considering it because that day is not so far off.”

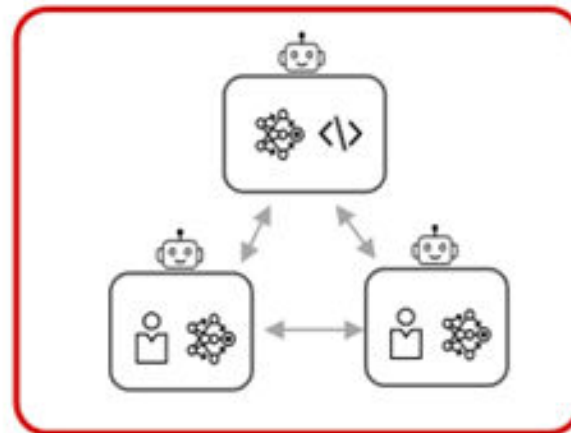
- Sam Altman, CEO of OpenAI



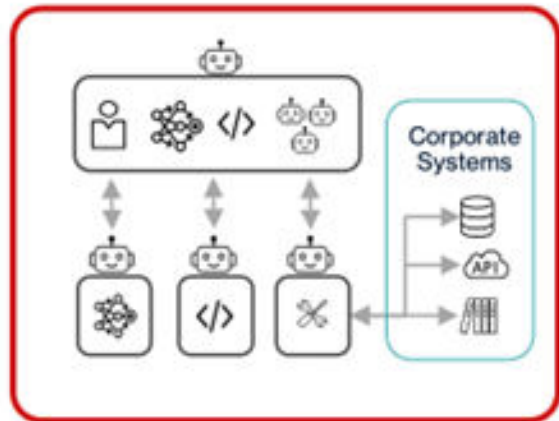
Math Solving



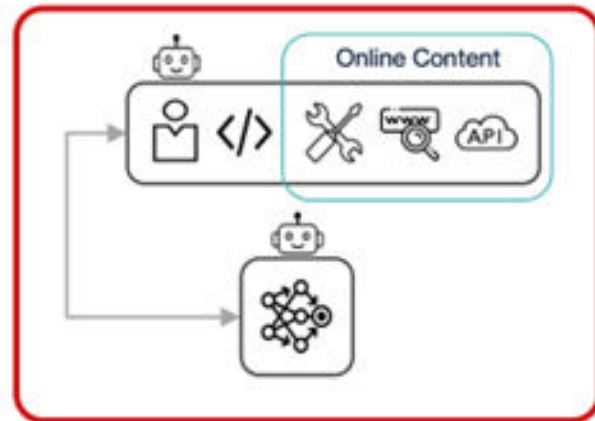
Multi-agent coding



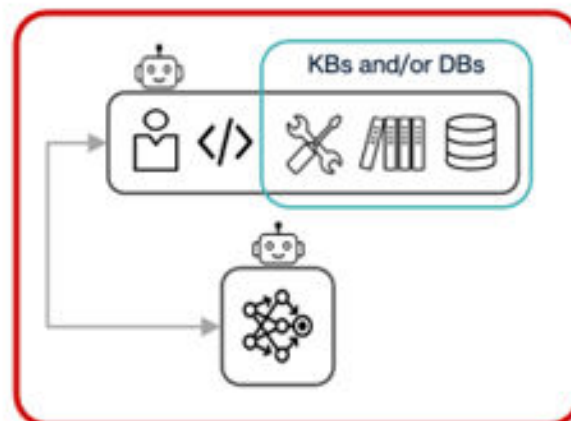
Conversational interactions



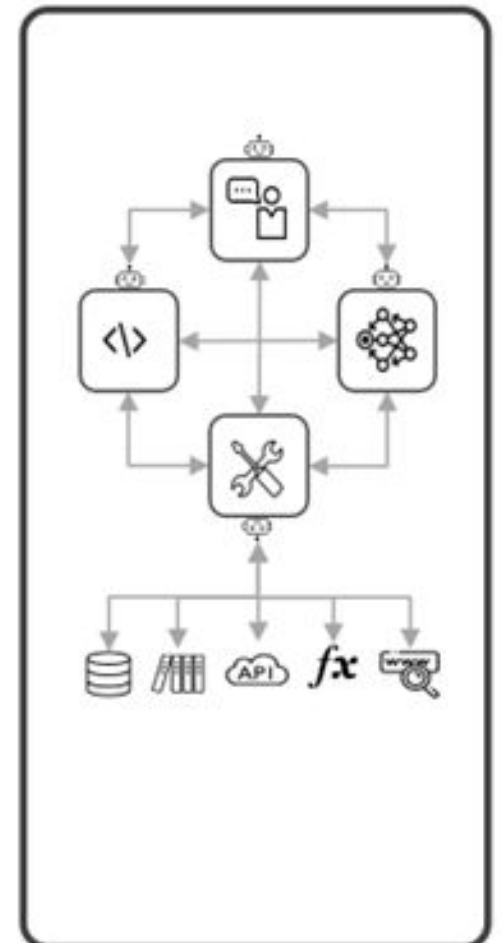
Business Process Automation



Online Decision Making



Retrieval-augmented Generation



Custom Use-case

Devin (the developer) x +

preview.devin.ai

Devin's Workspace

Following

scott
Credentials hidden

Devin
Hey Scott, just wanted to give you a quick update. I've updated the model names in the benchmarking script to the correct Llama 2 70b models for both Together and Perplexity APIs. I'm about to re-run the script to test the data collection process with these updated model names. Ill let you know how it goes and share the results once I have them. Thanks for the Perplexity key, by the way! It's all set up and ready to go.

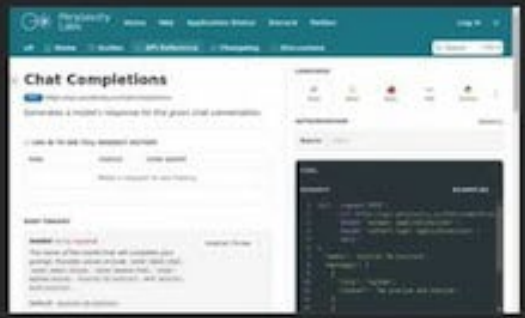
Devin is currently debugging the script to resolve API response errors and the KeyError 'text' issue.

default

```
<hr><center>openresty/1.21.4.3</center>
<script defer src="https://static.cloudflareinsights.com/beacon.min.js/v84a3a401
2de94ce1a686ba8c167c359c1696973893317" integrity="sha512-euoFGowhlaLqXsPw04BqSkB
SCFs3DPRyJwVu3FJR9GcMPx+Fr+gpMRhIafChwqCqWS42RZhIud0vEI+Ckf6MA==" data-cf-beaco
n="{\"rayId\":\"862a27d689347208\", \"b\":1, \"version\":\"2024.2.4\", \"token\":\"92730c73a9e74
7fbb6a25e1d6657122d\"}\" crossorigin="anonymous"></script>
</body>
</html>
```

Replicate Tokens per Second: None
Together Tokens per Second: None
Perplexity Tokens per Second: None
ubuntu@ip-172-31-27-196:~\$

https://docs.perplexity.ai/reference/post_chat_completions



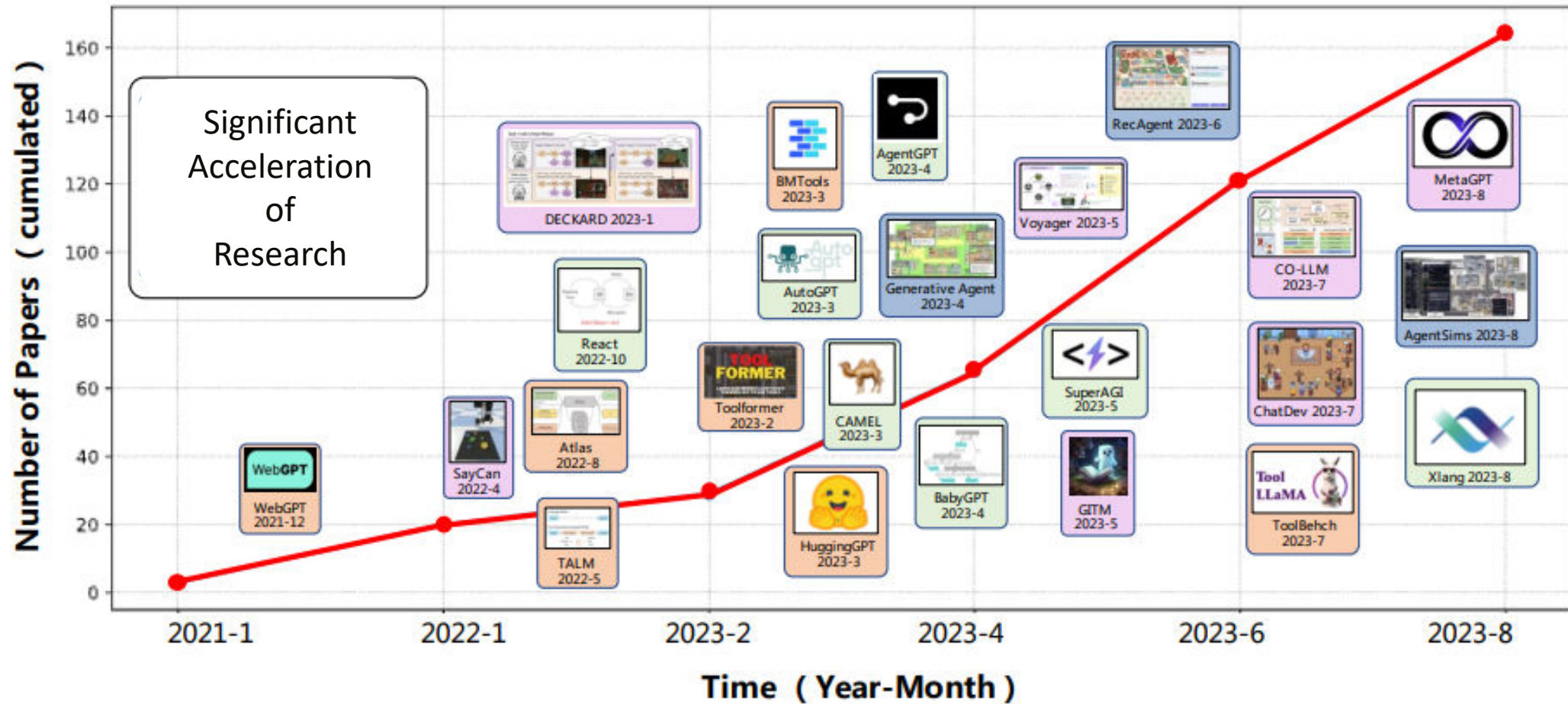
benchmark.py

```
home > ubuntu > benchmark.py
1 import os
2 import time
3 import requests
4
5 # API keys provided by the user
6 TOGETHER_API_KEY =
7 REPLICATE_API_KEY =
8 PERPLEXITY_API_KEY =
9
10 # API endpoints
11 REPLICATE_ENDPOINT = "https://api.replicate.com/v1/predictions"
12 TOGETHER_ENDPOINT = "https://api.together.xyz/v1/chat/completions"
13 PERPLEXITY_ENDPOINT = "https://api.perplexity.ai/chat/completions"
14
```

Live

Devin is in private beta and may make mistakes.

Significant Acceleration of Research



AI Automation Market Map

Conversational AI

Vertical Automation

Process Mining

BPM

Agents

Developer Platforms

Dev Tools

Code Gen

Fintech/Business Analyst/Data

Personal Assistants

Legal/Compliance

Medical Workflows

Marketing/Content Generation

Search

Gaming/Social

IT Agents

IT Agents (continued)

Misc:

Co-Pilots

Model Security

Governance/ Compliance

Security

Horizontal AI Automation

RPA

Agentic Automation

AI/ML Model + Hosting

iPaaS

Data AI: Pipeline + Labeling + Retrieval

Data Sources

Venture Capital Funding Plans

PHASE I

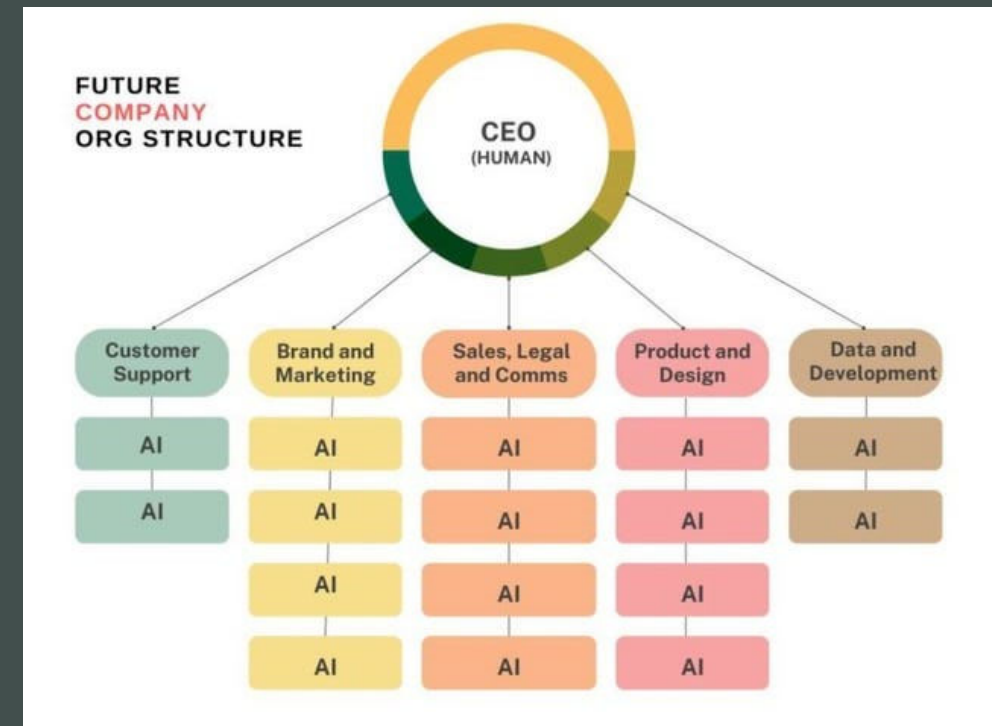
Sell Arms to the Combatants



- Lightly modified organizational structure & roles
- Some digital functions enhanced w. AI products
- Typical communication patterns
- Adoption is linear

PHASE II

New Species of Corporate Creature



- Staff limited to CEO and 'Neural Architects'
- All digital functions performed by Agents
- Highly efficient internal communication
- Adoption is gated by functionality, not industry norms

Investing in the Opportunity



Total Addressable Market (TAM)

A portion (or all) of the salary of every knowledge worker on the planet

Potential Impact: Agent-First Companies

PC Era Microsoft, Apple 1.0, Oracle, SAP, Intel, Dell

Internet Consumer: Amazon, Google, Facebook, AOL, Netscape

Enterprise: Cisco, Salesforce, Amazon AWS, Microsoft Azure

Mobile Apple 2.0 (iPhone), Uber, WhatsApp, Instagram

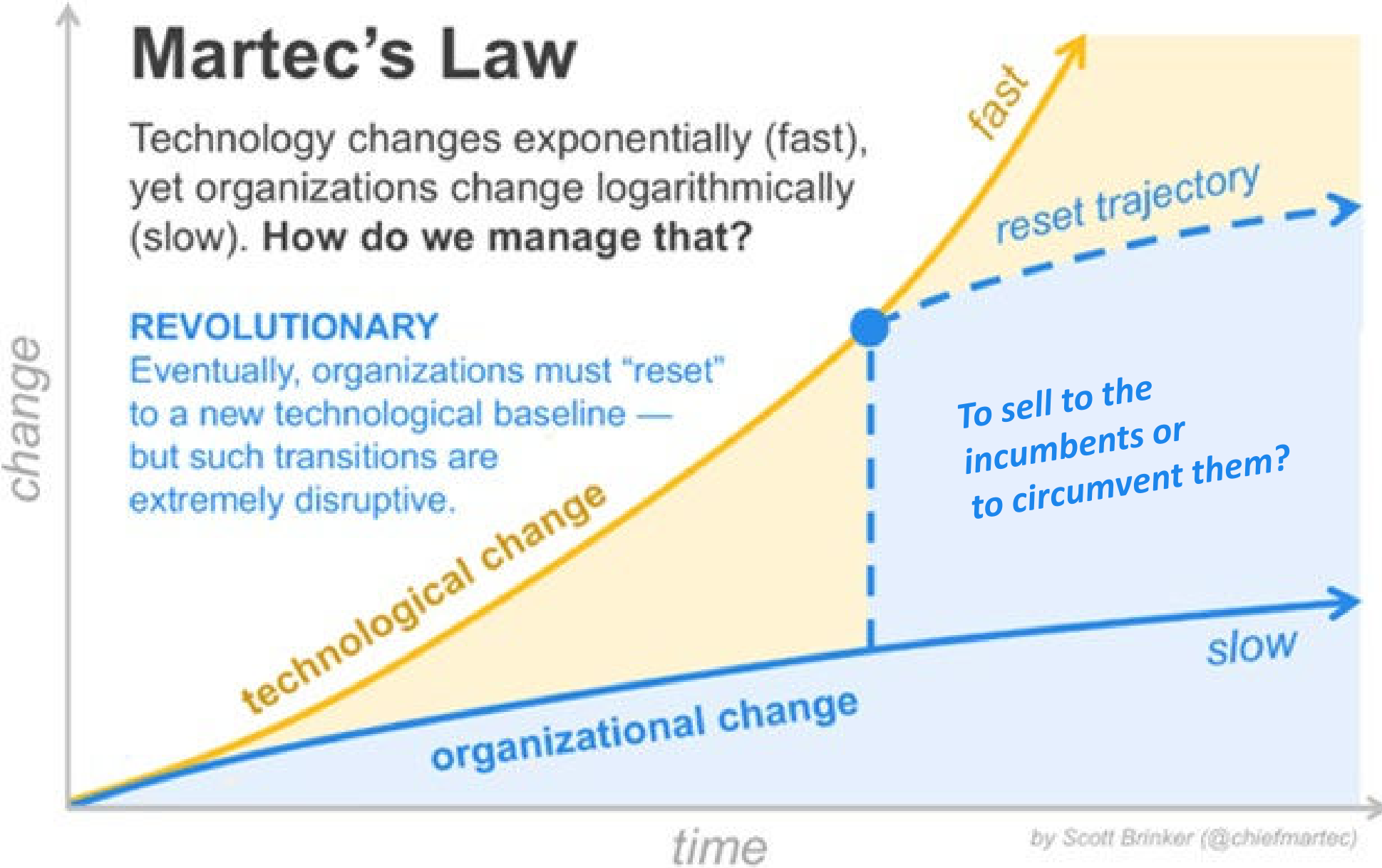
AI: Foundational OpenAI, Anthropic, Mistral, nVidia, Grok

AI: Agents To Be Determined...

Martec's Law

Technology changes exponentially (fast), yet organizations change logarithmically (slow). **How do we manage that?**

REVOLUTIONARY
Eventually, organizations must "reset" to a new technological baseline — but such transitions are extremely disruptive.



To sell to the incumbents or to circumvent them?

an organization can be "reset" by a reorganization, a spin-off, or by being destroyed — reallocating its resources to new and more technologically modern organizations

by Scott Brinker (@chiefmartec)

AI Reference Materials

Newsletters

- Ethan Mollick, Wharton Professor, [One Useful Thing](#)
- Azeem Azhar, Tech Communicator, [Exponential View](#)
- [Benedict Evans](#), Tech Analyst formerly from A16Z

YouTube: News on Product Releases

- [Wes Roth](#): Product & industry analysis
- [The AI Advantage](#): Product releases & tutorials
- [Matt Wolfe](#): Product releases
- [Matthew Berman](#): Product releases & tutorials
- [David Shapiro](#): Societal analysis, product releases

YouTube: Educational & Research Releases

- [Two Minute Papers](#): Quick review of recent papers.
- [Yannic Kilcher](#): Paper summary & analysis
- [Andrej Karpathy](#): Former Tesla & OpenAI scientist.

My Top Recommendations

1. **Newsletter.** Ethan Mollick's [One Useful Thing](#)
2. **Newsletter.** Azeem Azhar's, [Exponential View](#)
3. **Product Releases.** [Matt Wolfe](#)'s YouTube channel
4. **Book.** Ethan Mollick's [Co-Intelligence](#)

Interviews & Podcasts

- [Lex Fridman](#): Excellent guests
- [Dwarkesh Patel](#): Excellent tech guests

Corporate Research Blogs

- [DeepMind](#): Google's London AI team
- [Google AI Blog](#): The Mothership
- [OpenAI](#): Research
- Anthropic: Excellent understandability research

Books

- Ethan Mollick, [Co-Intelligence](#)
- Mustafa Suleyman, [The Coming Wave](#)
- Max Tegmark, [Life 3.0](#)

Thank

You

Artificial Intelligence Strategy Consulting

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M

512.784.8049



AI Strategy Advisors' Offerings: Executive Team

Executive Alignment

- **Objective:** Ensure the senior management and key technical teams share a common outlook and goals.
- **Participants:** Executive team, board of directors, and IT teams
- **Method:** AI overview and case study orientation

AI Roadmap

- **Objective:** Develop a timeline and investment level of AI projects.
- **Participants:** Executive team. Commonly co-lead with the CIO.
- **Method:** Identify & prioritize areas of opportunity by assessing the ROI, technology / provider maturity, and level of effort / challenge to successfully implement.

Workforce Planning

- **Objective:** Determine whether roles and skills need to be added to the organization to support AI initiatives.
- **Participants:** IT Leadership and Human Resources
- **Method:** Assess the current team's capability to successfully deliver on the roadmap objectives. Provide role definitions, job descriptions, and recruiter contacts.

Vendor Assessment

- **Objective:** Provide tool vendors and technical professional service that will offer the best chance at project success.
- **Participants:** IT leadership.
- **Method:** Once a roadmap is established, identify & vet the vendors best suited to the respective use cases and industry.

AI Strategy Advisors' Offerings: Departmental

AI Overview

- **Objective:** Ensure the senior management and key technical teams share a common outlook and goals.
- **Participants:** Executive team, board of directors, and IT teams
- **Method:** AI overview and case study orientation

Team Enablement

- **Objective:** Use commonly available, inexpensive AI tools, such as ChatGPT, to boost productivity.
- **Participants:** Department / function directors, managers, and high potential individual contributors.
- **Method:** ChatGPT training at departmental level.

Pricing

- **Objective:** Introduce and provide enablement on modern AI Pricing Tools and capabilities.
- **Participants:** Operations and Sales department, Stakeholders.
- **Method:** Learning by doing, leverage sample client data.

Design

- **Objective:** Leverage internal data, align, drive an outcome.
- **Participants:** Multiple Disciplines, non-management.
- **Method:** Facilitate collaborative decision-making across multiple working sessions, create and evaluate a prototype POC.

Software Dev

- **Objective:** Streamline or otherwise support the delivery of production code.
- **Participants:** Multiple Disciplines, non-management.
- **Method:** Facilitate a series of activities that identify pain points and inefficiencies, leverage applicable AI tools to address issues.

BROOKS HAMILTON



HAMILTON AI
STRATEGY ADVISORS

Today

- Founded Hamilton AI Strategy Advisors to craft AI Go-To-Market strategies for industrial economy companies.
- Writes and speaks in the US and Europe on artificial intelligence strategies and best practices for AI adoption and implementation in B2B companies.
- With a deep understanding of both AI technology and business operations, Brooks and his team enable organizations to successfully navigate the rapidly evolving AI landscape.

Prior Work

- Former VP of Professional Services at Zilliant.
- Leadership role in Product Management.
- Spearheaded Product Management at several Austin-based startups.



Managing Your Career

Labor Market Perspective



Major corporate process



Customer journey



Value Judgement



Inaccessible Information



Trust-building

It is the RESULTS of your analysis that drive value, NOT your mastery of the TOOLS

- Review the VALUE you bring to your organization and your Competitive Differentiation
- Pursue Training
- Consider which of your skills will be valuable and durable through the AI transition

A Personal Perspective



Major corporate process



Customer journey



Value Judgement



Inaccessible Information

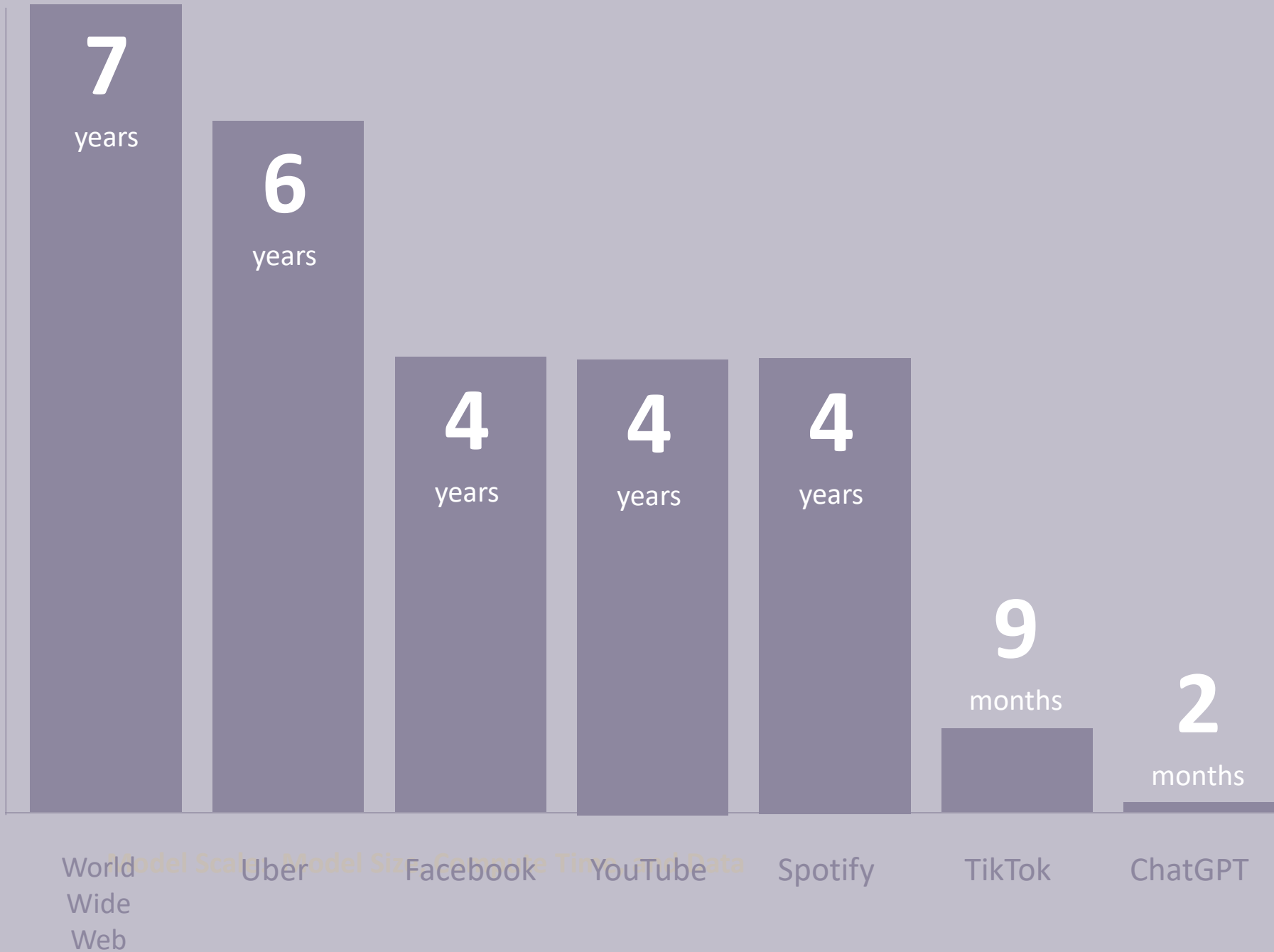


Trust-building

- AI adoption should make your job better, not worse
- AI adoption should allow you to focus on your job's rewarding aspects
- AI adoption should empower you to make decisions, create insight, and build relationships rather than be excited about Excel's next release
- AI adoption should not and does not abdicate responsibility

Now get out there and go be a HERO!

Time until
25% of US
population
adoption
achieved



AI Enhanced Productivity

Study of AI productivity by
Harvard, Warwick, and MIT
universities

76 Boston Consulting Group (BCG)
Consultants in the study

Consultants using ChatGPT-4
substantially outperformed the
control group – typically by 40%

Study Findings

Output

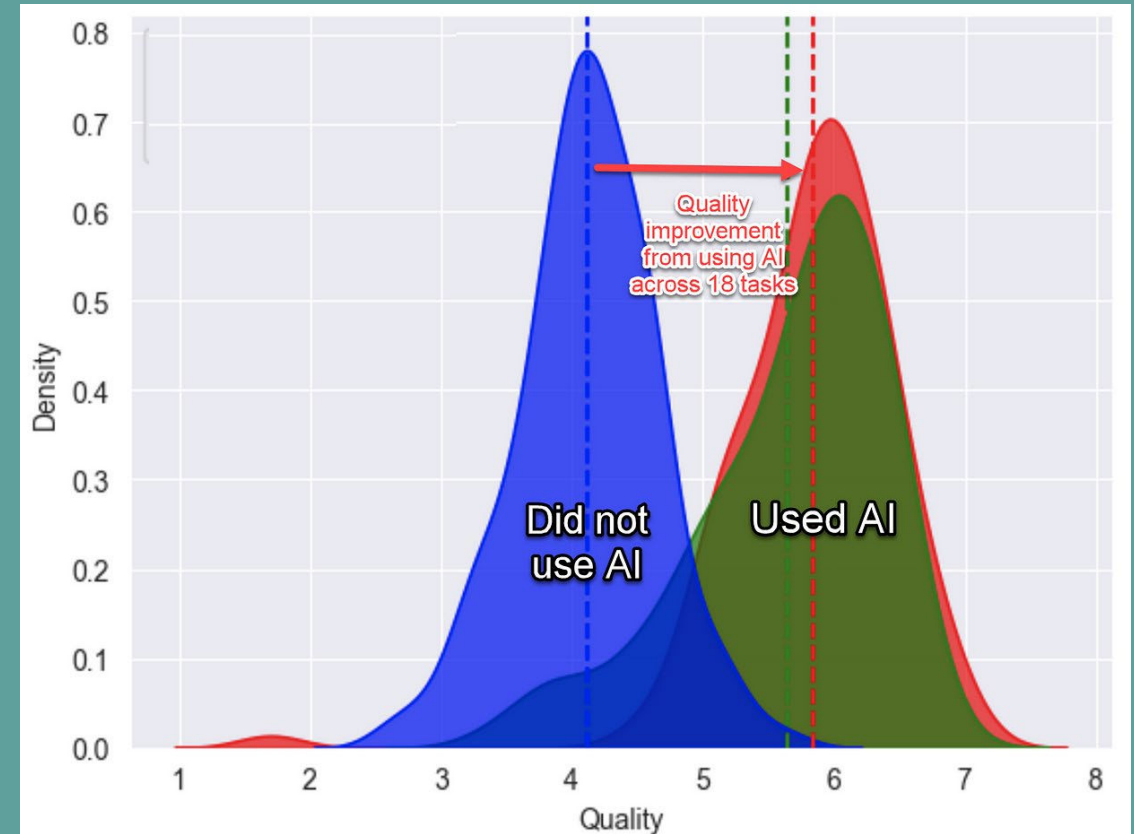
Finished 12% more tasks

Speed

Completed tasks 25% more quickly

Quality

Produced 40% higher quality results



■ No ChatGPT ■ ChatGPT + Training ■ ChatGPT + No Training

Autonomous Software Agent

Company

Cognition AI (\$21M funding)

Context

First commercial-grade autonomous agent that can code software. Creates tasks, code, test, and documentation.

Implication

AI can code low to medium complexity functions. Direct threat to offshore software firms (\$130B) at \$9/hour.

Link

[Devin the Software Agent](#)

Current Focus: Research the API documentation for Replicate, Together, and Perplexity.

Plan:

- ❑ Research the API documentation for Replicate, Together, and Perplexity to understand their request formats and parameters.
- ❑ Write a Python script that constructs and sends HTTP requests to each API with the same prompt and parameters.
- ❑ Implement response time measurement and accuracy assessment within the script to benchmark each API's performance.
- ❑ Test the script to ensure it works correctly and gathers the necessary data from each API.
- ❑ Analyze the collected data to compare the performance of the three APIs.
- ❑ Document the script and the benchmarking process, including any dependencies or environment setup needed.
- ❑ Report the findings back to the user with the collected data and any relevant visualizations or summaries.

Devin's Workspace

soon as it's resolved. Thanks for the reminder!

- ⊙ Debugged the script to handle API response errors and pass the output correctly.
- ⊙ Updated the Together API model name in the script to "meta-llama/Llama-2-70b-chat-hf".
- ⊙ Updated the Perplexity API model name in the script to "codellama-70b-instruct".

Scott

⊙ Credentials hidden

Devin is currently debugging the script to resolve API response errors and the KeyError: 'text' issue.

```
default
<hr><center>openresty/1.21.4.3</center>
<script defer src="https://static.cloudflareinsights.com/beacon.min.js/v04a3a4012de94ce1a886ba8c167c359c1696973893317" integrity="sha512-ouoqgwLalQxPMQ48QsK8SCFz3DPYjwVudJfR96cH9x+F+ggwRlaFclhw0Q8542PZhTudYtI=ckf0A==" data-cf-beacon="{"rayId":"1662327689347289","v":"1","version":"2024.2.4","token":"9273bc73a9c747fbb5a25e1d6851122d"}" crossorigin="anonymous"></script>
</body>
</html>

Replicate Tokens per Second: None
Together Tokens per Second: None
Perplexity Tokens per Second: None
ubuntu@ip-172-31-27-196:~$
```

benchmark.py

```
home x ubuntu x benchmark.py
1 import os
2 import time
3 import requests
4
5 # API keys provided by the user
6 TOGETHER_API_KEY =
7 REPLICATE_API_KEY =
8 PERPLEXITY_API_KEY =
9
10 # API endpoints
11 REPLICATE_ENDPOINT = "https://api.replicate.com/v1/predictions"
12 TOGETHER_ENDPOINT = "https://api.together.xyz/v1/chat/completions"
13 PERPLEXITY_ENDPOINT = "https://api.perplexity.ai/v1/chat/completions"
14
```

https://docs.perplexity.ai/reference/post_chat_completions

Chat Completions

Strategic Account RFQ

↪ This One ↩

Basic RFQ

- Handled by Inside Sales / eComm
- Few items
- Low \$ value
- Little to no configuration

Configured Quote

- Handled by Inside Sales / eComm
- Requires review
- Complex Configuration

Strategic Bid

- Dedicated team
- Long duration
- Many lines
- Strategic customer
- Significant % revenue

The Disclaimer: Data Privacy Models for AI Usage

Only use a language model if it is approved by your IT organization and its use adheres to your corporate data security and privacy policies.

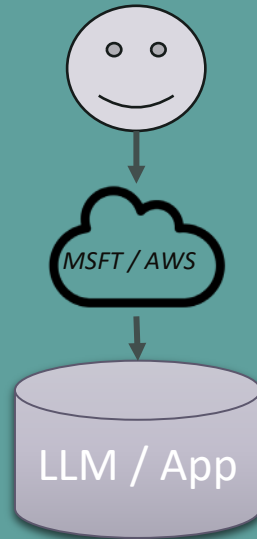
Even when using a 3rd party approved application, ensure that sensitive information is anonymized or handled according to privacy standards to prevent misuse.

Public



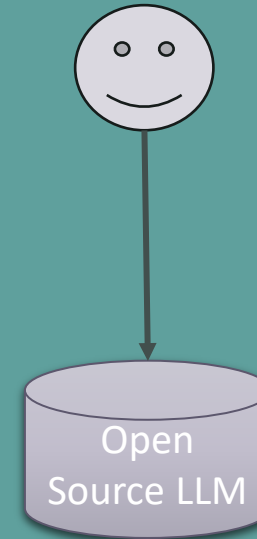
- *Access publicly available LLM e.g. ChatGPT*
- *Recommend Team version*
- *Pool efforts and data privacy*
- *Common*

Dedicated



- *Applications and models hosted on trusted cloud provider*
- *Improved data privacy*
- *Expensive*
- *Not common*

On Premise



- *Applications and models hosted on-site*
- *Best data privacy protection*
- *Expensive*
- *Time consuming to create*
- *Uncommon today*

Strategic RFQ Tasks: Price Optimization

Understandability

Model resembles Sales thinking
Transparency of each decision
Consistency

>

Model Accuracy

Build the 'most accurate' model
Use features that lack business relevance
Inability of auditing decisions

Data + Guidance

Data driven
Use information outside of model's "view"
Value judgement or objective change

>

Data Only

Repeat past sins

Clearest Business Logic

Limit overall increases / decreases
Limit incremental increases / decreases
Good / Better / Best product alignment

>

Coollest Technology

Non-deterministic behavior i.e. "Surprise!"

When you Should have a Human in the Loop



Involves a major corporate process



Impacts the customer journey



Value judgement involving intuition, empathy, or ethics

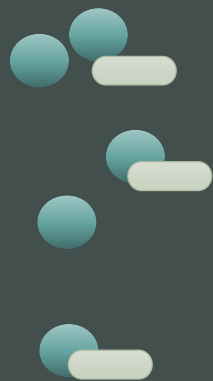


Information to which the AI does not have access

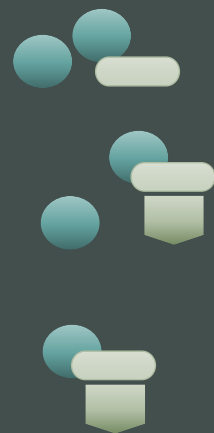


Trust-building between two people or organizations.

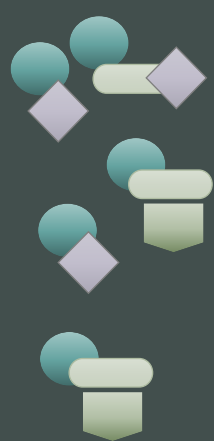
What is the Best Mix of People, Agents, and Tools?



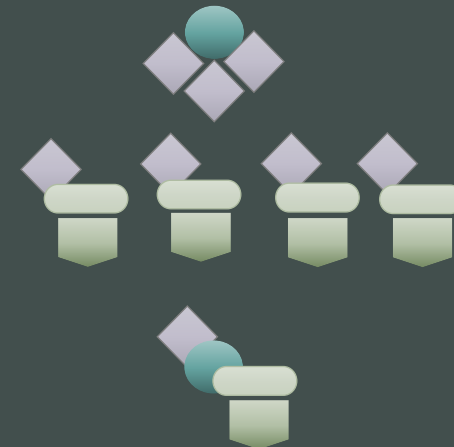
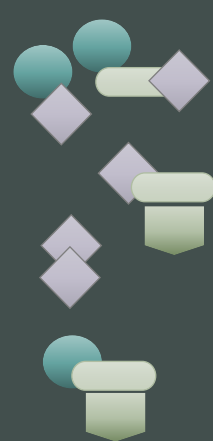
People
Tools



People
Tools
Automation



People
Tools
Automation
Agents



Legend:

- People
- ▭ Tools
- ▭ Automation
- ◆ Agents

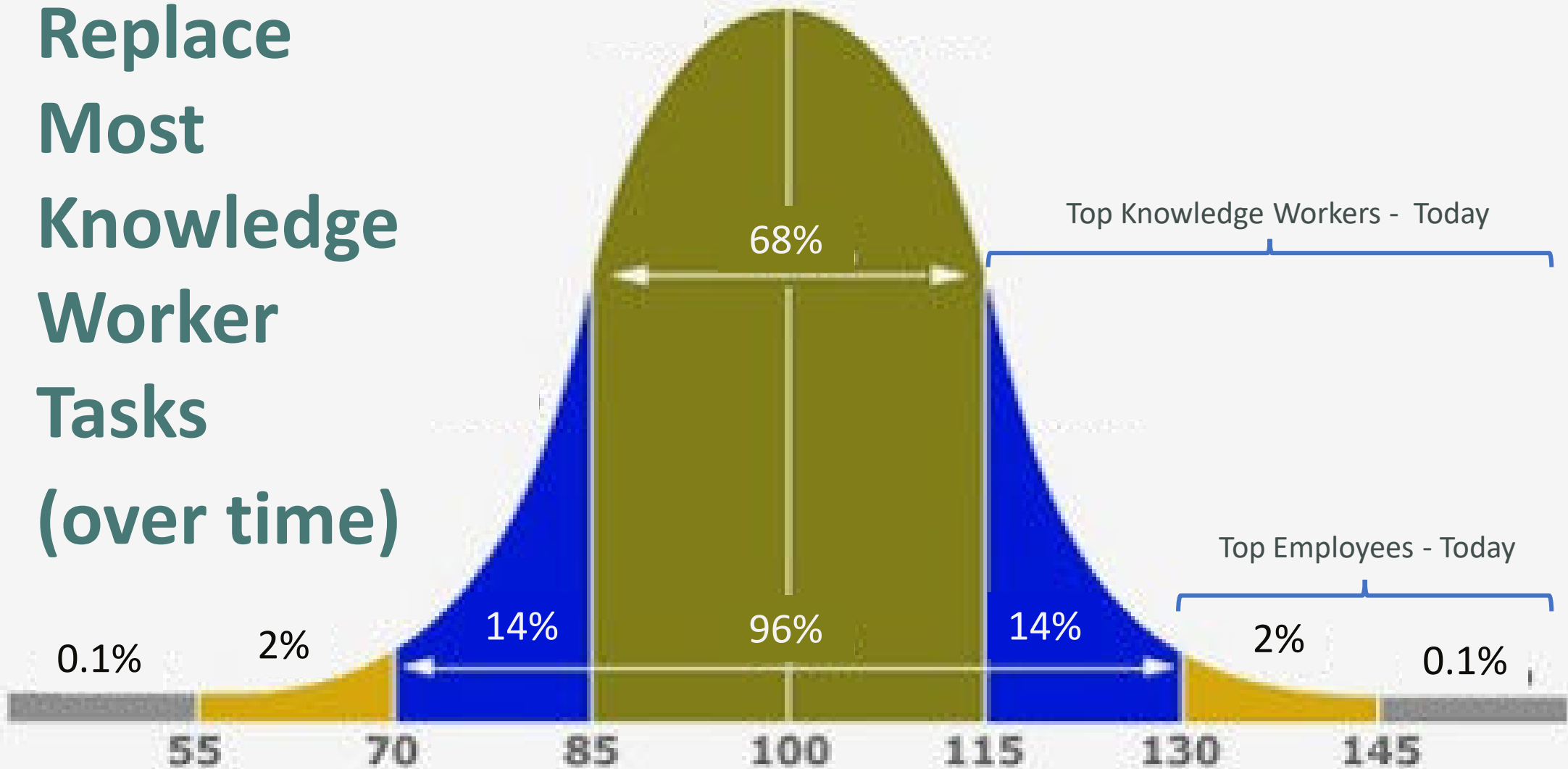




AI will Replace Most Knowledge Worker Tasks (over time)

Typical Knowledge Workers - Today

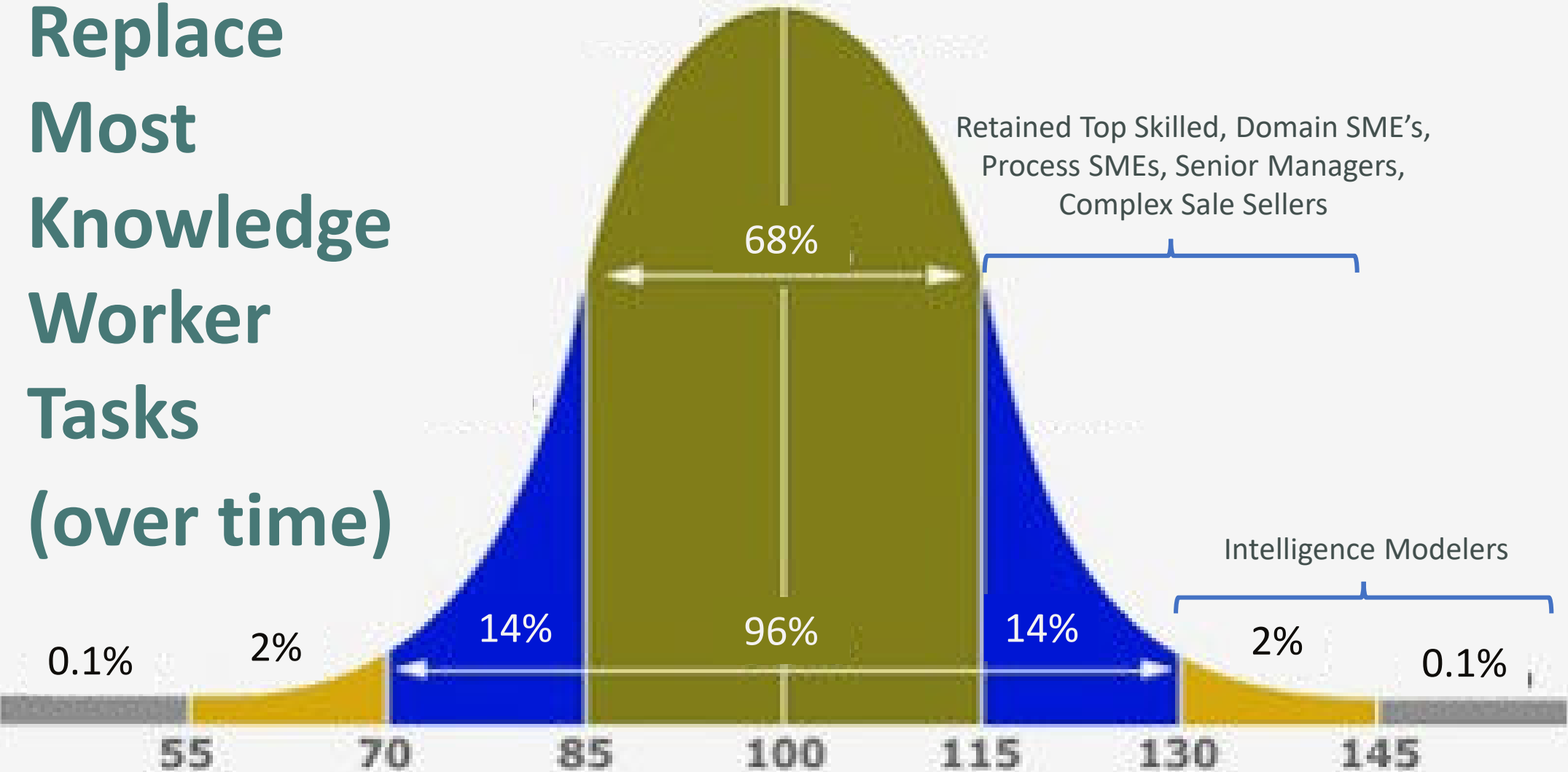
*Normal distribution of full-spectrum
knowledge worker aptitude, not IQ*



AI will
Replace
Most
Knowledge
Worker
Tasks
(over time)

Purchased A.I. Intelligence

Normal distribution of full-spectrum
knowledge worker aptitude, not IQ



Model One ~~Ring~~ to rule them all!

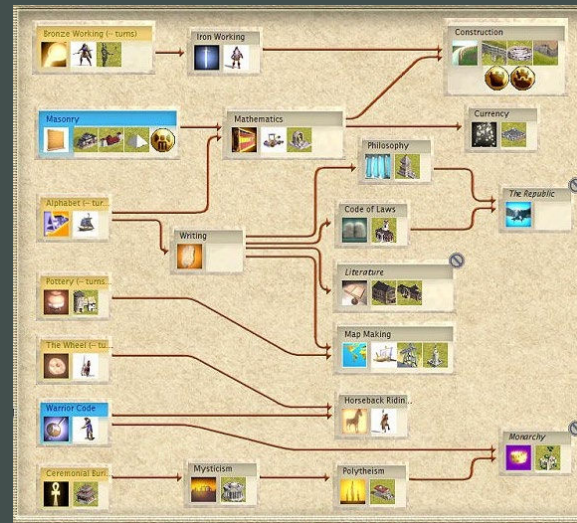


Probably not....



Software Agents: Unlocking the Technology Tree

- Company founders are natively familiar with software development.
- Large market: \$290B*
- Significant margin opportunity
 - Offshore Level 1: \$40 / hr
 - Software Agent: \$4 /hr
- Unregulated industry



Civilization III - Tech Tree

Creating Software Agents is a Tech Tree unlock

- Increases velocity of developing software agents
- Speeds development of agents for other industries
- Agent foundries churning out agents.

