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Session Agenda

- AI Industry Update
- ibi’s Transition to AI-First
- Key AI Product Initiatives
- Demonstration



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AI Industry Update

History of Technological Disruption

The Saas-Pocalypse

ROI with the AI Models

The AI Engineering Workforce



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Technological Disruption - Last 4 Decades



Internet

1990s



Mobile

2000s



Cloud

2010s

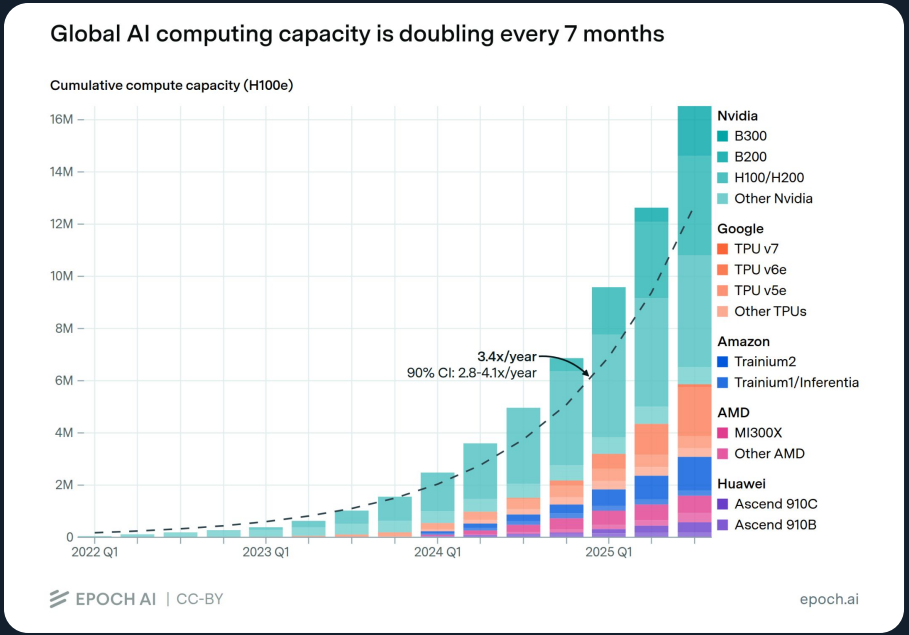


AI

2020s

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Global AI computing capacity is doubling every 7 months



Exponential Growth

Hardware-Driven Surge

Cumulative compute capacity is scaling rapidly, led by massive deployments of Nvidia (H100/H200, B200) and Google TPU hardware alongside expanding capacity from Amazon, AMD, and Huawei.

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The Saas-Pocalypse

$300 Billion

Evaporated in a Single Session

Early Feb 2026

The Catalyst

Launch of Claude Cowork

The introduction of a specialized Autonomous AI Agent Suite triggered an immediate valuation shift from traditional software tools to outcomes.

Source: Don Muir, “$300 Billion Evaporated. The SaaS-Pocalypse Has Begun,” *Forbes*, February 4, 2026

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Deconstructing software into three distinct architectural strata

Tier 1: Surface

Interface-Layer Software

Dashboards, UI, and basic CRUD databases handling routine business logic. Highly vulnerable to AI displacement.

Tier 2: Mantle

Deep Algorithmic Intelligence

Complex mathematical orchestration and operational research. Resilient and symbiotic with AI agents.

Tier 3: Bedrock

Mission-Critical Infrastructure

High-stakes cyber-physical systems requiring rigorous, proven engineering. Untouchable by probabilistic AI.

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The SaaS-Pocalypse is the beginning of the outcome era

The Reality Check

Software is Not Ending

Analysts projects global SaaS spending to rise from $318 billion in 2025 to $576 billion by 2029. What is ending is the narrow, UI-dependent workflow tool sold on per-seat pricing.

The Closing Imperative

The New Identity

The winners of the next decade will not sell software access. They will become the execution layers that deliver the exact results the software was originally supposed to help clients achieve.

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ROI with the AI Models

Tokenmaxing to ROI

Open-Weight Capabilities

Market Dynamics & Control

Narrowing Gap: Routinely match or trail closed models by only months, reducing proprietary dominance.

Data Privacy: Deploy on secure servers without sending private data to outside tech companies

Cost Efficiency: Highly economical for routine tasks

Frontier Models Lead

The Proprietary Edge

Deep Reasoning: Complex scientific, heavy logic, and advanced agentic architectures demand proprietary scale.

Safety & Alignment: Centralized guardrails on closed APIs offer tighter compliance enforcement.

Multimodal Scale: Cutting-edge integration breakthroughs debut in closed ecosystems first.

Open-weight models (Llama, Mistral, Qwen, Deepseek) Vs **Frontier models** (OpenAI GPT, Claude, Gemini, xAI Grok)

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Engineering Workforce - Embracing AI





Constraint Drives Innovation

AI needs to and will drive efficiency



Software Development Evolution

The way we build software has changed

and will keep changing



Harness Engineering

Loop Engineering
Graph Engineering
Multi-Agent Orchestration

SDLC to ADLC (3 H - Harness, Human-Agent Handoff and Human Accountability)

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The Future - Effect of AI on Jobs

Workforce Shift

Structural Reorganization

AI will create more jobs than it eliminates. It will reduce mundane jobs and create “Superjobs”

Job Evolution

Task Automation

The shift will be focused on altering *how* work is done rather than completely replacing entire roles

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ibi's Transition to AI-First



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Transition to AI-First

Product Development - AI Mandate

Embrace and Adopt Claude Code

Architecture

Modernize underlying product architecture and code base to support next-generation capabilities.

SDLC Acceleration

Adapt software development life cycles and pipelines to accelerate the pace of innovation across all product areas.

Human-in-the-Loop

Maintain strong Senior Engineering oversight to ensure absolute accuracy, performance, and future to extend and maintain Platform code base.

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Transition to AI-First Company

Innovation Surge

Compressed Innovation Life Cycle

Intake & Planning

Traditional alignment process:

- Enhancement requests from Support and other sources
- Engineering assessment
- Product Management prioritization
- Feature development & testing
- Release timeline may span months or longer for major initiatives

AI-First Co-Development

Accelerated development and automation:

- Feature design created
- Engineering requirements automatically generated
- Enhancements co-developed with Claude & ibi Engineering
- Tests automatically generated
- Rapid release in GA version

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Transition to AI-First

Volume & Velocity

Address Customer-Driven Product Development Priorities

Legacy-to-Modern Conversion

Accelerate completion of tool conversions:

- **InfoAssist / App Studio => Designer**



- **Admin UIs & Active Reports**
  ➔ Proprietary ibi Framework => React

Customer-Driven Pipeline

Address critical development pipelines:

- Align Engineering efforts directly with high-priority customer demands.
- Increase defect resolutions and new feature output volume.
- Resolve multiple issues simultaneously via Claude-based parallel processing
- Drive backlog of customer issues to zero

Analytics & BI Industry Dynamics

Self-Service BI Evolution

Dashboard Evolution

By 2028, **60%** of existing dashboards will be replaced by genAI-powered Natural Language narrative and visualization.

Self-Service & Reporting

By 2028, **60%** of self-service analytics will use general-purpose LLMs for ad-hoc and exploratory analysis.

Production-grade reporting remains ABI Platform

Agentic Analytics Risks

By 2028, **60%** of agentic analytics projects will fail due to lack of a consistent semantic layer.

*Gartner Group: “4 Scenarios Shaping the Future of Analytics and BI Platform & AI Capabilities”; Published 2/3/2026

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Analytics & BI Industry Dynamics

Semantic Layers Prove Critical for AI-Driven Analytics

"Analytics and business intelligence Platform & AI Capabilities are evolving into AI driven experiences where AI agents and semantic layers reshape insights amid rising governance and interoperability risks."

**Gartner Group: "4 Scenarios Shaping the Future of Analytics and BI Platform & AI Capabilities"; Published 2/3/2026*

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AI-First Product Initiatives

ibi Opens and Expands Semantic Layer

New REST API

Open Access to ibi Platform Data Engineering Capabilities. Maintain a unified semantic layer for consistent reporting.

Metadata & Business Views

Create/update metadata mapping for mainframe sources (VSAM, IMS, M204, DB2) and auto-generate business views.

ETL & Cloud Integration

Extract, transform, cleanse, and load data into cloud-based warehouses for modern analytics.

Operational Data Flows

Create, monitor and maintain data flows between operational systems to ensure real-time synchronization.

Hybrid Virtualization

Build use cases spanning multiple platforms and cloud environments via advanced data virtualization.

Centralized Semantic Layer

Maintain a unified semantic layer that includes mainframe-base sources for consistent reporting across the enterprise.

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AI-First Product Initiatives

New ibi AI Assistant - Enterprise Conversational Analytics

ibi AI Assistant Goal: Deliver Full Scope of WebFOCUS Capabilities via AI Chatbot

Core Capabilities

Engineering development effort - powered by Claude

Major expansion in Natural Language-based analytics and reporting

Architecture & Integration

Connect external LLM/AI to ibi-specific MCP server

WebFOCUS language and docs available to LLM

Better, more accurate results via MCP context

Strategy & Efficiency

Zero token, small language model or Open Weight options in progress

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AI Product Initiatives

ibi AI Assistant - Integration with into the WebFOCUS UI/UX

WebFOCUS Designer

Dashboard Integration

Users can access the AI Assistant directly from Designer-developed dashboards.

Descriptive, prescriptive, and root cause analysis narratives

Developer Environment

Code Generation

Developers can access the AI Assistant for automatic code generation directly within the Text Editor Environment.

WebFOCUS Hub

Central Launch Portal

The AI Assistant is fully available and accessible via the central WebFOCUS launch page.

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AI Product Initiatives

ibi AI Assistant Personas

Basic User

- Perform conversational data queries to get quick answers
- Generate and visualize data using simple charts
- Extract key business metrics and figures instantly
- Request plain-language explanations for results

Business Analyst

- Ad-hoc exploration of trends and anomalies
- Guided drill-down analysis on specific metrics
- Request dashboard layouts and visualizations
- Generate narratives and executive summaries from data

Developer

- Create and debug reports and Designer pages
- Assemble portal layouts via natural language
- Manage repository assets and metadata
- Prompts for styling and conditional formatting

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ibi AI Assistant Demonstration



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