yonder

Artificial Intelligence

Too early or too late?

Paul Cirstean

Portfolio
Managers
Focus Group

overview

The AI impact on CSI

What disruptions should we anticipate?

Practical AI use cases

Where can CSI companies capture immediate value?

Successfully adopting AI

How to go from resistance, to adoption and then transformation?

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a history of hope and hype

1958: AI is going to change the world!

> "We are about to witness the birth of a machine capable of perceiving, recognizing and identifying its surroundings without any human training or control."
>
> **- Frank Rosenblatt, Ph.D.**

•
•
•

2019: AI is going to change the world!
2020: AI is going to change the world!
2021: Crypto is going to change the world!
2022: ...umm... AI is going to change the world!
2023: AI is going to change the world!
2024: AI is going to change the world!

WHY NOW?

AI coding improvements

TechSpot

CEO Sundar Pichai says 25% of new code Google creates is written by AI

According to CEO Sundar Pichai, AI is being used to write around 25% of new code at Google. During the company's third-quarter 2024 earnings call.

Oct 30, 2024

Garry Tan @garrytan · 40m

For 25% of the Winter 2025 batch, 95% of lines of code are LLM generated.

That's not a typo. The age of vibe coding is here.

TECH

Mark Zuckerberg says AI could soon do the work of Meta's midlevel engineers

Lakshmi Varanasi Jan 11, 2025, 8:28 PM EET

Share Save

CSI spending

	Three months ended December 31,		Period-Over-Period Change		Year ended December 31,		Period-Over-Period Change	
	2024	2023	$	%	2024	2023	$	%
	($ in millions, except percentages)				($ in millions, except percentages)			
Professional services	292	272	20	7%	1,155	1,043	112	11%
Maintenance	278	227	51	23%	1,069	855	215	25%
Research and development	361	328	33	10%	1,437	1,215	222	18%
Sales and marketing	164	152	12	8%	635	563	71	13%
General and administrative	270	223	48	21%	1,026	817	209	26%
	1,366	1,202	164	14%	5,322	4,493	828	18%

https://www.csisoftware.com/docs/default-source/press-releases/csi-financial-statements-q424---final.pdf

AI coding improvements

Competitive programming	Context window size	Software engineering
CodeForces Benchmark	**Number of tokens**	**SWE Benchmark**

AI coding improvements

1. Competitive programming

CodeForces Benchmark

2024 (GPT 4o)

~900

2025 (o3)

2727

Average senior developer: ~1600

Only ±150 developers in the world are better

https://arxiv.org/html/2501.01257v2

AI coding improvements

2. Context window size

Number of tokens (words)

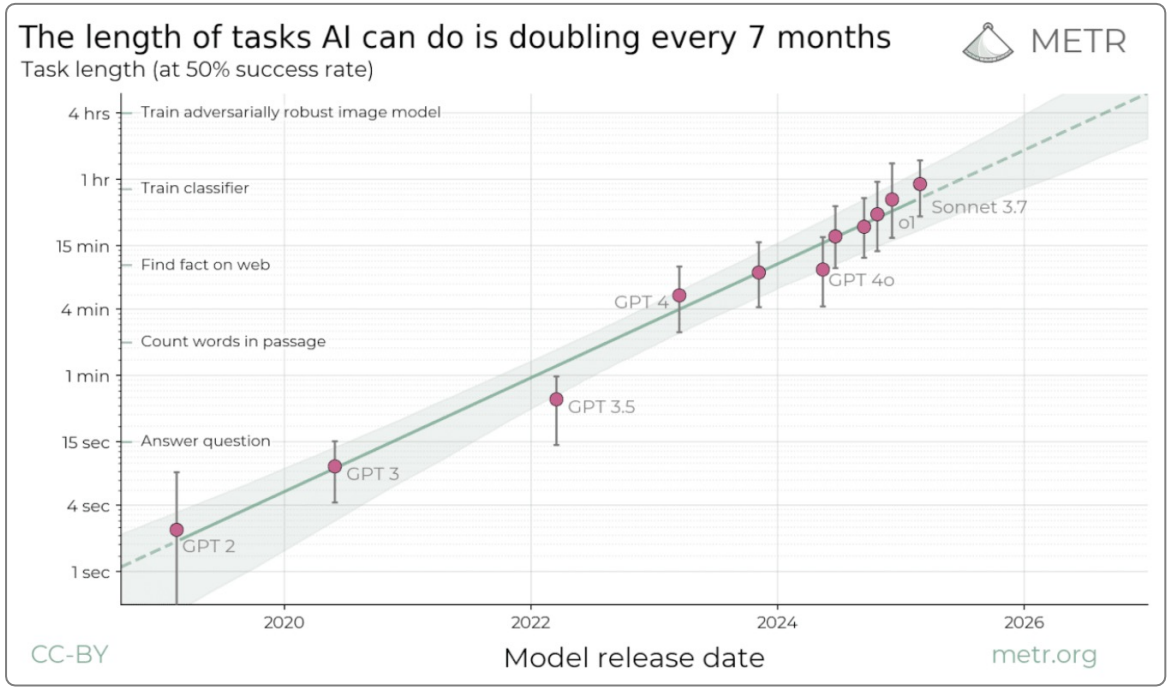
2023 (GPT 4)

8,192

2025 (Gemini)

2,000,000

Medium size project (100,000 LoC): ~ 1,000,000 tokens



metr.org/blog/2025-03-19-measuring-ai-ability-to-complete-long-tasks/

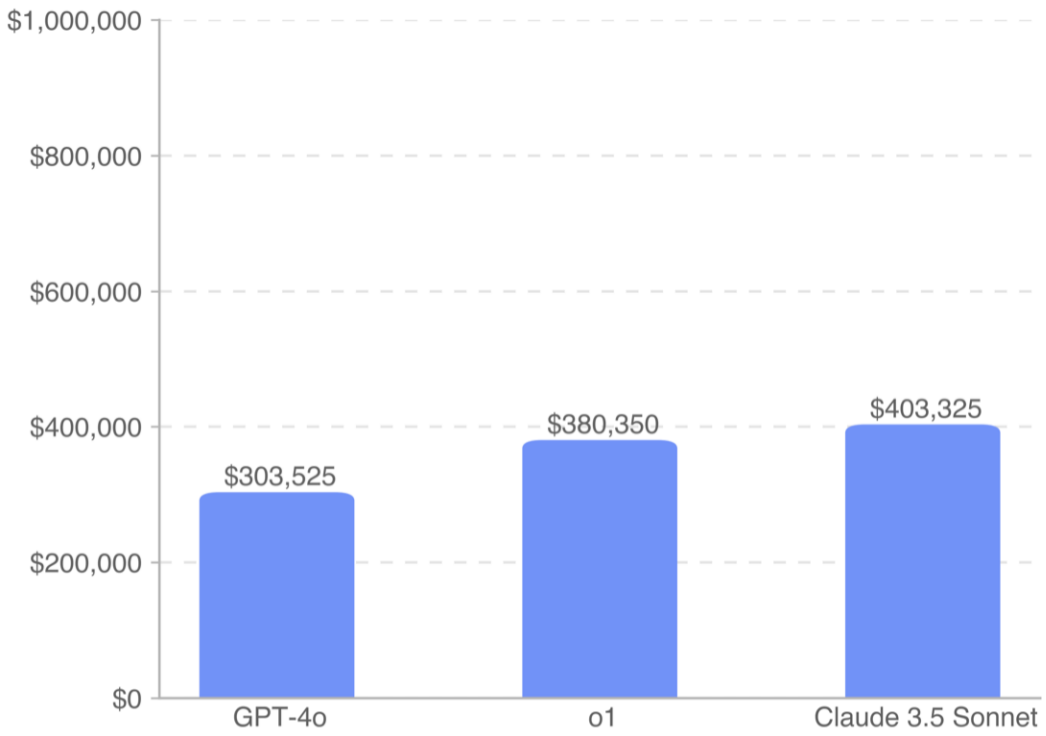
AI coding improvements

3. Software engineering

SWE-Lancer

Can frontier LLMs earn $1 million from real-world freelance software engineering?

"We introduce SWE-Lancer, a benchmark of over 1,400 freelance software engineering tasks from Upwork, valued at $1 million USD total in real-world payouts. SWE-Lancer encompasses both independent engineering tasks - ranging from $50 bug fixes to $32,000 feature implementations."



https://arxiv.org/pdf/2310.06770

AI coding improvements

Competitive programming	Context window size	Software engineering
CodeForces Benchmark	**Number of tokens**	**SWE Benchmark**

Are the models going to get even better?

How is this going to impact CSI companies?

Are we ready for what's about to come?

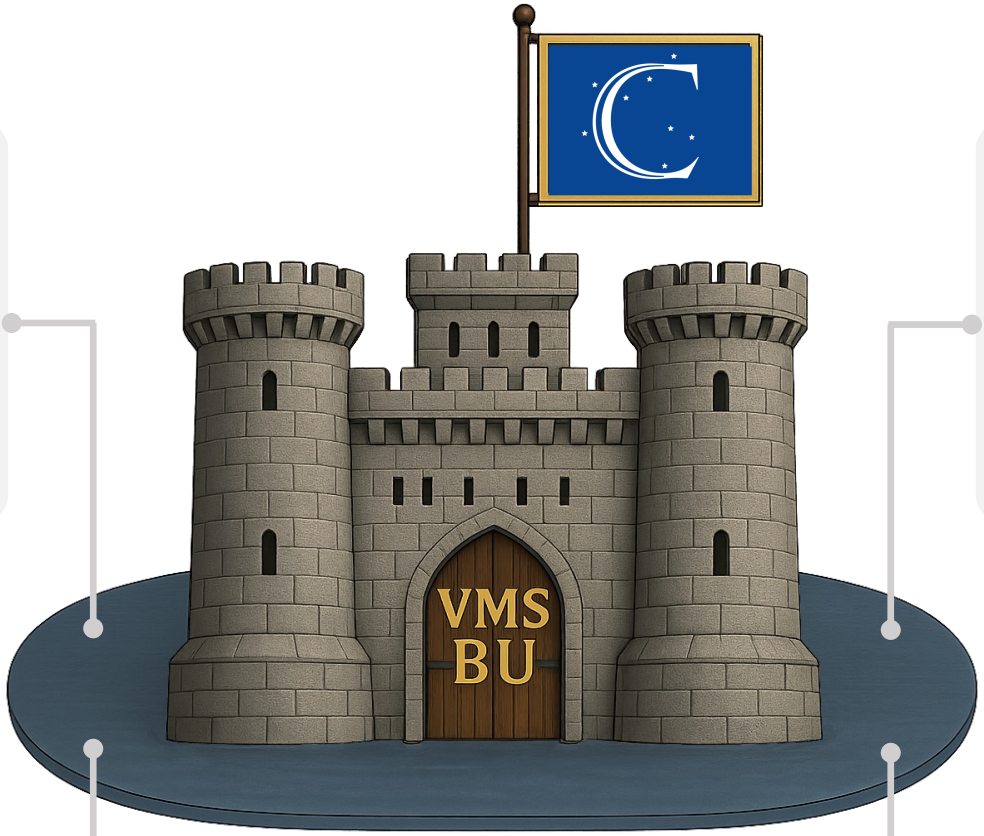
CSI impact

Time to build

AI drastically cuts software development time and cost, eroding CSI's former competitive shield built on lengthy, expensive development cycles.

Vertical expertise

AI accelerates reverse engineering, diminishing the competitive advantage of vertical expertise, which was historically costly and difficult to replicate.



High switching costs

As AI reduces development costs, competitors can offer modern solutions at lower prices, easing the financial and operational burden of switching solutions.

Market distribution

Distribution remains mostly resilient to AI disruption, reinforcing the importance of customer intimacy as key differentiator.

CSI impact

Vulnerabilities

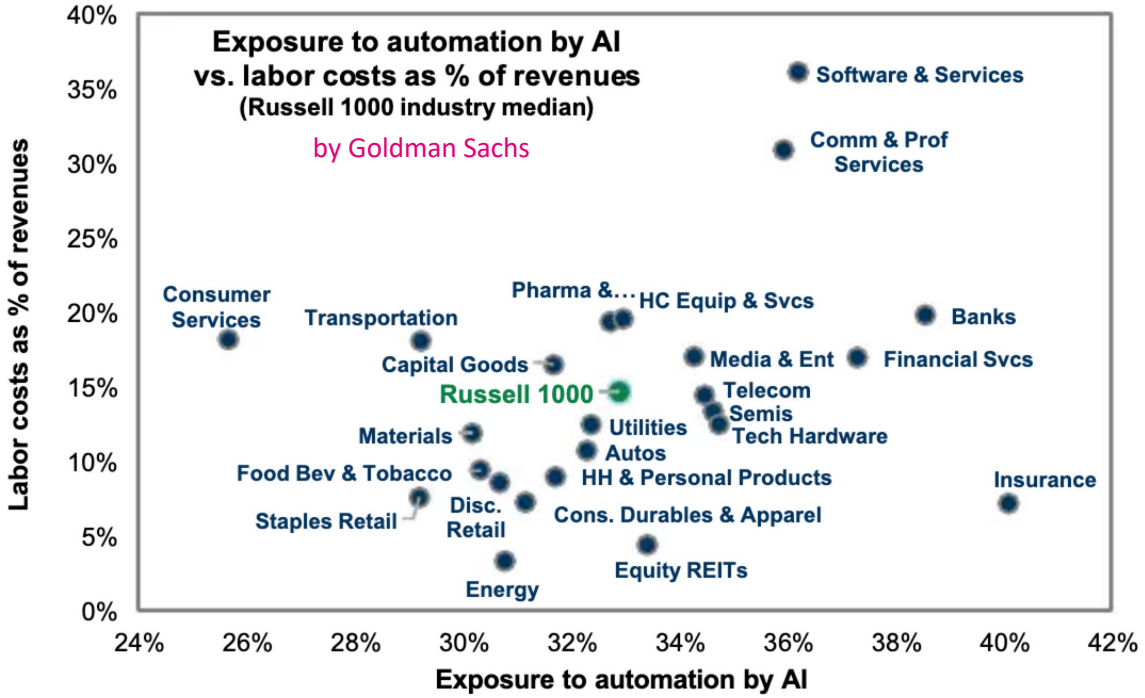
- Low complexity SaaS solutions
- Smaller business that are overwhelmed by day to day operations and cannot adapt to the new reality
- High ticket businesses with low NPS
- Horizontal businesses
- Point solutions

Opportunities

- Deliver more value from your backlog
- New initiatives with higher ROI when doing AI first development
- Certain software modernizations might make financial sense
- Maintaining legacy solutions becomes more accessible
- More efficient customer support departments

Questions for M&A

- Part for the DD process, does it make sense to create an AI risk register and to evaluate the disruption risk?
- Which of the verticals and companies that you target are more likely to be impacted by AI?
- Should you consider being more pessimistic in the wipeout scenario and more optimistic in the winner scenario?
- Should we put a higher weight on the quality of the distribution (NPS and other metrics)?
- How will AI impact our build vs buy decisions? If we already have the distribution, will it make sense to build our own products leveraging AI?



overview

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opportunities for VMS companies

Employee perspective

How employees design, develop and maintain the software

Product perspective

How products integrate with AI models to offer more value

Customer perspective

How end users interact with software products

Present

More opportunities right now

Future

Less opportunities right now

opportunities for VMS companies

Employee perspective

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Product perspective

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Less opportunities right now

custom AI systems

Level 1

Direct AI Integration

One step predefined by the author

Level 2

AI Workflow

Multiple steps predefined by the author

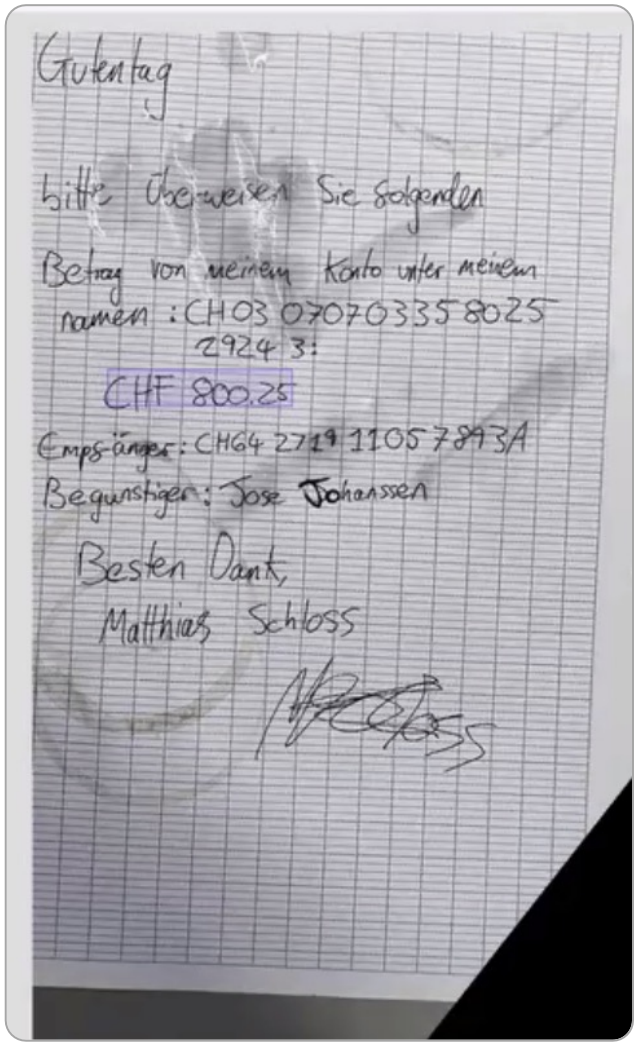
Level 3

AI Agents

Multiple dynamic steps decided by the AI

https://www.anthropic.com/engineering/building-effective-agents

level 1 – document understanding



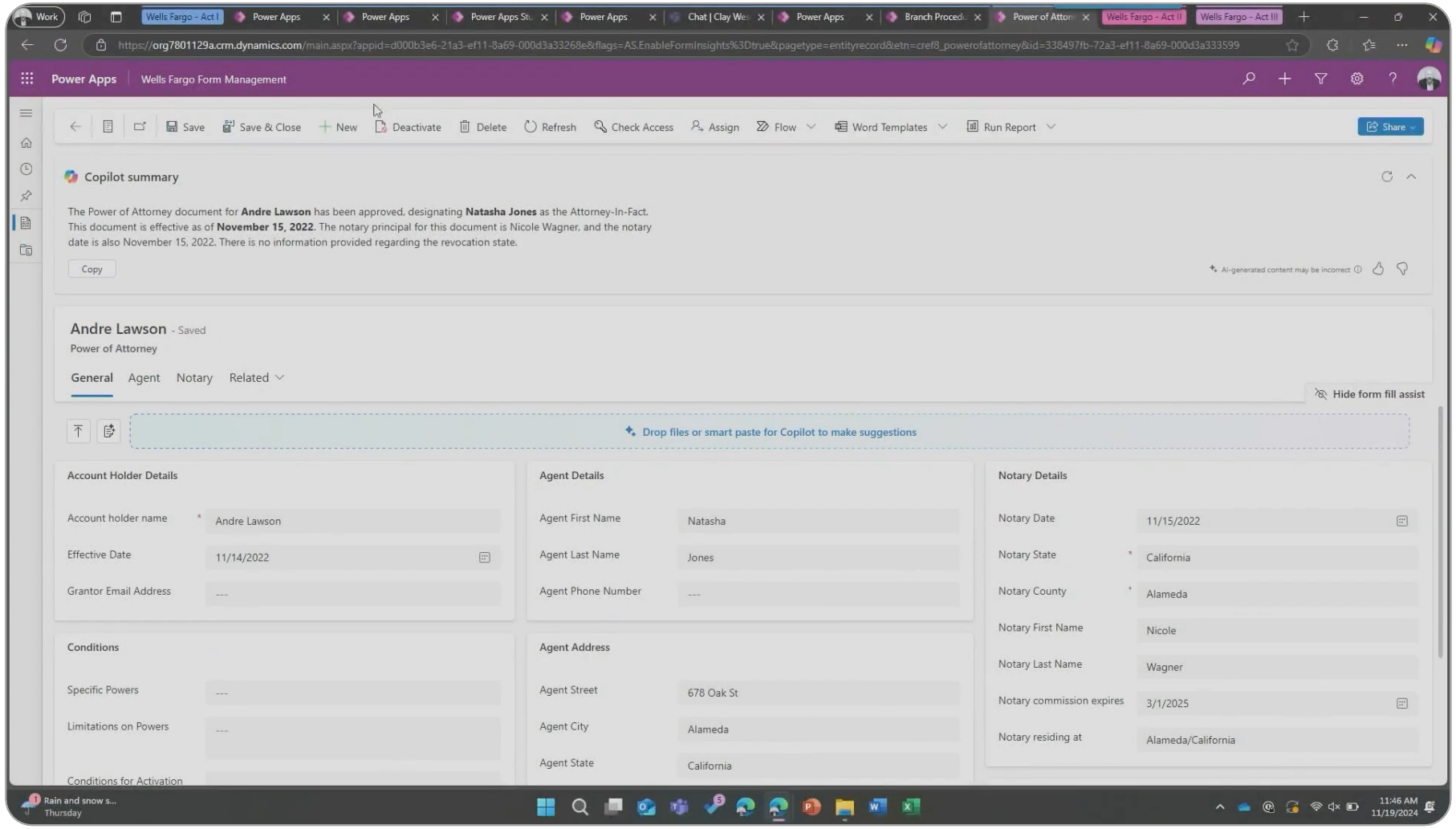
Thought for 3m 56s ›

Hand-written note – key details transcribed

Field	Extracted text
Greeting	*Guten Tag*
Instruction	*bitte überweisen Sie folgenden Betrag von meinem Konto unter meinem Namen …*
Amount	**CHF 800.25**
Sender IBAN / Konto-Nr.	**CH03 0707 0335 8025 2924 3**
Recipient (Empfänger) IBAN	**CH64 2719 1105 7893 A**
Beneficiary (Begünstigter)	**Jose Johannsen**
Closing	*Besten Dank,*
Sender name & signature	*Matthias Schloss* (hand-written signature follows)

Text extracted using an LLM

level 1 – unstructured data processing



Microsoft Copilot in Power Apps

A copilot embedded in web applications to automate tasks

custom AI systems

Level 1

Direct AI Integration

One step predefined by the author

Level 2

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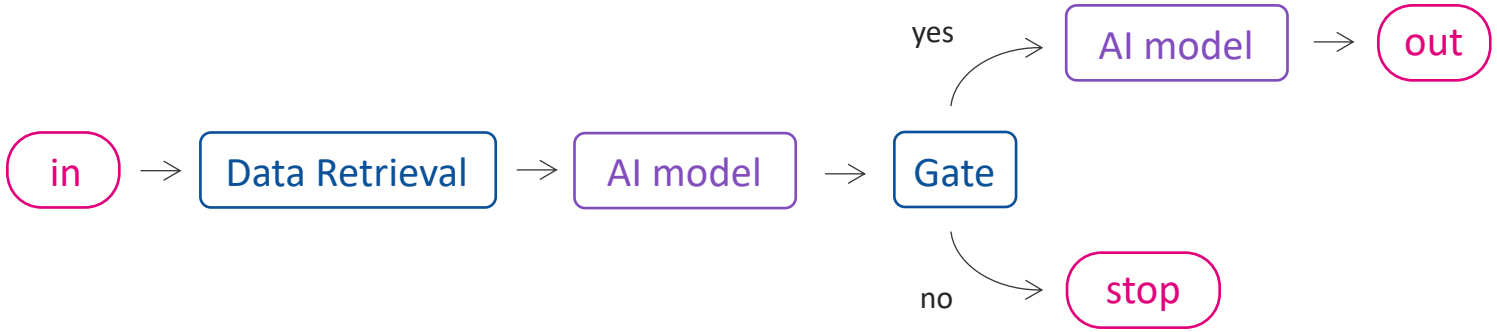
Multiple steps predefined by the author



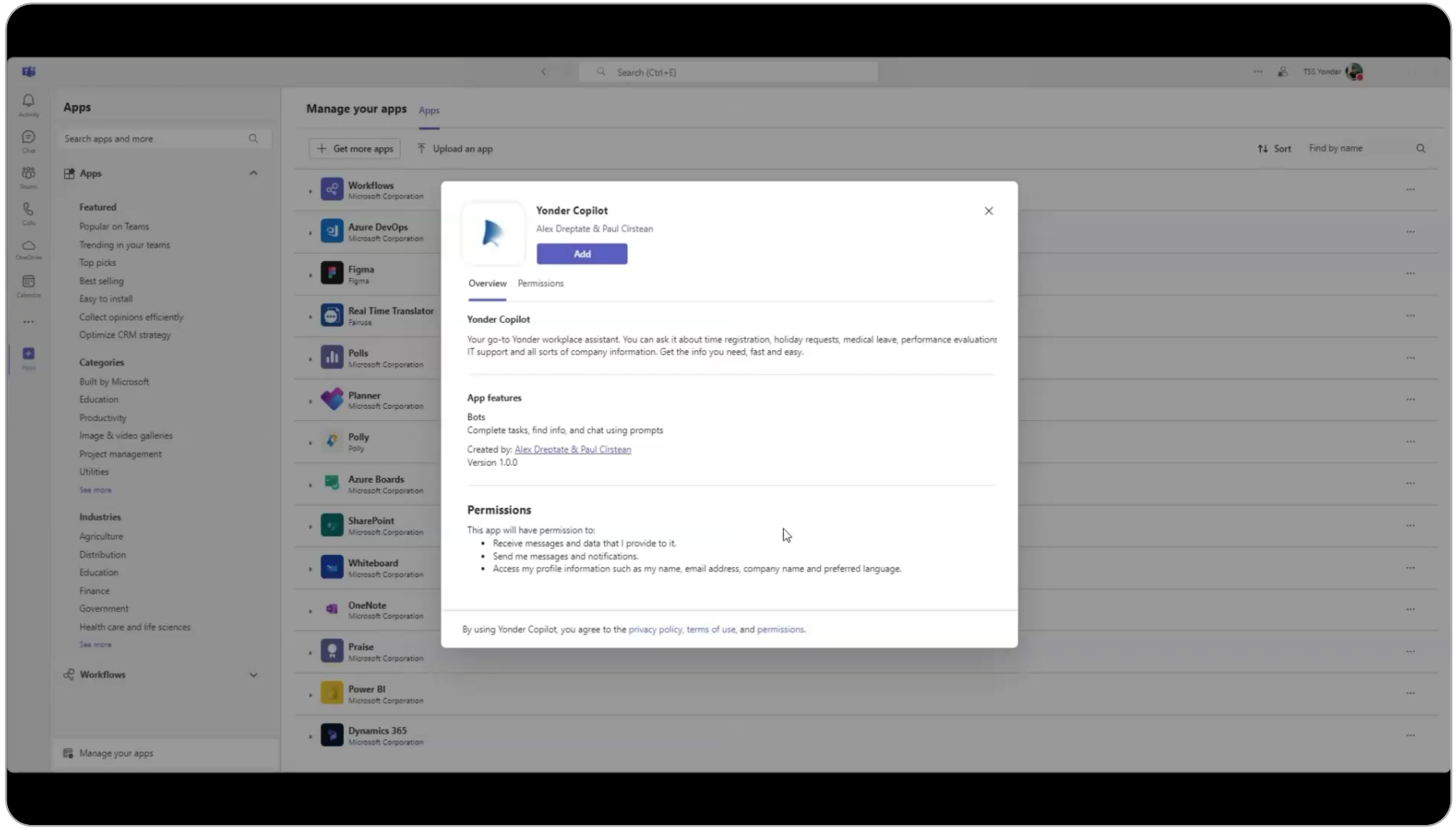
Level 3

AI Agents

Multiple dynamic steps decided by the AI

https://www.anthropic.com/engineering/building-effective-agents

level 2 – onboarding assistant



Microsoft Copilot & Azure

A copilot that knows information about your company

custom AI systems

Level 1

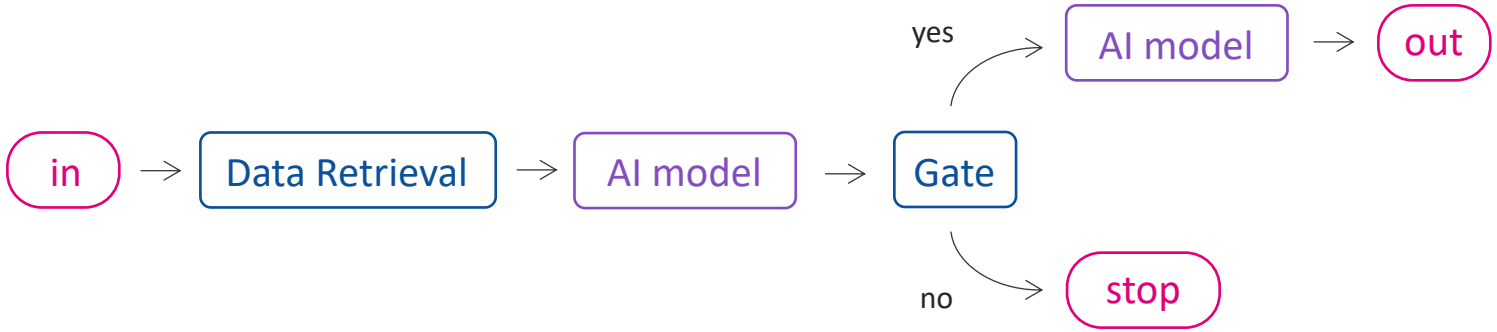
Direct AI Integration

One step predefined by the author

Level 2

AI Workflow

Multiple steps predefined by the author



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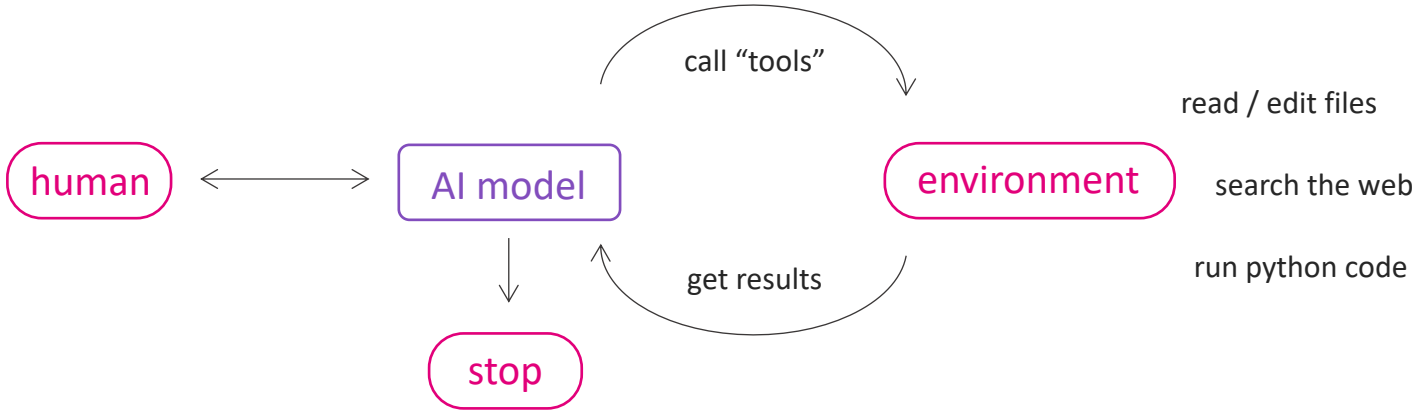

https://www.anthropic.com/engineering/building-effective-agents

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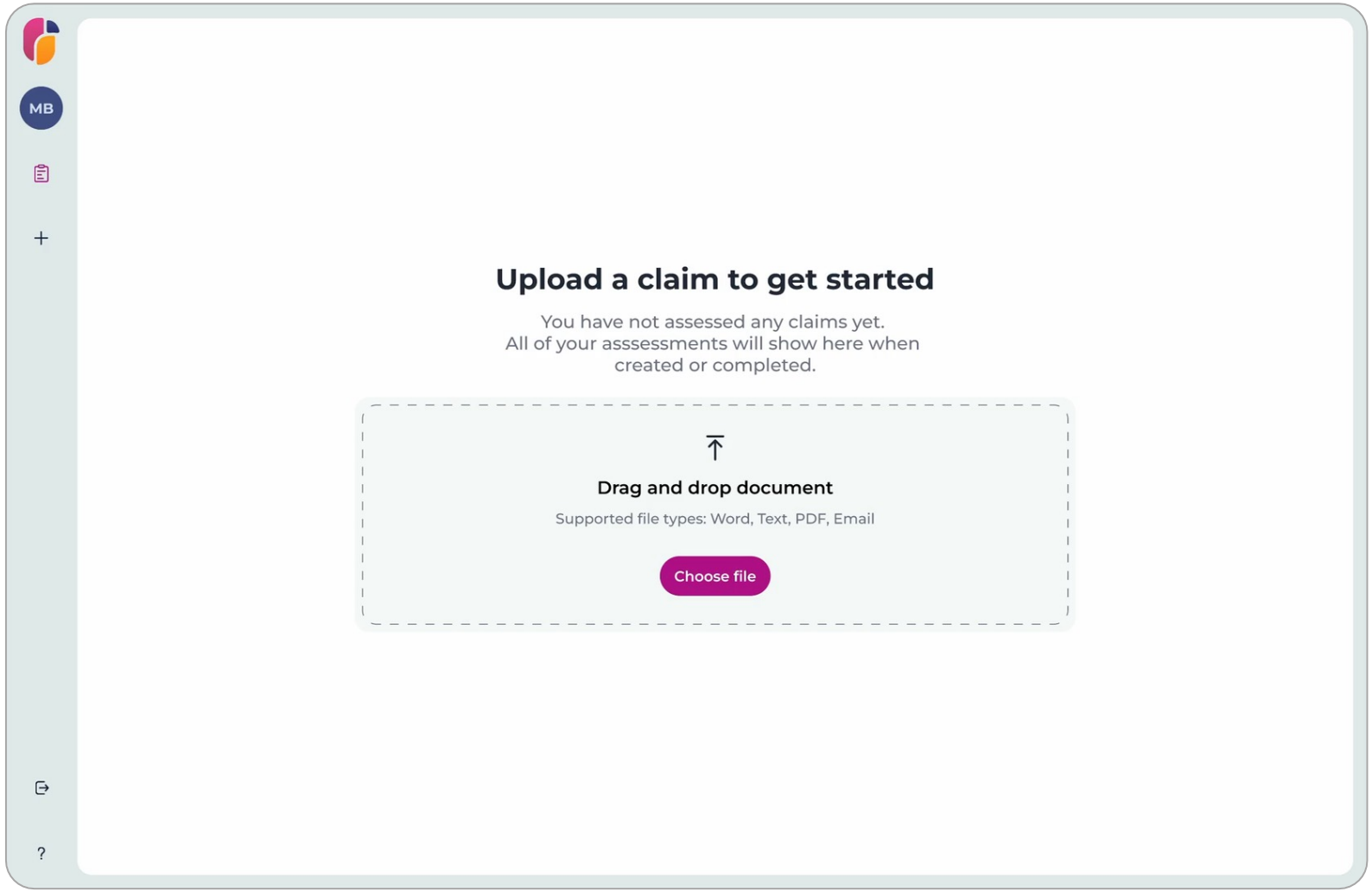
level 3 – legal agent

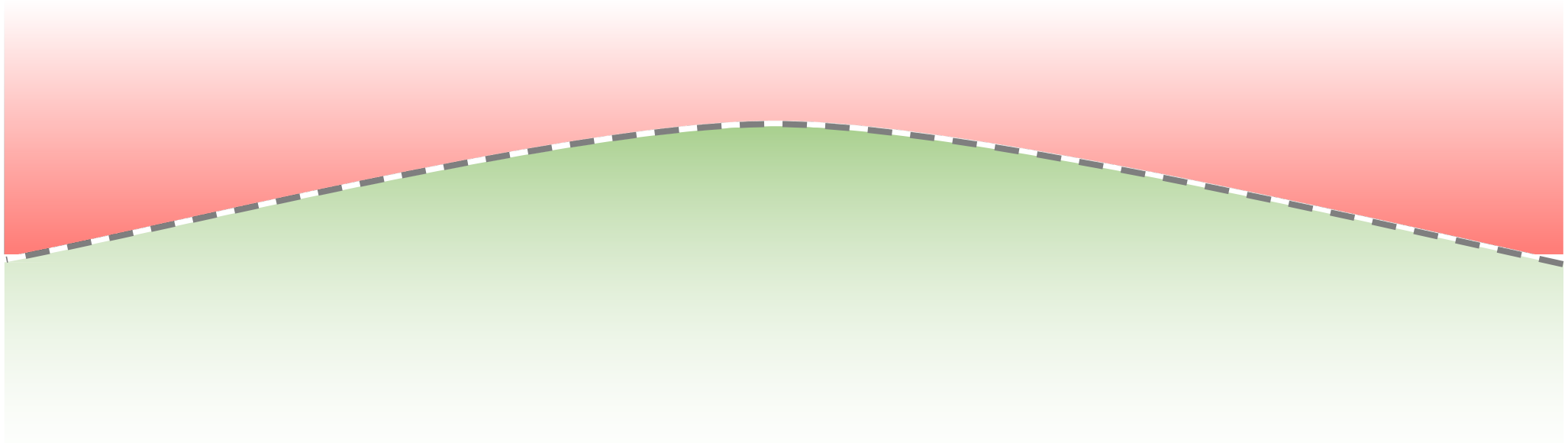


Azure Foundry & Pydantic AI

Legal dispute resolution agent that automates hours of human work

jagged AI frontier

What the traditional technology **CANNOT** do

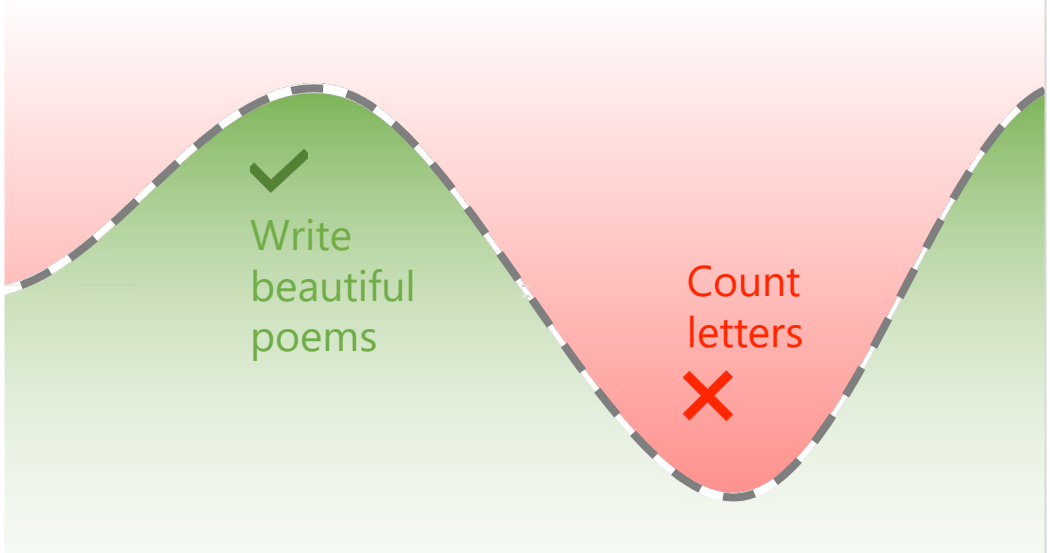


What the traditional technology **CAN** do

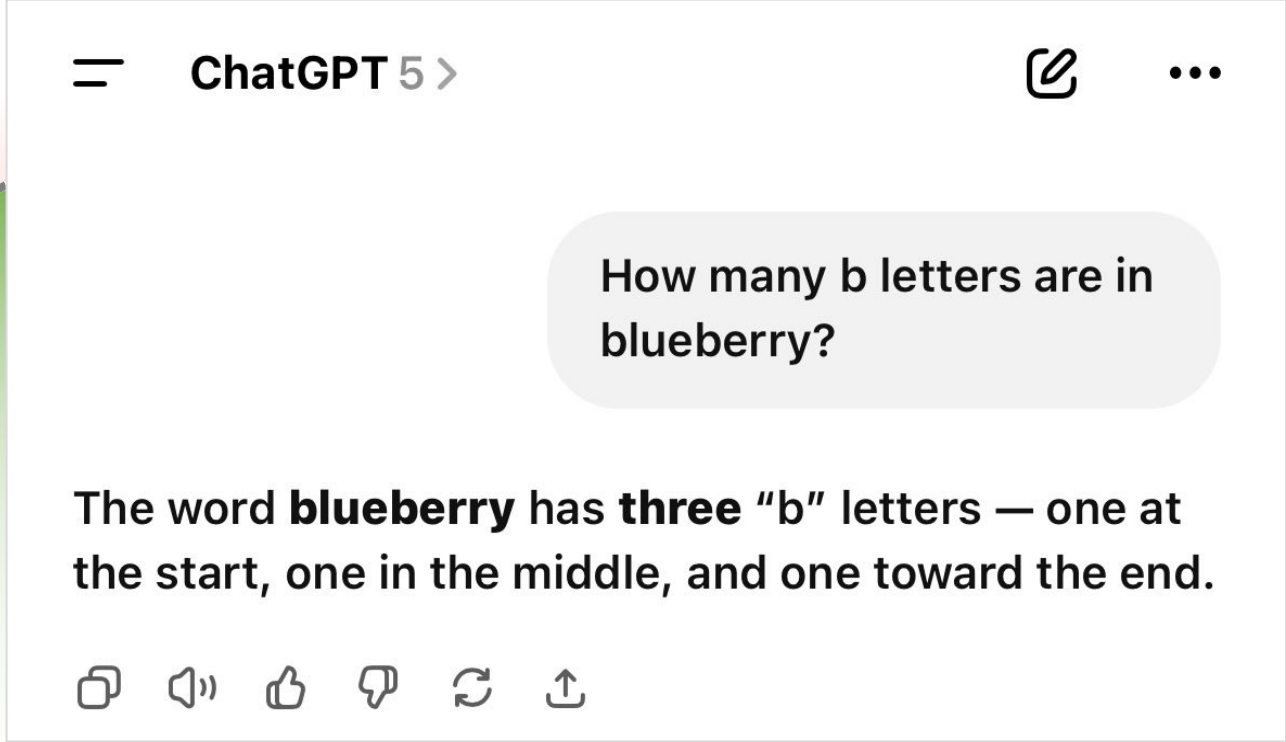
complexity

jagged AI frontier

What the artificial intelligence **CANNOT** do



What the artificial intelligence **CAN** do



8th of August 2025

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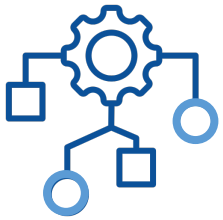
AI pilot checklist

Step 1

Define clear use cases

Outline the processes enhanced by AI and the process owners that will validate the pilot.



Step 2

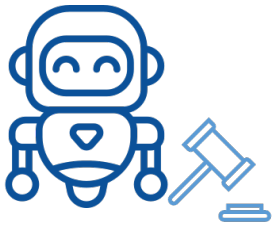
Define success metrics

Clear KPIs (like time saved) to be measured during the pilot and afterwards.

Step 3

Create a golden dataset

Set of relevant examples with input and expected output. Will be critical for the next steps.



Step 4

Evaluate with LLM judges

Rigorous validation is time consuming. Parts of it can be automated with LLMs.

Step 5

Test with real users

Select the right test users and ensure they are actually testing the system.

Don’t rely on vibe checks

gen AI COGS

Traditional SaaS

- **Main cost:** shared cloud compute & storage
- **Marginal cost:** ~zero per extra request
- **Scaling:** predictable, mostly linear with user growth
- **Pricing:** per seat or per features

Generative AI

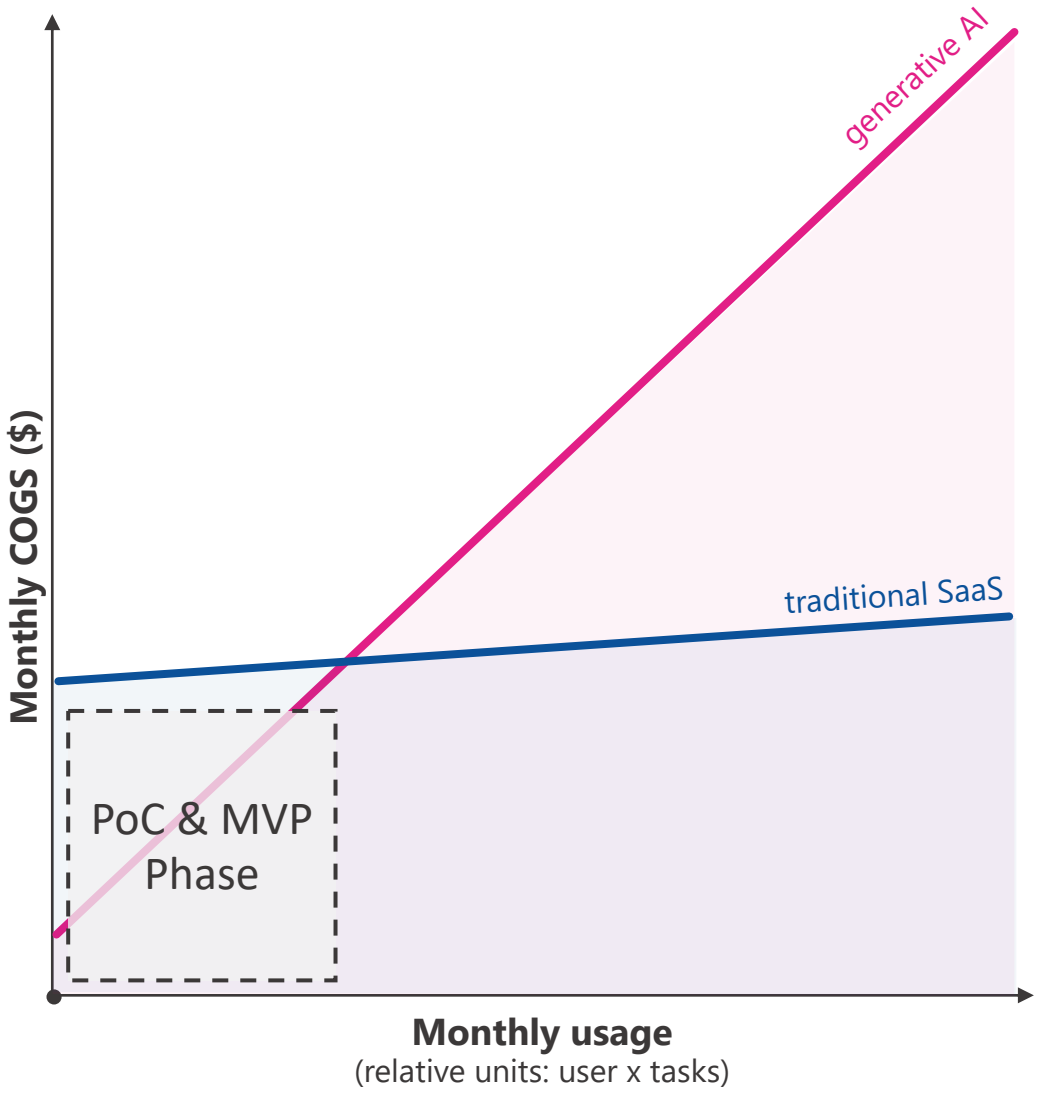
- **Main cost:** per-token model inference or GPU hours
- **Marginal cost:** goes up with how much text is processed
- **Scaling:** bursty, long “context” (input + output) drives spend

Inference pricing

$

Provisioned GPUs (AWS)
Qwen3–235B: **$27.4 / hour** (8xA100 NVIDIA chips)

Model as a service (AWS)
Sonnet 4.5: **$0.006 / 1000** input tokens
$0.02 / 1000 output tokens



gen AI COGS – legal agent

Inference pricing

$

Provisioned GPUs (AWS)

Qwen3–235B: **$27.4 / hour** (8xA100 NVIDIA chips)

Model as a service (AWS)

Sonnet 4.5: **$0.006 / 1000** input tokens
$0.02 / 1000 output tokens

Step 1
(Data extraction and case overview)

18,803 input tokens & 3,191 output tokens

$0.172

Step 2 (or user question)

≈ $0.185

...

Step 10 (or user question)

≈ $0.252

Total AWS cost ≈ $2.125 ($42/month/user)

PDF
6 pages

PDF
1 page

PDF
1 page

PDF
1 page

Dove Limited v. Cuckoo Limited

Chronology of Failures, Operational Impact
& Damages Claim

Prepared by Sarah Black, COO | 16 July 2025

PPTX
18 slides

Input data (legal agent)

gen AI product pricing

Core AI Products
Usage-based pricing

Per Query
- Pricing linked to model inference cost
- Pay-as-you-go for AI capabilities
- Count usage monthly
- Different counting strategies (tokens, queries, conversations)

Per Result
- Pricing tied to measurable business outcomes
- Usage-agnostic driver that grows based on delivered business value
- Ideal for embedding AI within business-critical workflows where value is outcome-driven

Add-on AI Features
Subscription-based pricing

Capped Packages
- Fixed AI “buckets” or usage tiers within subscriptions
- Recurring fees are charged per package, ensuring predictable spend
- Ideal for customers seeking budget certainty without full pay-as-you-go variability

Embedded AI Premium
- The overall product price increases modestly to reflect AI value-add
- AI operates behind the scenes and isn’t itemized separately on the price list
- Ideal for mature products where AI boosts quality or automation

https://www.psgequity.com/news/pricing-generative-ai-features-for-saas-products-finding-the-right-path/

opportunities for VMS companies

Employee perspective

How employees design, develop and maintain the software

Product perspective

How products integrate with AI models to offer more value

Customer perspective

How end users interact with software products

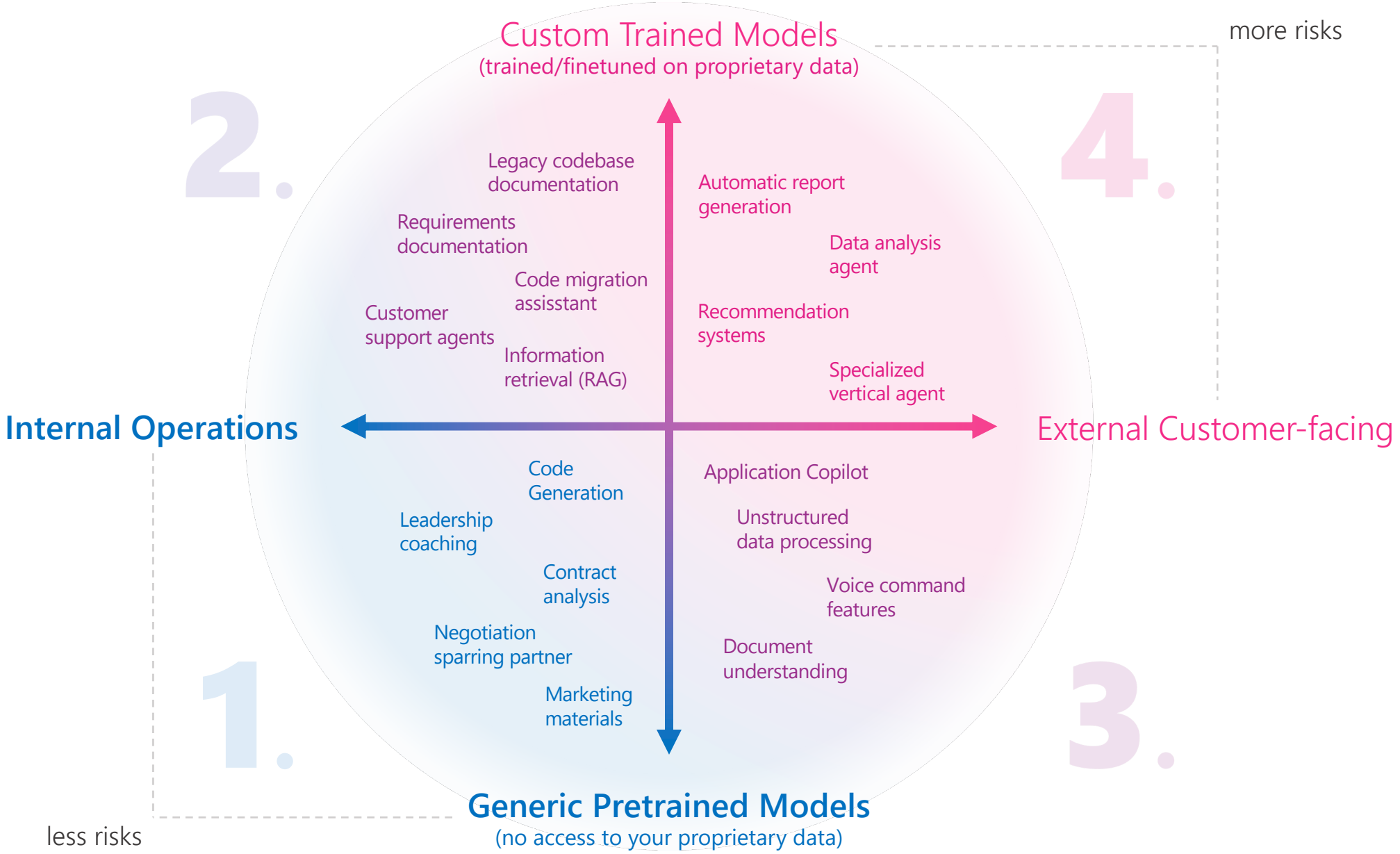
Present

More opportunities right now

Future

Less opportunities right now

AI opportunities radar



practical AI use cases

1.

Build new products

Reduce time to market, lower development costs, and improve ROI for new software initiatives

2.

Document legacy codebases

3.

Modernize legacy systems

1. Build new products

A Swedish company offering software for nuclear power plants was looking to build a new safety model versioning tool and convert high-level requirements into a production ready MVP.

Project objectives

1. Start with a product definition phase to design the solution, select the right technical architecture and clarify the requirements
2. Detail the implementation effort for the minimum viable product
3. Leverage an AI-first software development approach

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product definition streams

Design

Develop a clickable prototype to visualize the product and gather early feedback from customers.

Deliverables

- Design system
- High-fidelity mockups
- Clickable prototype

Technical

Evaluate and recommend the most suitable technical architecture and frameworks.

Deliverables

- Technical solution architecture
- Recommended technology stack

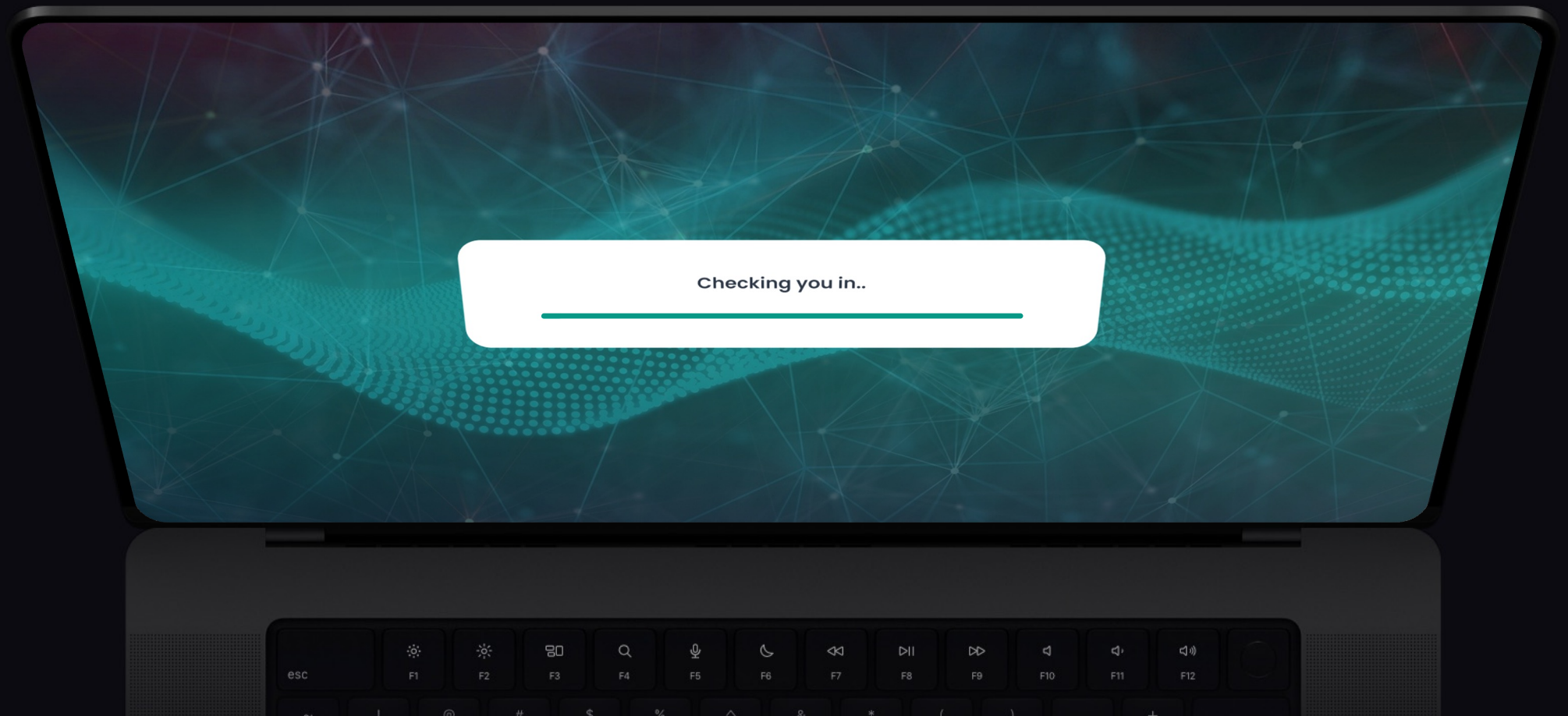
Requirements

Elicit and document detailed functional and non-functional requirements.

Deliverables

- Detailed requirements for MVP
- High-level estimation for the MVP

MODEL VERSIONING SYSTEM



RiskSpectrum PSA

Log into your account

Let's log into your account to get started.

Username

natalicraig

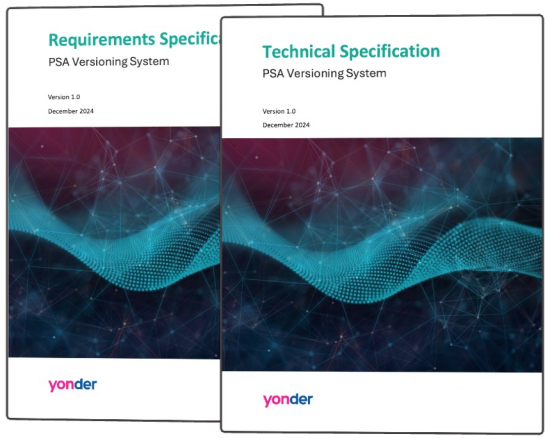
Password

****

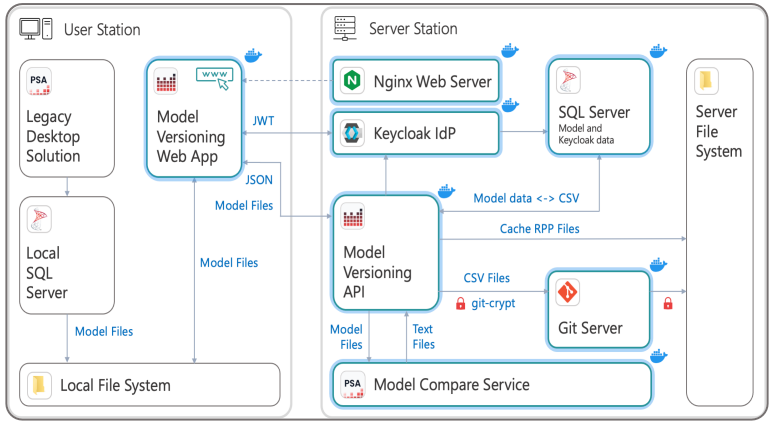
Log in

Please contact ITsupport@riskspectrum.com if you forgot your password.

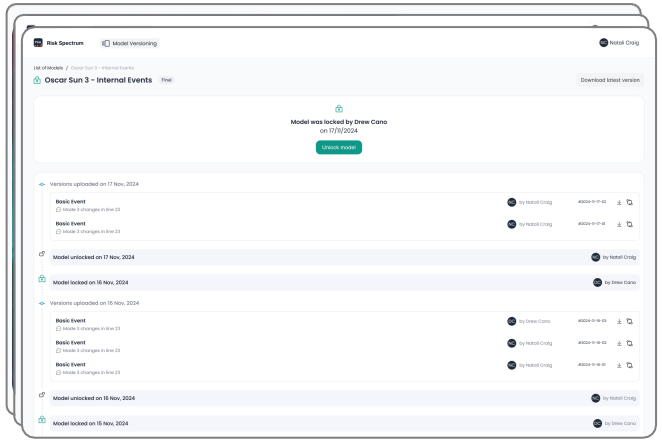
AI-first software development



requirements



architecture



mockups

Estimation (without AI): **4 – 6 months**

Product documentation

↓

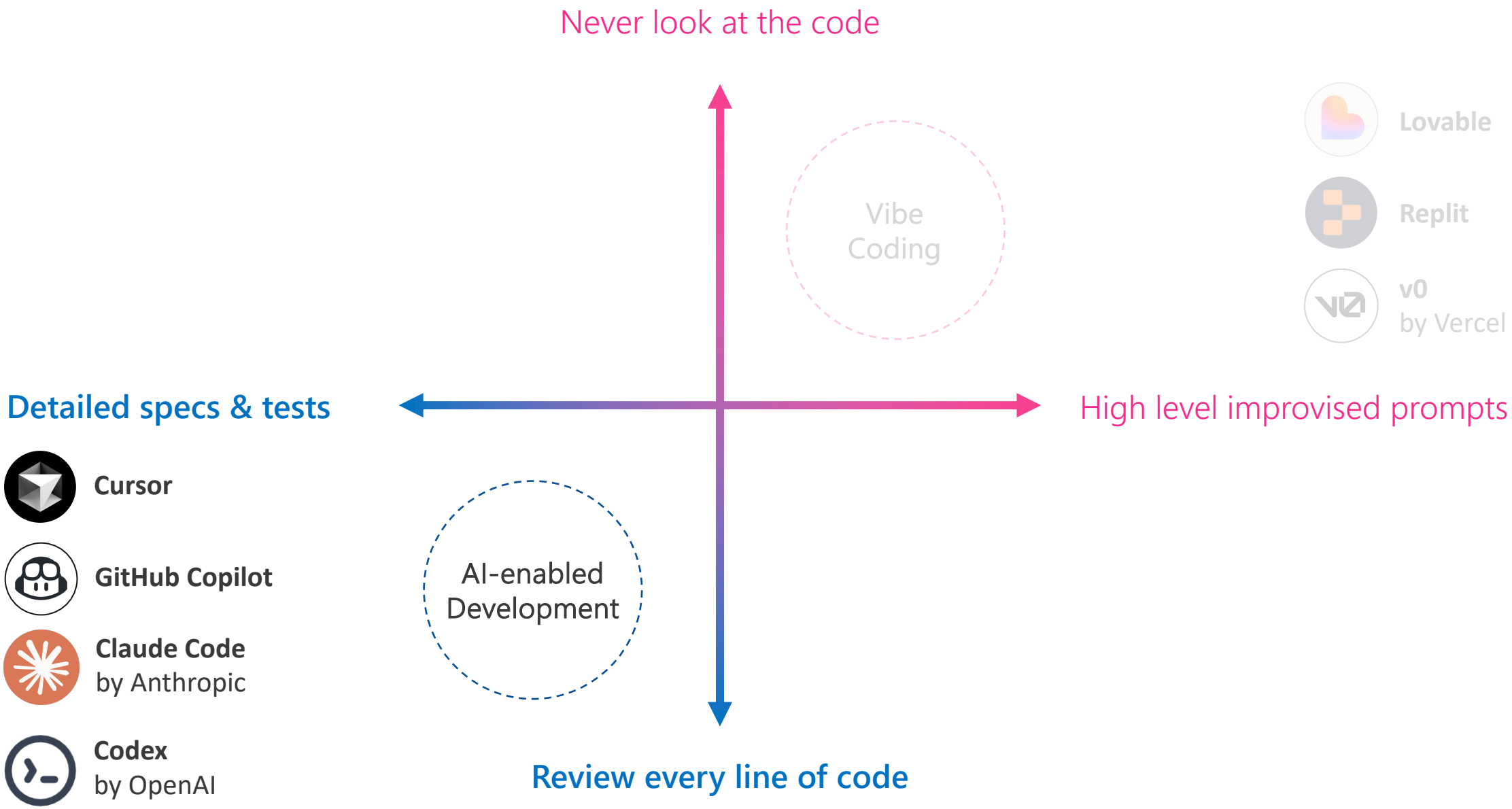
AI coding assistants

Human expert review and validation

↓

Working solution

AI-first software development



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AI-first software development

00-master-workflow.prompt.md

.github > prompts > 00-master-workflow.prompt.md > ...

```
# Master Workflow: Figma to shadcn/ui Component

## Purpose
Complete workflow for converting Figma designs to production-ready React
components using shadcn/ui.

## Quick Start

Use this master prompt for the complete workflow, or use individual step
prompts for specific tasks.

## Master Prompt Template

```
Please create a complete React component from this Figma design using our
established workflow:

Figma URL: {{FIGMA_URL}}
Component Name: {{COMPONENT_NAME}}
Component Path: {{COMPONENT_PATH}}
Add Routing: {{INCLUDE_ROUTING}} (true/false)
Routes (if applicable): {{ROUTES_LIST}}

Complete Workflow:

Step 1: Extract Figma Design
1. Use Figma MCP server to extract component code and generate image
2. Analyze design structure and identify all elements
3. Document design tokens (colors, spacing, typography)

Step 2: Convert to shadcn/ui React Component
1. Create React component using shadcn/ui components only (Button, Badge,
Card, etc.)
2. Follow semantic styling mandate (bg-background, text-foreground, etc.) - NO
direct colors
```
```

CHAT

/00-master-workflow **Figma URL:** https://www.figma.com/design/b1QEEiHtnLnOo7cAeLl7yc/SenseAnywhere---Product-Definition?node-id=874-26387&m=dev
Component Name: DeviceList

I'll help you generate code for the DeviceList component from the Figma design. Let me first extract the node ID from the URL and get the component code from Figma.

Ran `get_code` – Figma MCP (MCP Server) ✓

Now let me get an image of the design to better understand the visual structure:

Ran `get_image` – Figma MCP (MCP Server) ✓

Now I can see the design! This is a device list interface showing access points in a warehouse. Let me look at your project structure to understand how to best integrate this component:

✓ Read components

Let me check the existing UI components to understand the pattern:

✓ Read badge.tsx, lines 1 to 30

Let me check the tabs component and button component to understand the styling patterns:

✓ Read tabs.tsx

✓ Read button.tsx, lines 1 to 30

Add Context...

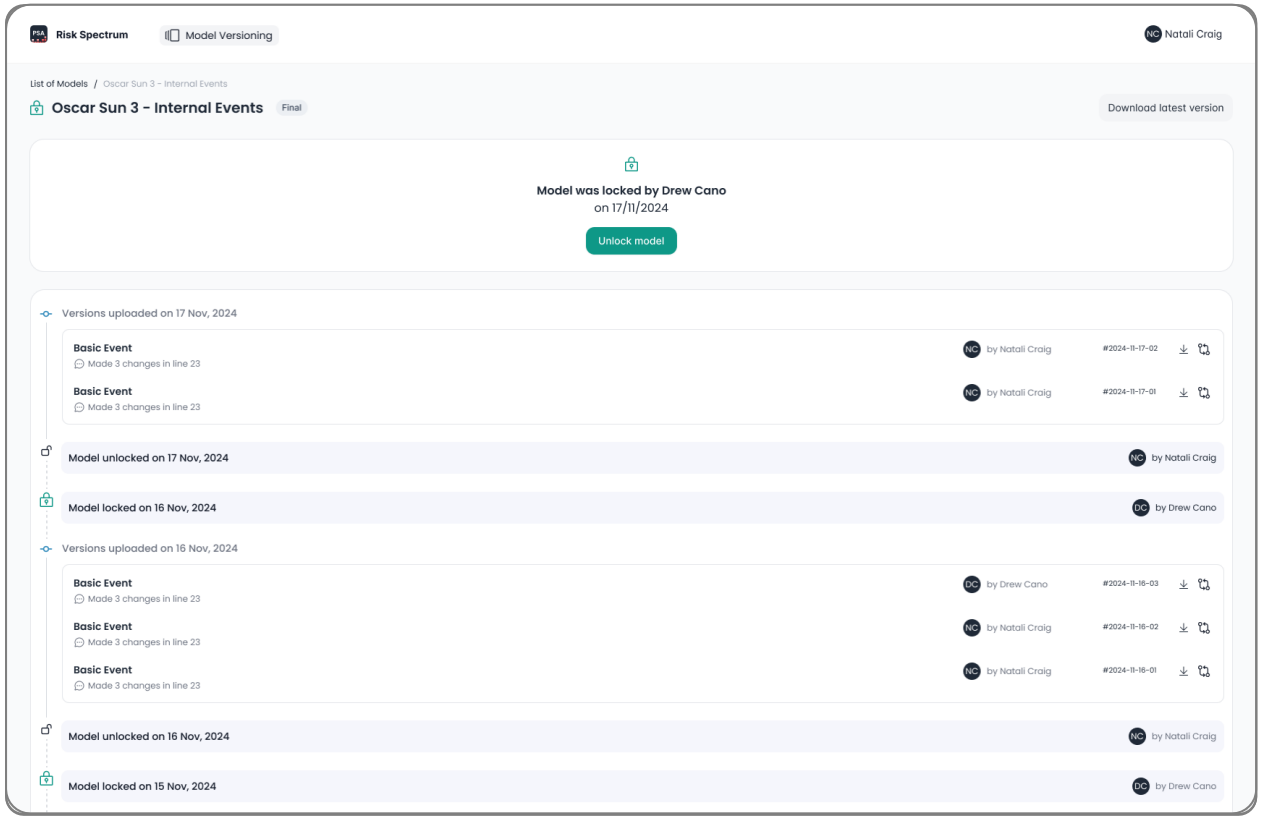
Add context (#), extensions (@), commands (/)

Agent | Claude Sonnet 4

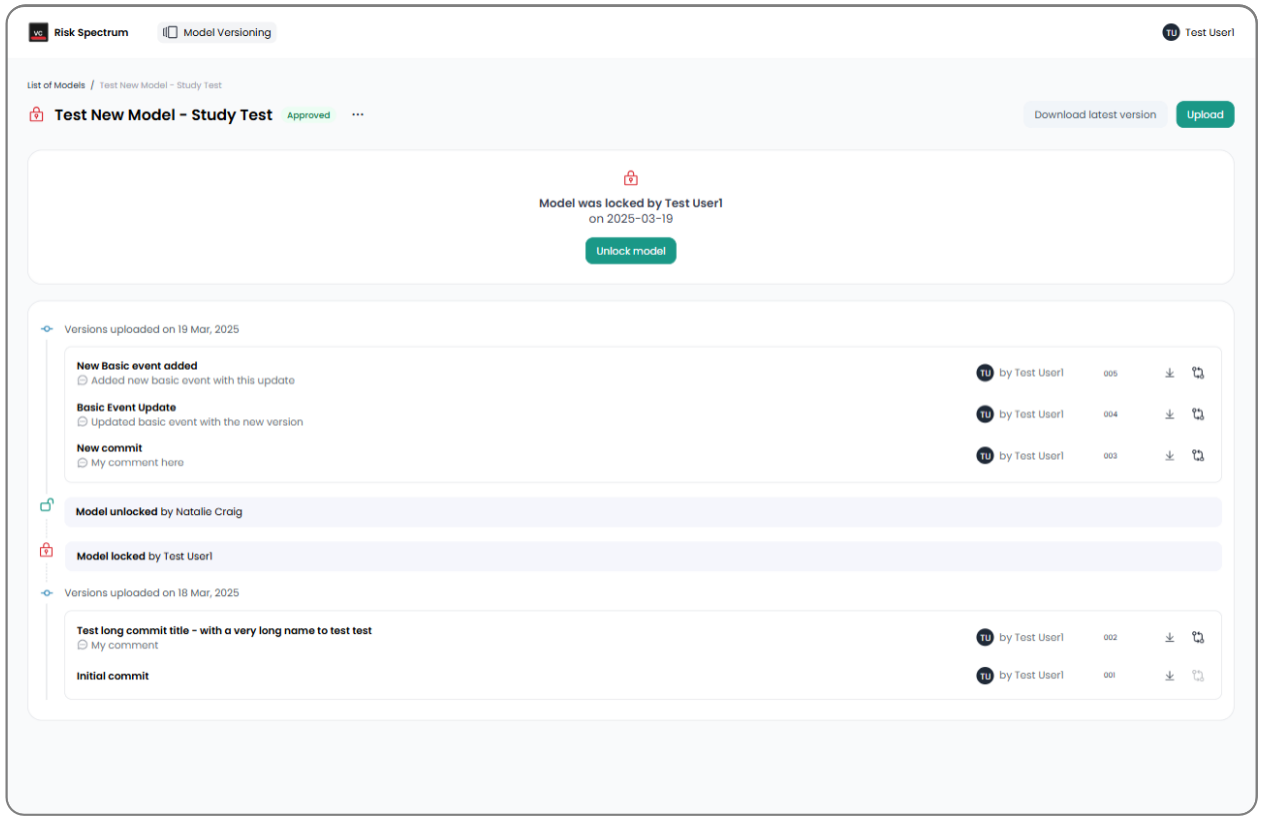
GitHub Copilot + Figma MCP

AI-enabled development NOT vibe coding

production ready results



Figma Mockup

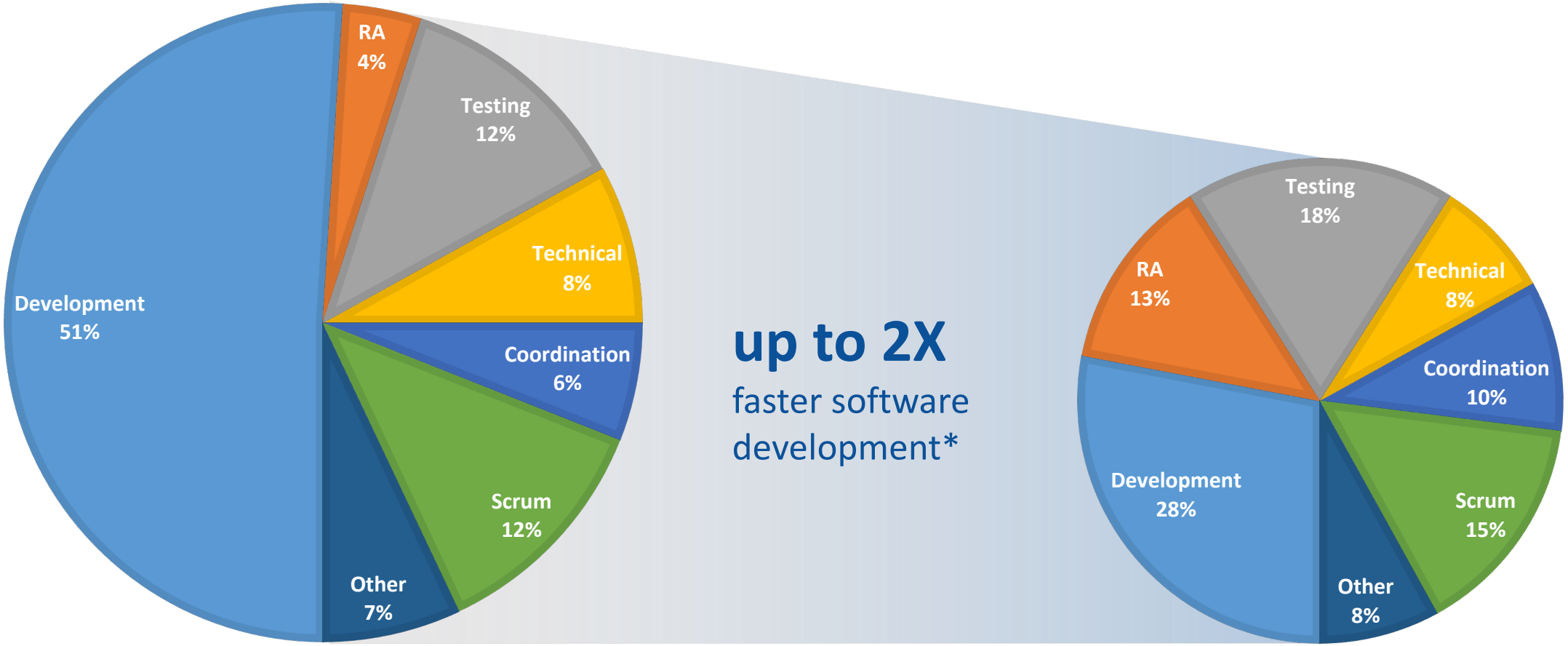


Real Implementation

Completed in 2.5 months

(4 - 6 months initial estimation without AI)

AI-first software development



Effort distribution – **without AI**

based on 30+ years of experience

Effort distribution – **with AI**

based on our small sample

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AI-first software development – **takeaways**

- Information overload
- Documentation is critical
- Prompting makes a big difference
- Expert review is critical
- **Watch out for falsely perceived productivity gains**
- The velocity gains are highly dependent on the development team

practical AI use cases

1.

Build new products

Reduce time to market, lower development costs, and improve ROI for new software initiatives

2.

Document legacy codebases

Minimize knowledge debt, improve onboarding efficiency, and simplify the maintenance of aging systems

3.

Modernize legacy systems

2. Document legacy codebases

A German CSI company offering ERP solutions for social institutions was looking to help their developers maintain the 30+ years old legacy solution more effectively and reduce the knowledge debt withing the company.

PxPlus is a Business Basic derived programming language originally developed in the 1980s

```
LET FLAG$="S"
CALL "PXPOPA",H8$,FEHL$,Q5$,FENSTER; PRINT 'PUSH',
PRINT @(0,0),'SCROLL'(0,0,80,20),'SF','SCROLL'("RESET"),
DIM H$(1980); LET H$(1)="20000000000000000000000000000000000000000000000000000000000000000000000000000000000000000000000000000000000031",H$(124)="1",H$(160)="11",H$
CALL "DXMAKA",H8$,FEHL$,Q5$,H$,RAUS$,0,1,80,23,"1"
PRINT 'SCROLL'("OFF"),""+""+RAUS$,'SCROLL'("ON"),
DIM H$(1980); LET H$(1)="60000000000000000000000000000000000000000000000000000000000000000000000000000000000000000000000000000000000071",H$(160)="140000000000000000
CALL "DXMAKA",H8$,FEHL$,Q5$,H$,RAUS$,0,21,80,3,"0"
PRINT 'SCROLL'("OFF"),'SF'+RAUS$,'SCROLL'("ON"),@(2,1),"Auskunft"
PRINT @(2,2),'SF'+"Suche nach",@(2,3),"Suchschlüssel",@(2,4),"Bis-Schlüssel",@(2,5),"Gefundene Pos",@(29,7),"Pos    0/    0"+@(1,9)+COL_
LET WAHL=0
LBL_01050: CALL "DXPOPA",H8$,FEHL$,Q5$,NEUFENSTER+1
LET MENH$="Beenden*Artikel-Auskunft*Verprobung*Drucken*Hilfe*",HOTH$="BAVDH"
! LET WAHL=0; CALL "PXMENH",H8$,FEHL$,Q5$,22,MENH$,"","",WAHL,WAHL$,2,78,"00011"
LET MENU$="Suche nach*Artikelnummer*Arbeitsgangbezeichnung*Arbeitsgangnummer*Kostenstelle*Auftragsnummer*Bemerkung*Zeichnungsnummer*Dat
LET WAHL=0-WAHL
PRINT @(0,0),'SCROLL'(0,0,80,20),'SF','SCROLL'("RESET"),
PRINT @(2,2),'SF'+"Suche nach",@(2,3),"Suchschlüssel",@(2,4),"Bis-Schlüssel",@(2,5),"Gefundene Pos",@(29,7),"Pos    0/    0"+@(1,9)+COL_
REM WAHL=5; GOTO 1085
LET WAHL=MENU_WAHL ! CALL "DXMENX",H8$,FEHL$,Q5$,0,0,1,2,MENU$,0,"",WAHL,HOTK$,"","","","0000111200"
LET XT$="4123056789ABCD-"
! CALL "DXHEAD",Q5$,"  Auskunft",0,0,78
IF WAHL=0 THEN PRINT 'POP',; GOTO MENU_STCKLIST
LET A$=XT$(WAHL,1)
IF A$="-" THEN PRINT (0,ERR=*NEXT)'POP',; GOTO MENU_STCKLIST
LET SUCHTYP$=A$
LET WAHLMERK=WAHL
GOSUB LBL_06000
LET WAHL=WAHLMERK
IF EINPOS=1 THEN GOTO LBL_01050
REM "Suche beginnen
LET P$=@(16,2)+XER$+'SF'+SUCHNACH$; GOSUB LBL_03100
LET P$=P$+@(16,3)+SUCH$
LET P$=P$+@(16,4)+"-"; PRINT P$
LET AUFSETZ$="0"+SUCHTYP$+SUCH$,ANZAHL=0,ERGEBNIS$="",ZEILE=0,BASIS=0
READ (K[111],KEY=AUFSETZ$,DOM=*NEXT,END=LBL_01200)
LBL_01160: LET A$=KEY(K[111],END=LBL_01200); IF POS(AUFSETZ$=A$)=0 THEN GOTO LBL_01200
GOSUB LBL_02200; GOSUB LBL_02300
READ (K[111],END=LBL_01200)
GOTO LBL_01160
```

```
LET FLAG$="S"
CALL "PXPOPA",H8$,FEHL$,Q5$,FENSTER; PRINT 'PUSH',
PRINT @(0,0),'SCROLL'(0,0,80,20),'SF','SCROLL'("RESET"),
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IF WAHL=0 THEN PRINT 'POP',; GOTO MENU_STCKLIST
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LET WAHL=WAHLMERK
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LET AUFSETZ$="0"+SUCHTYP$+SUCH$,ANZAHL=0,ERGEBNIS$="",ZEILE=0,BASIS=0
READ (K[111],KEY=AUFSETZ$,DOM=*NEXT,END=LBL_01200)
LBL_01160: LET A$=KEY(K[111],END=LBL_01200); IF POS(AUFSETZ$=A$)=0 THEN GOTO LBL_01200
GOSUB LBL_02200; GOSUB LBL_02300
READ (K[111],END=LBL_01200)
GOTO LBL_01160
```

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document legacy codebases

```
LET FLAG$="S"
CALL "PXPOPA",H8$,FEHL$,Q5$,FENSTER; PRINT 'PUSH',
PRINT @(0,0),'SCROLL'(0,0,80,20),'SF','SCROLL'("RESET"),
DIM H$(1980); LET H$(1)="20000000000
```

document legacy codebases

Where are report headers created?

Report headers are created using a specific method called **DWKOPF**. This method is responsible for managing the creation of report headers within the system. It is part of the overall printing functionality, which is essential for generating reports that include headers to provide context and information about the content that follows.

If you need more details about how report headers are structured or any related information, let me know!

Type your message...

[agent] Codebase documentation agent

Hide Tool Calls

Send

practical AI use cases

1. Build new products

Reduce time to market, lower development costs, and improve ROI for new software initiatives

2. Document legacy codebases

Minimize knowledge debt, improve onboarding efficiency, and simplify the maintenance of aging systems

3. Modernize legacy systems

Accelerate modernizations, reduce manual effort, and lower the risks of migrating outdated codebases

3. Modernize legacy systems

An Italian CSI company offering ERP solutions for automotive was looking modernize a solution that was build using 4GL due to being squeezed by the vendor. Last year they evaluated a low code tool for the modernization. This year, we evaluated using AI for the modernization.

Project objectives

1. Out of the total 800 screens in the ERP, select one high and one medium complexity screen
2. Leverage the legacy files and screenshots associated to the screens
3. Use LLMs to generate screen layout configuration
4. Generate modern React screens that resemble the ordinal solutions

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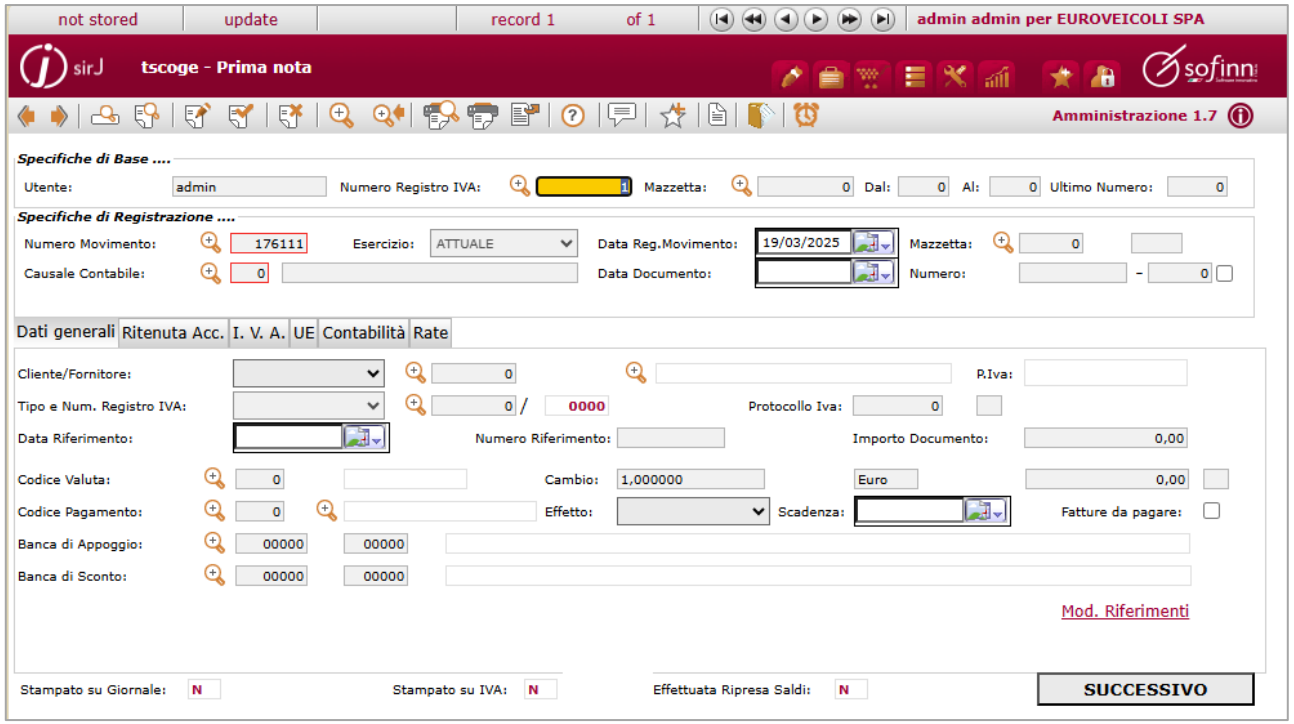
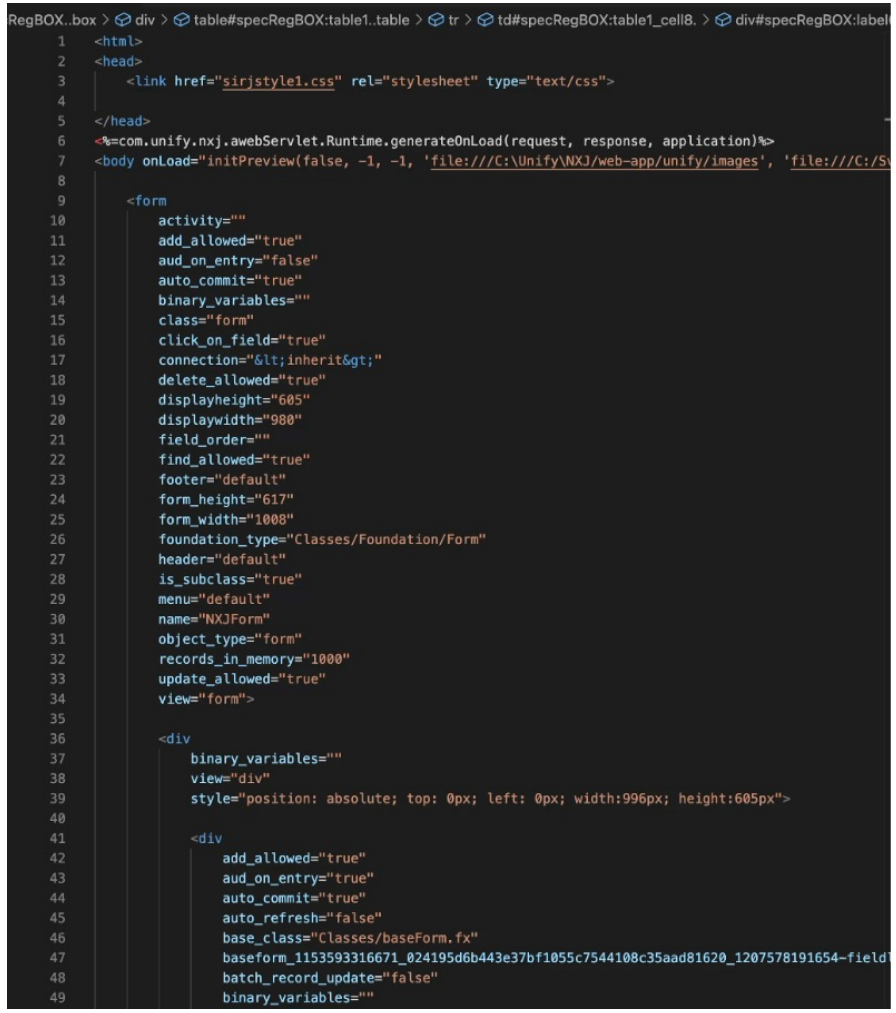
modernize legacy systems



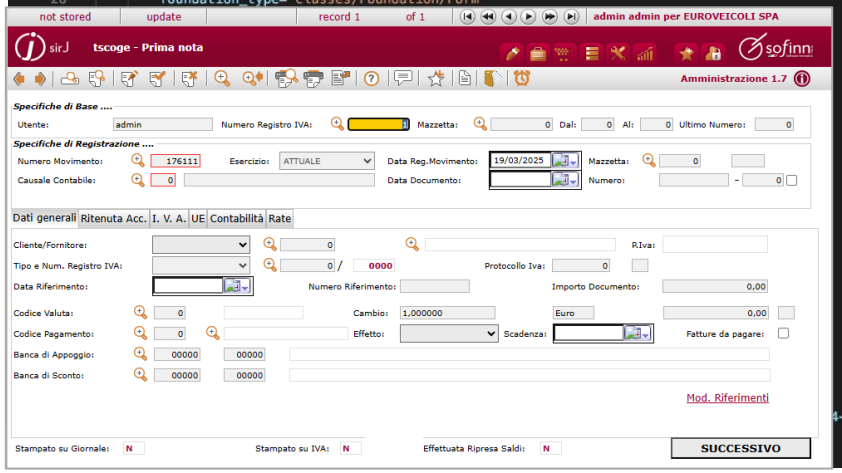
Original screenshot



Legacy Unify code

modernize legacy systems

```
RegBOX..box > div > table#specRegBOX:table1..table > tr > td#specRegBOX:table1_cell8. > div#specRegBOX:label
1   <html>
2   <head>
3       <link href="sirjstyle1.css" rel="stylesheet" type="text/css">
4
5   </head>
6   <%=com.unify.nxj.awebServlet.Runtime.generateOnLoad(request, response, application)%>
7   <body onLoad="initPreview(false, -1, -1, 'file:///C:\Unify\NXJ/web-app/unify/images', 'file:///C:/S
8
9       <form
10          activity=""
11          add_allowed="true"
12          aud_on_entry="false"
13          auto_commit="true"
14          binary_variables=""
15          class="form"
16          click_on_field="true"
17          connection="&lt;inherit&gt;"
18          delete_allowed="true"
19          displayheight="605"
20          displaywidth="980"
21          field_order=""
22          find_allowed="true"
23          footer="default"
24          form_height="617"
25          form_width="1008"
26          foundation_type="Classes/Foundation/Form"
```



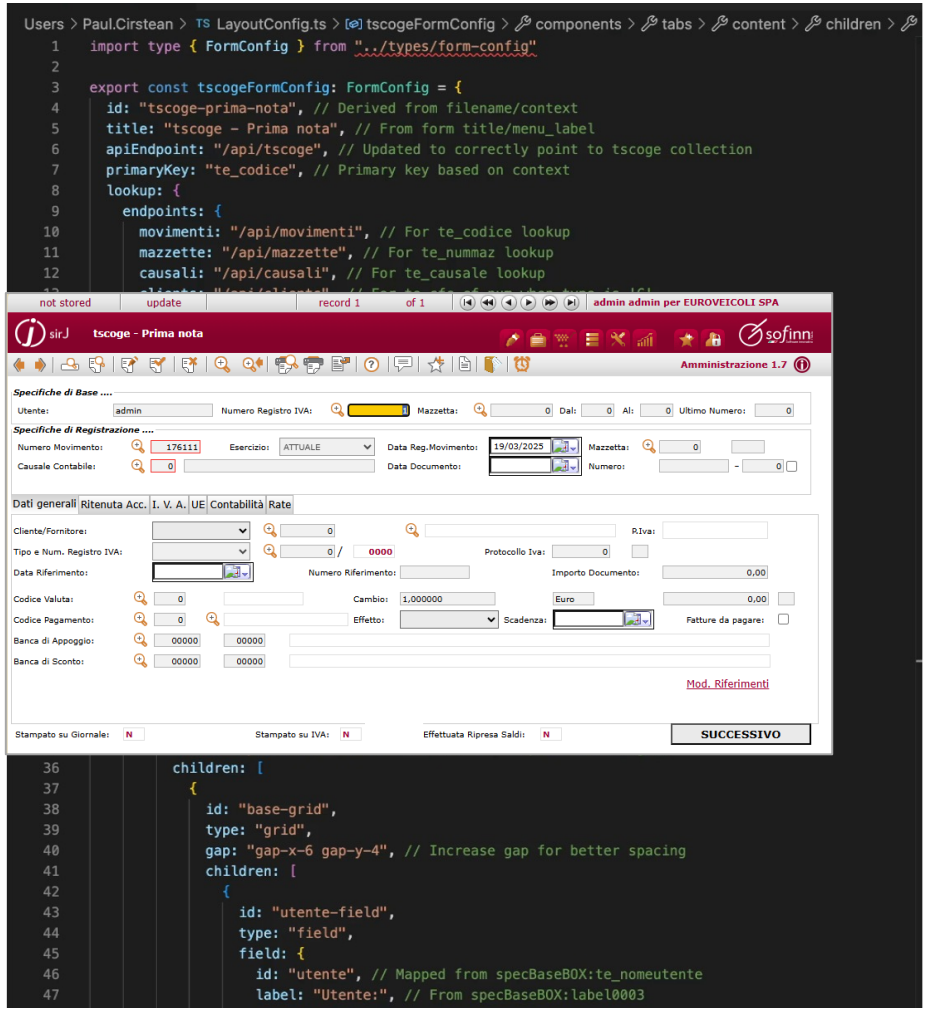
Screenshot & legacy Unify code

LLM →

```
Users > Paul.Cirstean > LayoutConfig.ts > tscogeFormConfig > components > tabs > content > children >
1   import type { FormConfig } from "../types/form-config"
2
3   export const tscogeFormConfig: FormConfig = {
4     id: "tscoge-prima-nota", // Derived from filename/context
5     title: "tscoge - Prima nota", // From form title/menu_label
6     apiEndpoint: "/api/tscoge", // Updated to correctly point to tscoge collection
7     primaryKey: "te_codice", // Primary key based on context
8     lookup: {
9       endpoints: {
10        movimenti: "/api/movimenti", // For te_codice lookup
11        mazzette: "/api/mazzette", // For te_nummaz lookup
12        causali: "/api/causali", // For te_causale lookup
13        clients: "/api/clients", // For te_cfc_cf_num when type is 'C'
14        suppliers: "/api/suppliers", // For te_cfc_cf_num when type is 'F'
15        registriIva: "/api/registri-iva", // For te_regiva and Num_Regiva lookups
16        valute: "/api/valute", // For te_valuta lookup
17        pagamenti: "/api/pagamenti", // For te_condpag lookup
18        banche: "/api/banche", // For te_bap_age_bca, te_bsc_age_bca lookups
19        // Add other potential lookup endpoints if needed
20      },
21      defaultValueField: "code", // Default field to use for the value
22      defaultDisplayField: "description", // Default field to display
23      cacheTimeout: 300000, // 5 minutes cache
24    },
25    components: [
26      // --- Specifiche di Base ---
27      {
28        id: "specifiche-base-card",
29        type: "card",
30        className: "mb-6",
31        children: [
32          {
33            id: "specifiche-base-section",
34            type: "section",
35            title: "Specifiche di Base ....", // From specBaseBOX legend
36            children: [
37              {
38                id: "base-grid",
39                type: "grid",
40                gap: "gap-x-6 gap-y-4", // Increase gap for better spacing
41                children: [
42                  {
43                    id: "utente-field",
44                    type: "field",
45                    field: {
46                      id: "utente", // Mapped from specBaseBOX:te_nomeutente
47                      label: "Utente:", // From specBaseBOX:label0003
```

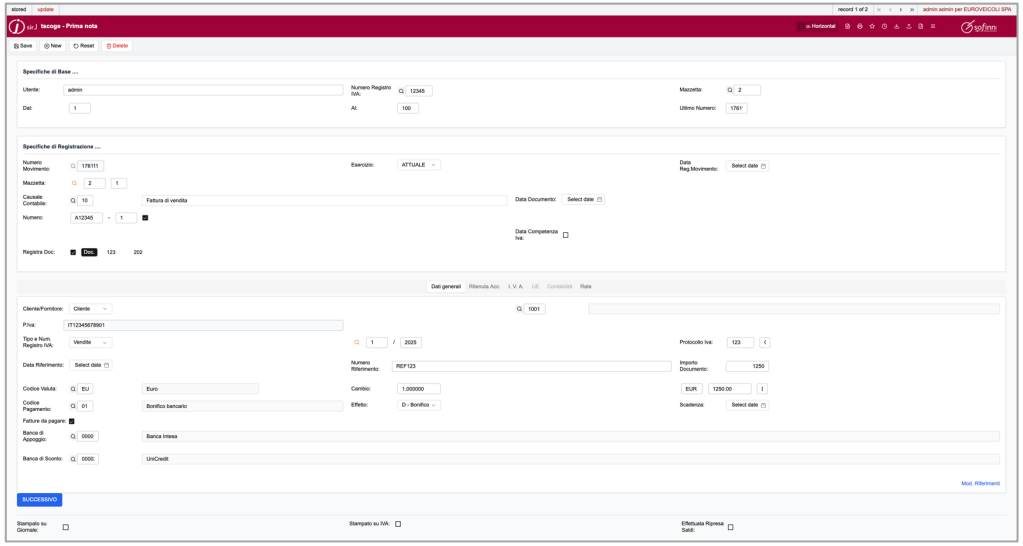
LLM generated Layout configuration file

modernize legacy systems



Screenshot & layout config file

LLM



LLM generated React page

- Accurate layout
- Easy to modify and maintain
- Data & API mapping
- Deterministic implementation

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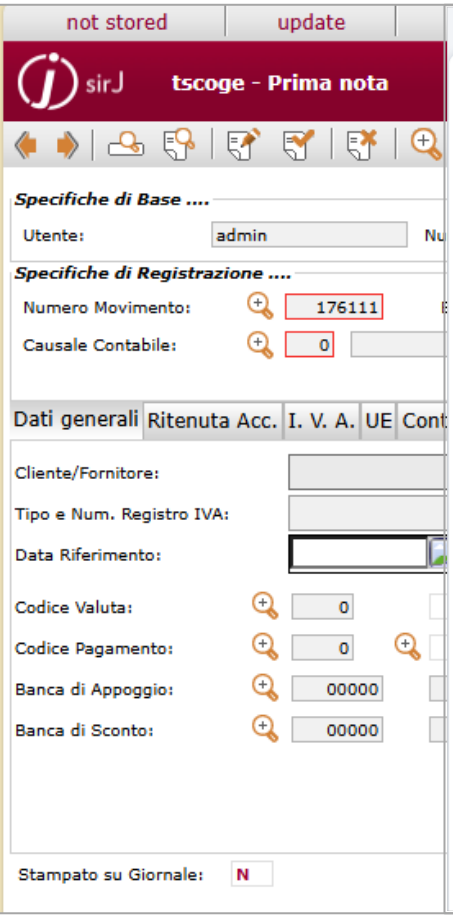
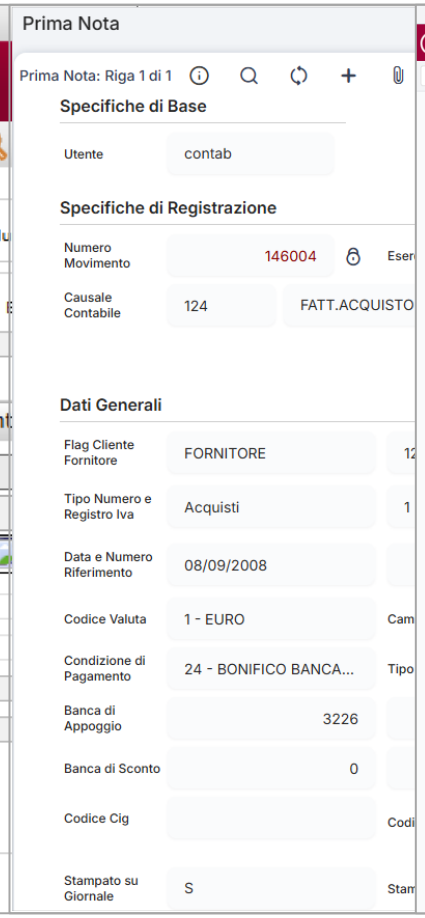
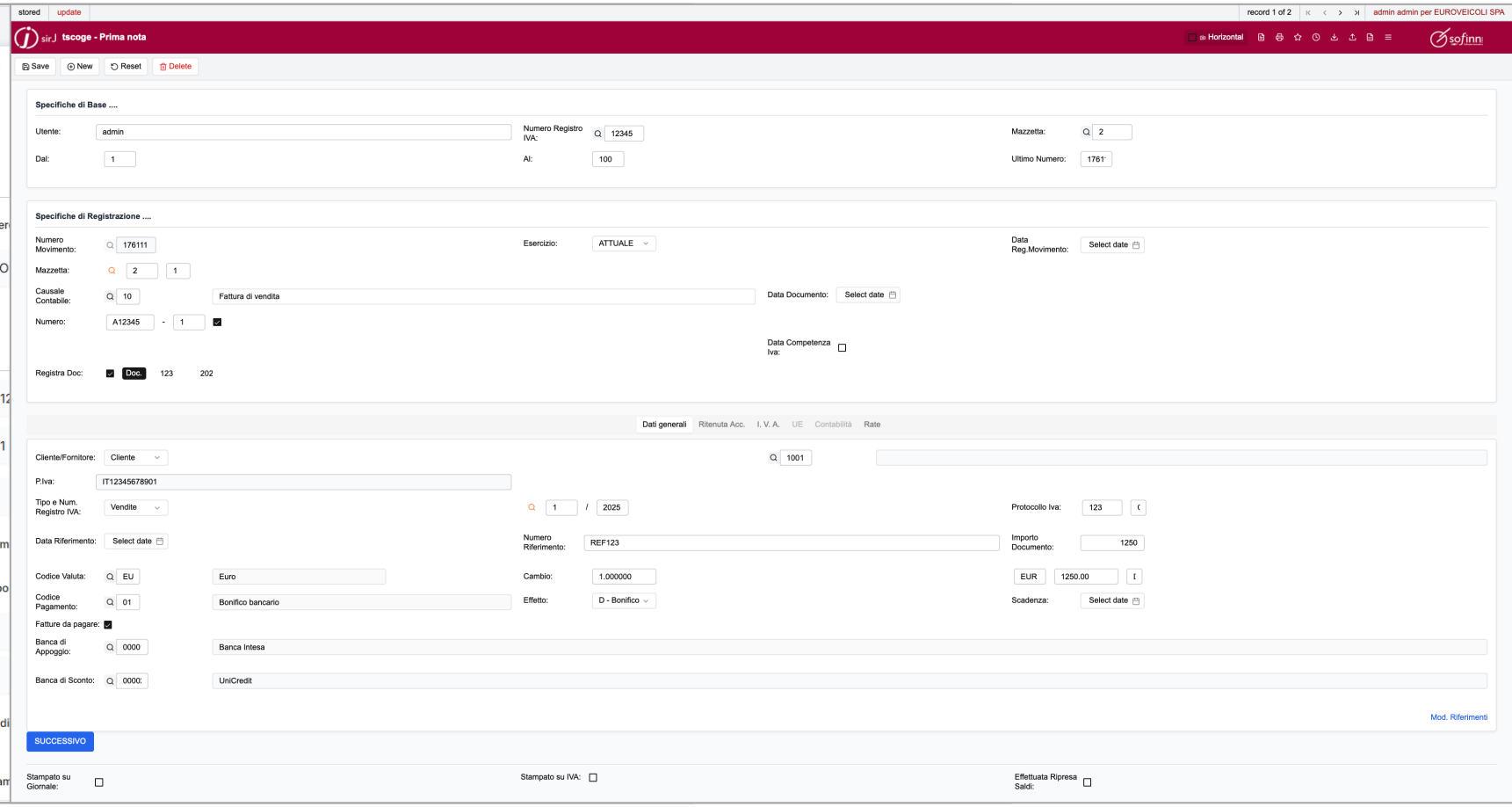
modernize legacy systems







Original | Low code | **LLM generated ReactJS**

50-60% velocity increase
compared to low code approach

AI in R&D

1. Build new products

30 – 50%

lower R&D cost on your new initiative P&L

2. Document legacy codebases

40%*

faster learning curve for new developers on legacy systems

3. Modernize legacy systems

up to 60%

faster legacy systems modernizations

opportunities for VMS companies

Employee perspective

How employees design, develop and maintain the software

Proactive adoption

Build new products
Modernizations
Fast prototyping
Speed up integrations
Automated code reviews
Product documentation

Product perspective

How products integrate with AI models to offer more value

Pragmatic experimentation

Data analytics
Document understanding
MCPs
Systems of Action
Specialized agents

Customer perspective

How end users interact with software products

Research only

overview

The AI impact on CSI

What disruptions should we anticipate?

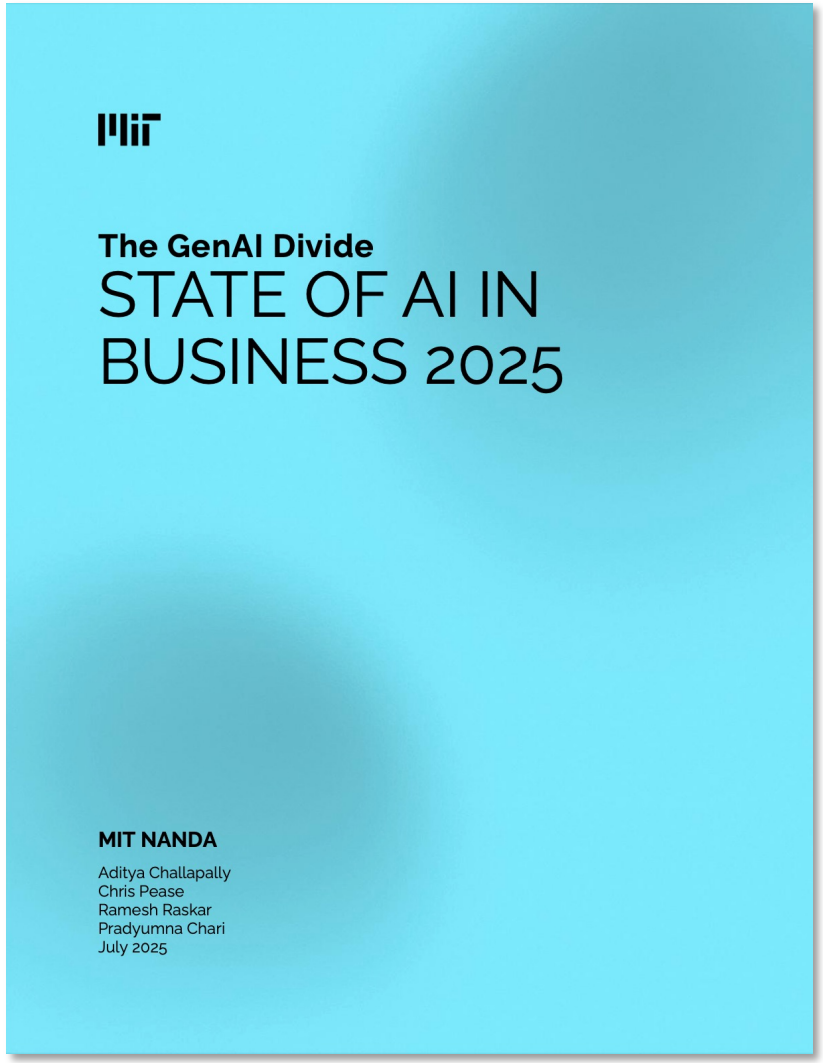
Practical AI use cases

Where can CSI companies capture immediate value?

Successfully adopting AI

How to go from resistance, to adoption and then transformation?

the ROI can be elusive

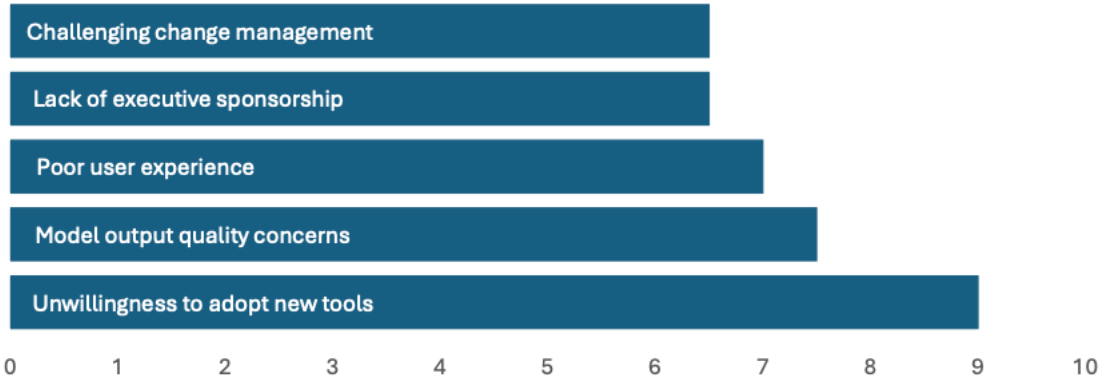


95% of generative AI pilots fail

"Despite $30–40 billion in enterprise investment into GenAI, this report uncovers a surprising result in that 95% of organizations are getting zero return. Just 5% of integrated AI pilots are extracting millions in value, while the vast majority remain stuck with no measurable P&L impact. ***This divide does not seem to be driven by model quality or regulation but seems to be determined by approach.****"*

Why GenAI pilots fail?

Top barriers to scaling AI in the enterprise



https://mlq.ai/media/quarterly_decks/v0.1_State_of_AI_in_Business_2025_Report.pdf

AI adoption strategy

Awareness

Presentations, AI learning events, conferences & CSI summits

Strategy definition

Vision, readiness, risks and prioritization

AI adoption strategy

Vision

Define how AI will drive your business goals, the specific benefits you expect, and how you will measure success.

Goals | Benefits | Success metrics

Readiness

Evaluate your current infrastructure, data assets, and team expertise to determine AI adoption readiness and gaps that need to be addressed.

Access to models | Data | People and skills

Risks

Identify potential risks in adopting AI, including technical, operational, and legal, and develop strategies to mitigate them.

Regulations | Security | Compliance

Prioritization

Identify the most promising AI initiatives to pursue by evaluating both their value and feasibility, with alignment between the business leaders.

Use cases | Feasibility | Added value

AI adoption strategy

Awareness

Presentations, AI learning events, conferences & CSI summits

Strategy definition

Vision, readiness, risks and prioritization

Experimentation

Hackathons, proof of concepts – must see to believe

Day to day adoption

Secured and compliant tools used for daily operations

Sharing

Monthly sharing session for learning and inspiration

Monitoring & improving

Monitor the AI adoption and usage metrics

AI adoption strategy

What is the nature of your R&D projects?

technology, complexity, size

AI Opportunity = **Tools** x **Projects** x **Team**

0 ... 1

How good are the AI tools?

LLM benchmarks

How prepared are your companies?

skills and culture

yonder

How prepared are your companies?

yonder

Open Discussion

Paul Cirstean

Portfolio
Managers
Focus Group