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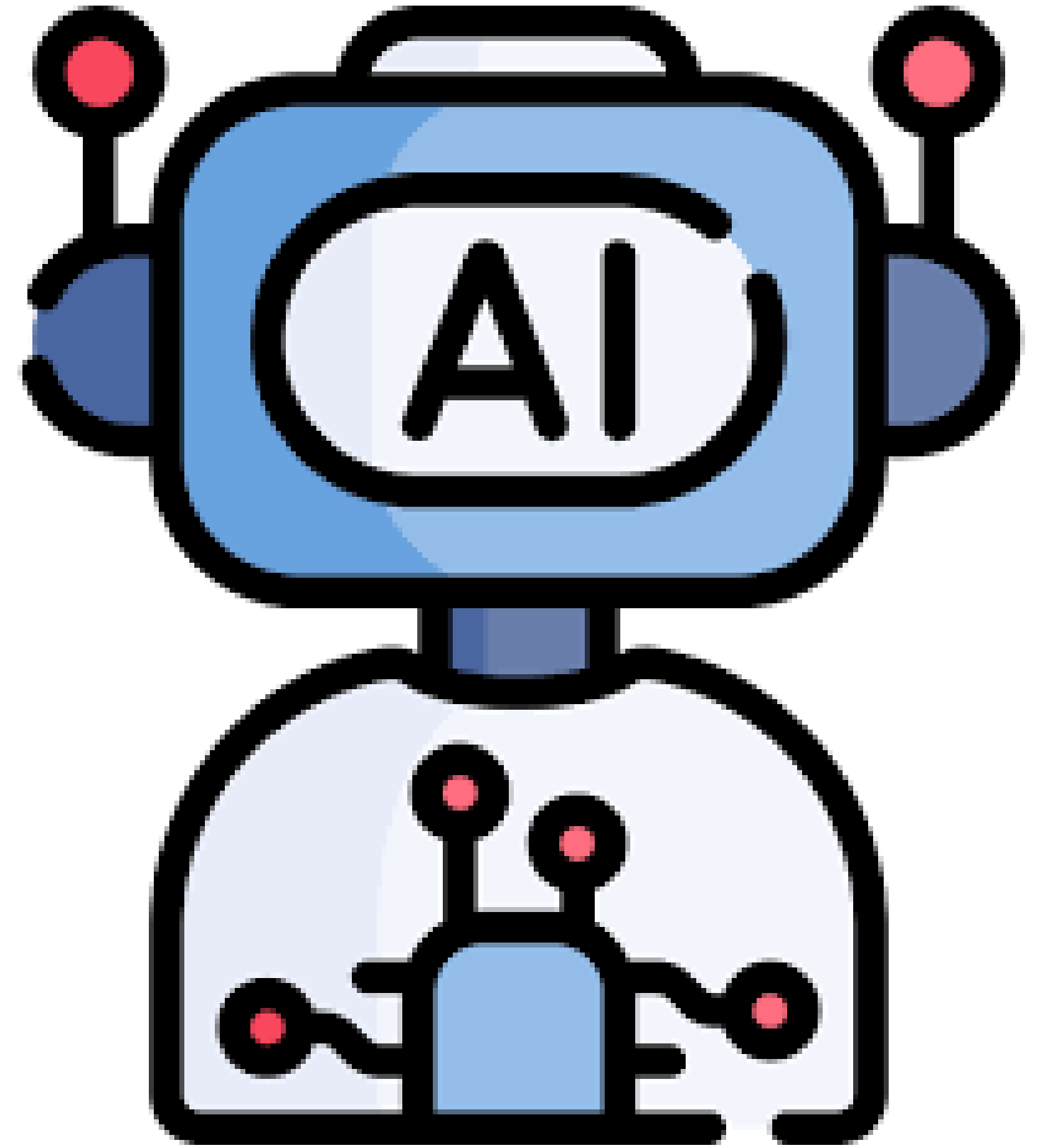
Saturday, 17th May 2025



Enterprise Strategies for Thriving in the Agentic AI Era

By

Turja Narayan Chaudhuri



https://www.flaticon.com/free-icon/ai-assistant_13298257

A brief about me -

- Cloud Architect, Platform Evangelist, AI Enthusiast, Father, and Husband.
- Global Lead, Platform Presales at a Big4 Consulting company
- 14+ years of experience in enterprise organizations and MNCs advising CxO on IT Strategy, Cloud modernization, and AI
- Manage a AI Platform in production serving 75k+ developers.
- Part of CNCF Platforms Working Group, Platform Engineering, and DevOps Institute Ambassador



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- **Open for Discussion** – I encourage open dialogue and diverse perspectives, and I welcome questions and discussions.

Overall Agenda -



- **Section I : Some Context Setting**
- **Section II : AI Agents – Overview**
- **Section III : AI Agents – Scaling in Production across an enterprise**
- **Section IV : Some Closing Thoughts**

Let's Get Started

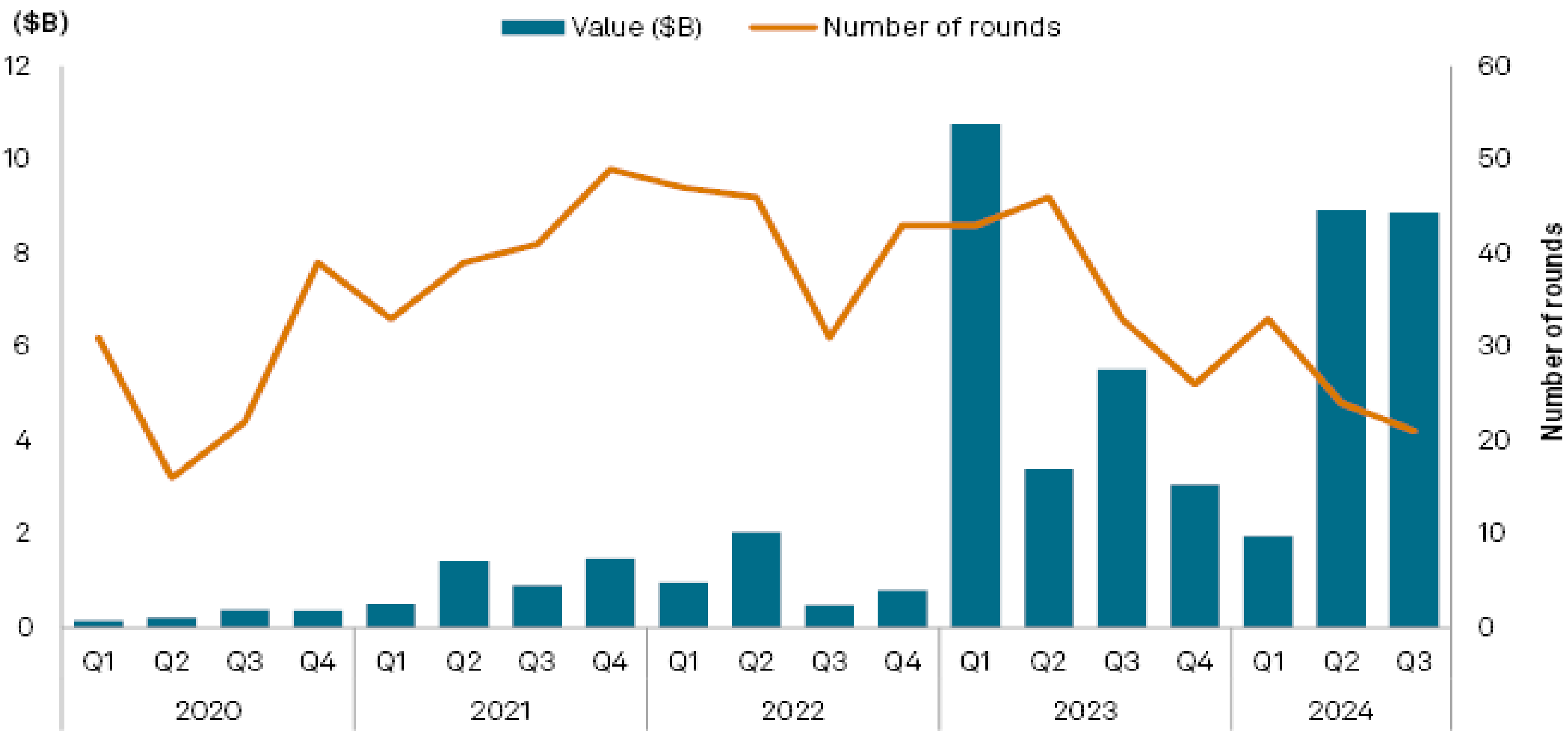
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How much money is being pumped into the GenAI ecosystem ?

GenAI funding set for a record 2024



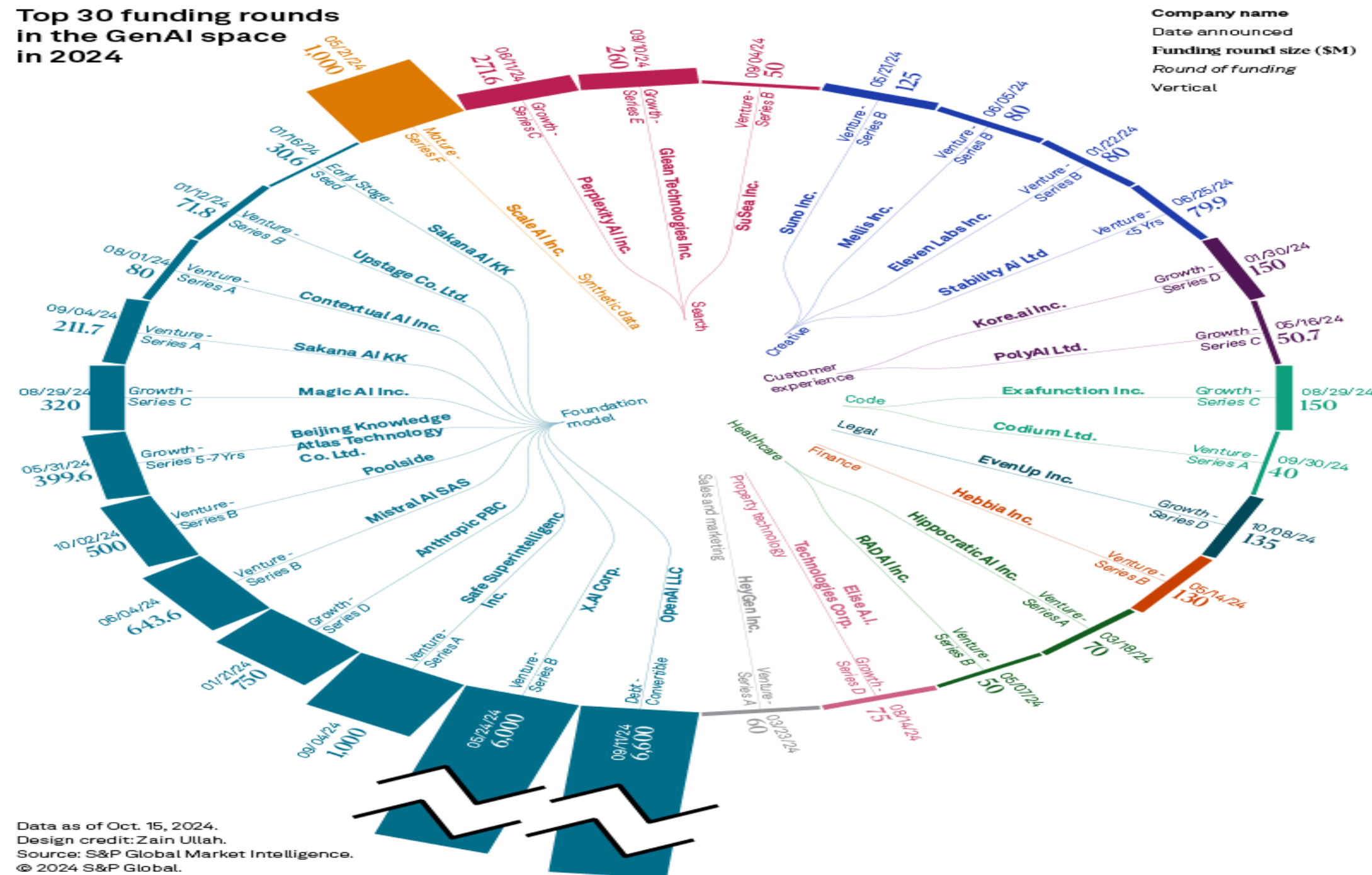
Data as of Oct. 15, 2024.
Source: S&P Global Market Intelligence.
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Ref : <https://www.spglobal.com/market-intelligence/en/news-insights/articles/2024/10/genai-funding-on-track-to-set-new-record-in-2024-85779779>

Where is the money flowing to ?

Top 30 funding rounds
in the GenAI space
in 2024



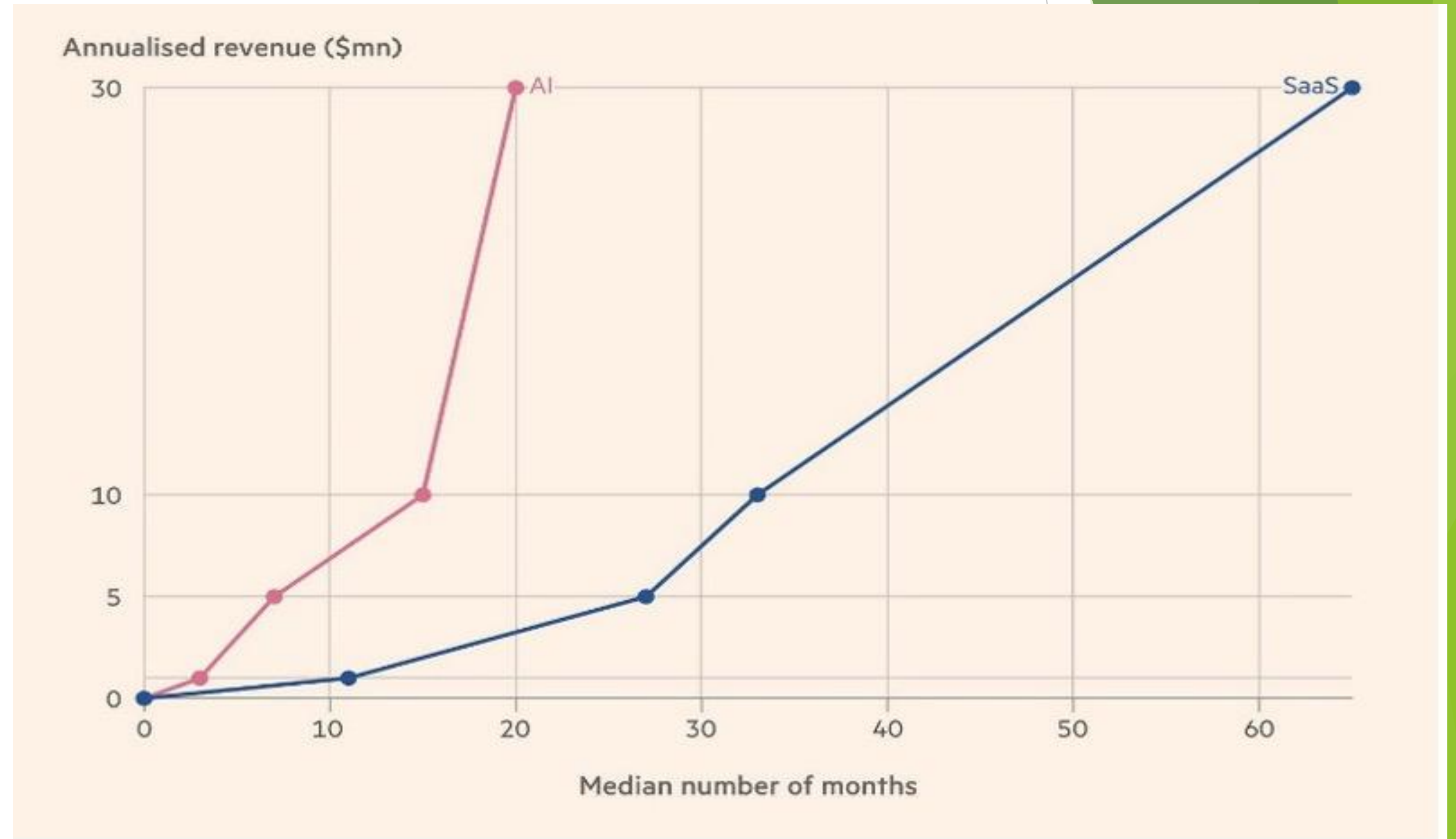
Data as of Oct. 15, 2024.
Design credit: Zain Ullah.
Source: S&P Global Market Intelligence.
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Top 5 companies
who got bulk of the
investments –

1. OpenAI
2. xAI
3. Safe Superintelligence
4. Anthropic
5. Mistral

Why are investors spending so much money on GenAI ?

AI is growing faster than SaaS



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<https://www.wing.vc/content/ai-growing-faster-than-saas>
<https://www.ft.com/content/a9a192e3-bfbc-461e-a4f3-112e63d0bb33>

How many of you know who this guy is ?



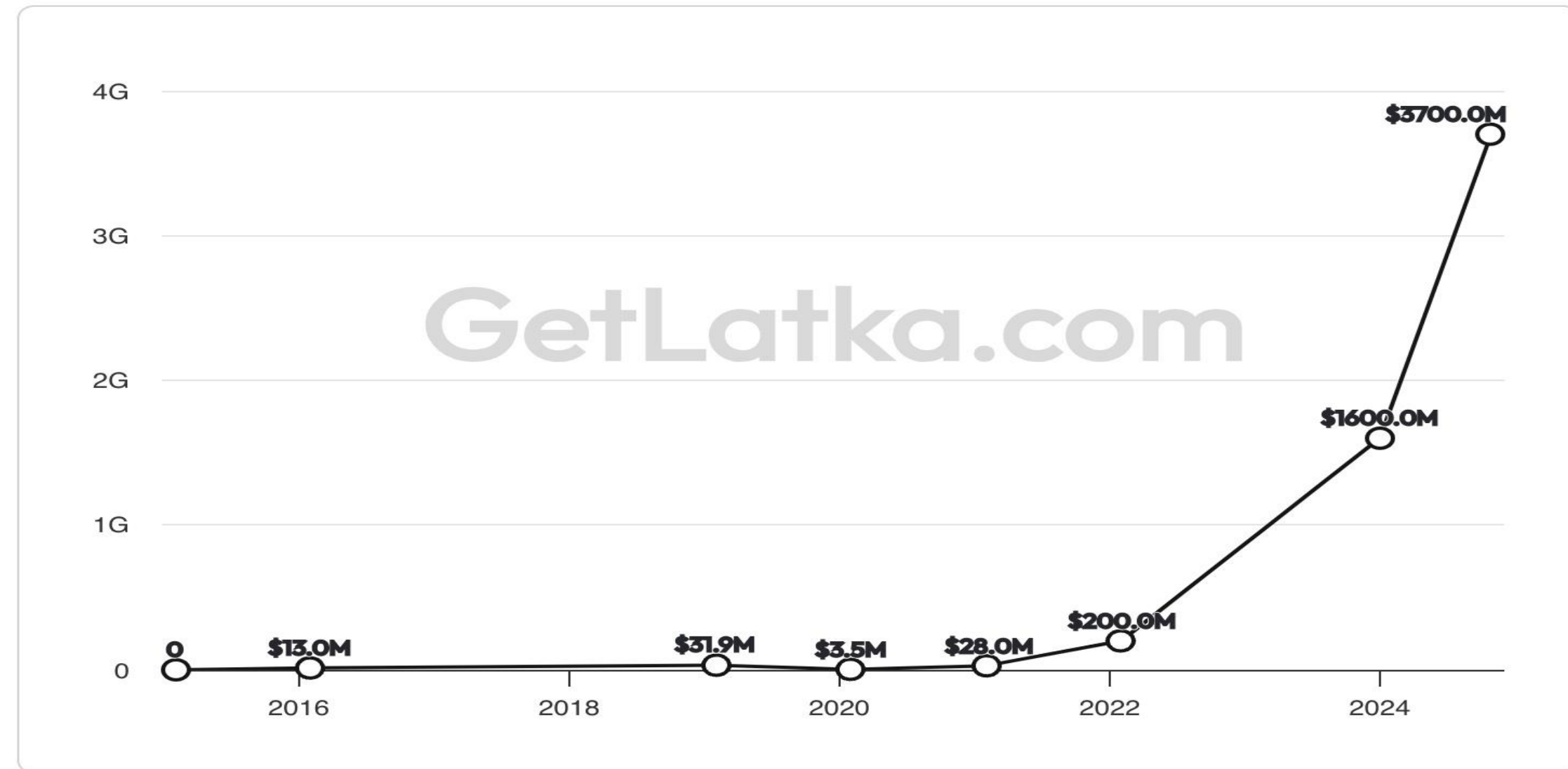
Free swags for correct answers.....

A deeper look at GenAI's poster child - OpenAI

OpenAI Revenue

In 2024, OpenAI's revenue reached \$3.7B up from \$1.6B in 2023. The company previously reported \$1.6B in 2023, \$200M in 2022, \$28M in 2021, \$3.5M in 2020, \$31.9M in 2019, \$13M in 2016. Since its launch in 2015, OpenAI has shown consistent revenue growth, reflecting its expanding user base and increasing adoption across various industries.

- **2024**
OpenAI hit \$3.7B in revenue in 2024
- **2023**
OpenAI hit \$1.6B in revenue in 2023
- **2023**
OpenAI hit \$1.3B in revenue in 2023
- **2022**
OpenAI hit \$200M in revenue in 2022
- **2021**
OpenAI hit \$28M in revenue in 2021
- **2020**
OpenAI hit \$3.5M in revenue in 2020
- **2019**
OpenAI hit \$31.9M in revenue in 2019
- **2016**
OpenAI hit \$13M in revenue in 2016
- **2015**
OpenAI launched in 2015 with \$0 revenue



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In October 2024, OpenAI closed the largest VC round of all time - raised 6.6B USD at a valuation of 157B USD.

Now, OpenAI is valued at 300B USD. This valuation was reached after a 40B USD funding round led by SoftBank and other investors.

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<https://techcrunch.com/2024/10/02/openai-raises-6-6b-and-is-now-valued-at-157b/>

<https://techcrunch.com/2025/01/30/openai-said-to-be-in-talks-to-raise-40b-at-a-340b-valuation/>

So, the exam question is :

With so much money being put into the

GenAI ecosystem, **are enterprises
getting the required ROI
on their investments ?**

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According to an Annual Global CEO Survey done by a Big 4, based on responses from 4,701 CEOs in 109 countries....

- Only **34% of CEOs** achieved the profitability gains they had anticipated, down from the 46% who expected them in 2024.
- Only **33% of CEOs** expressed a high degree of trust in embedding GenAI into their organisations' processes.



The AI dilemma
every business
leader faces
today!

End of Section I

Key Takeaway message :

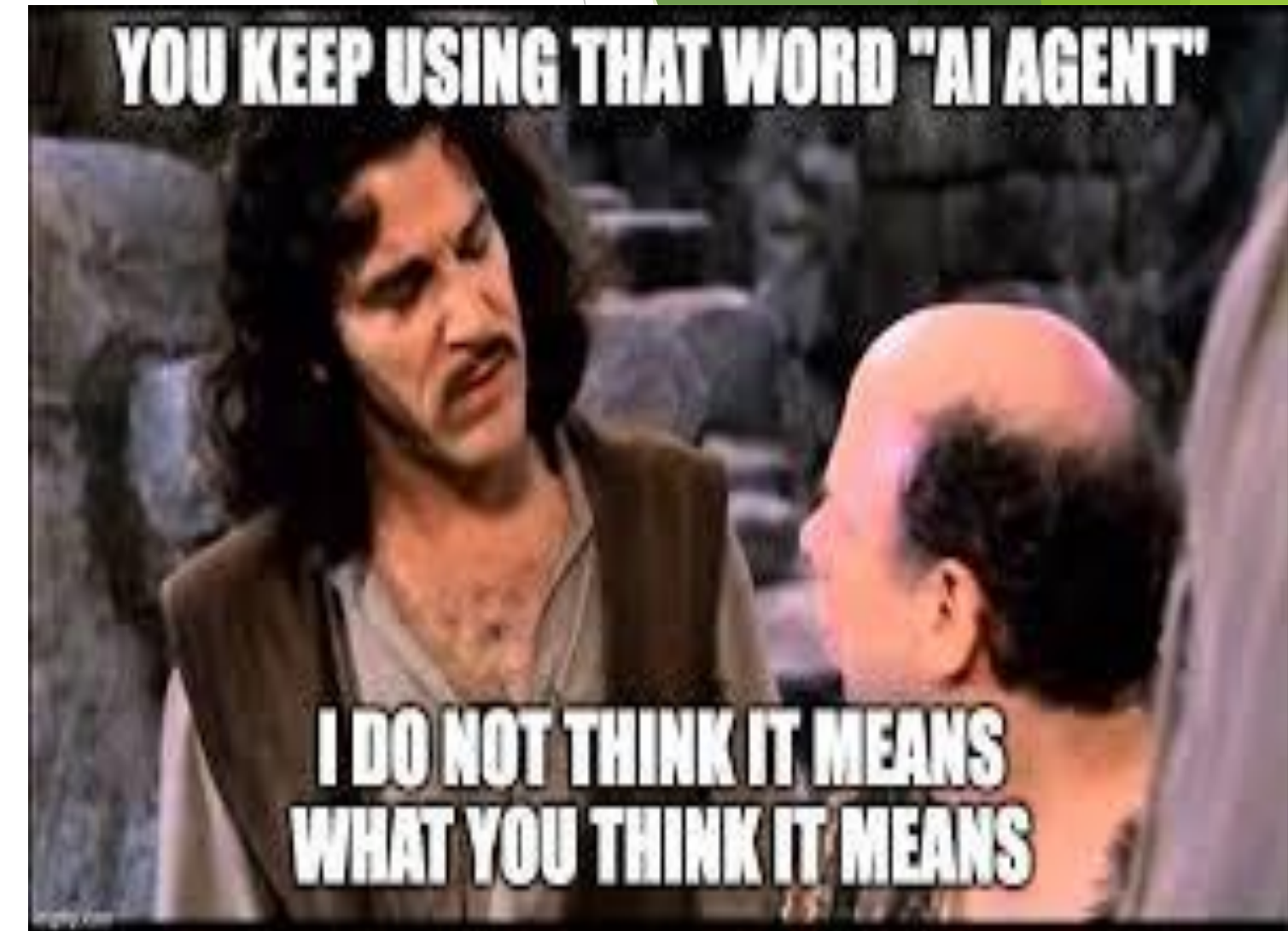
“Enterprises are struggling to get the most out of their GenAI investments.”

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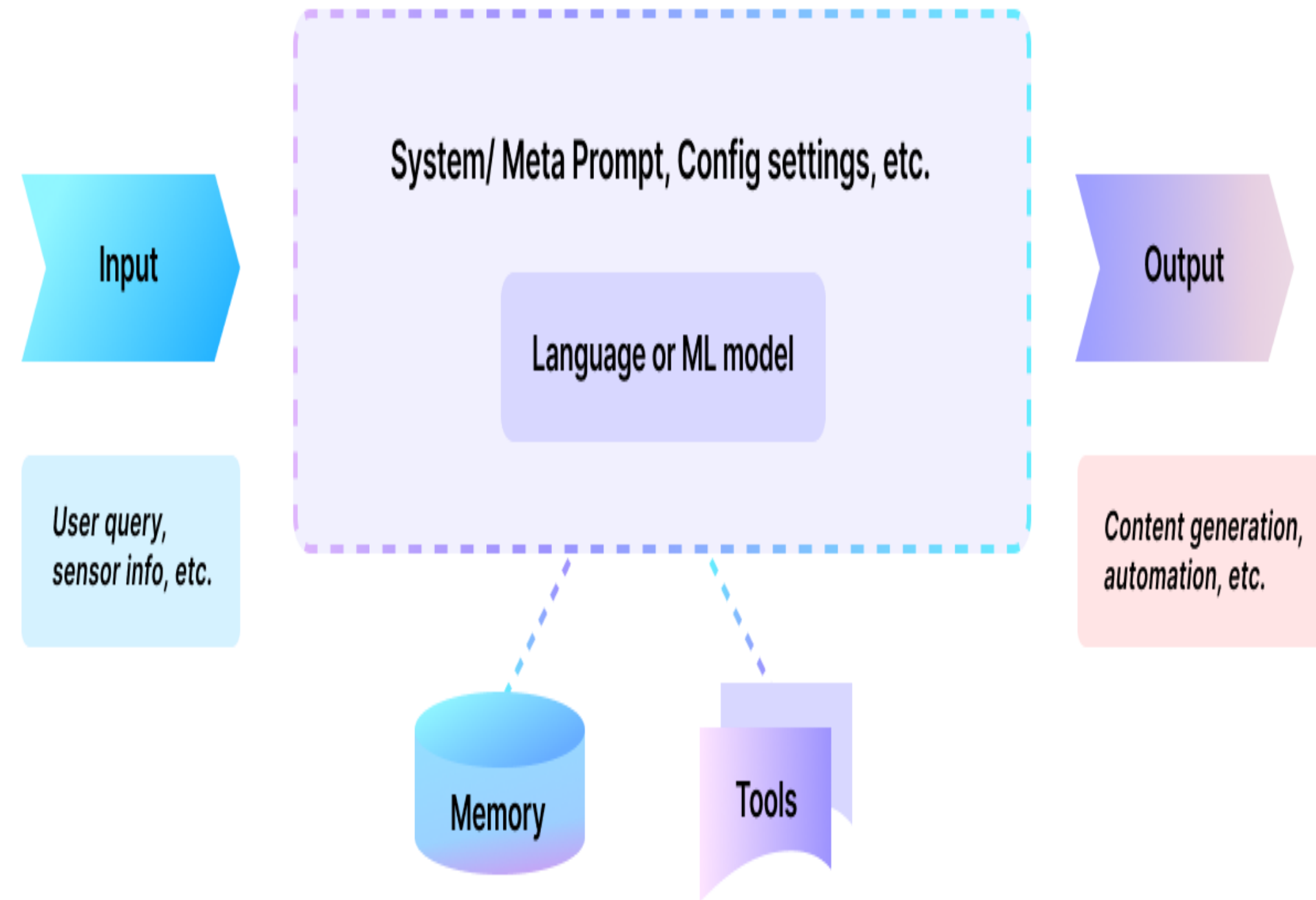
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What are AI agents?

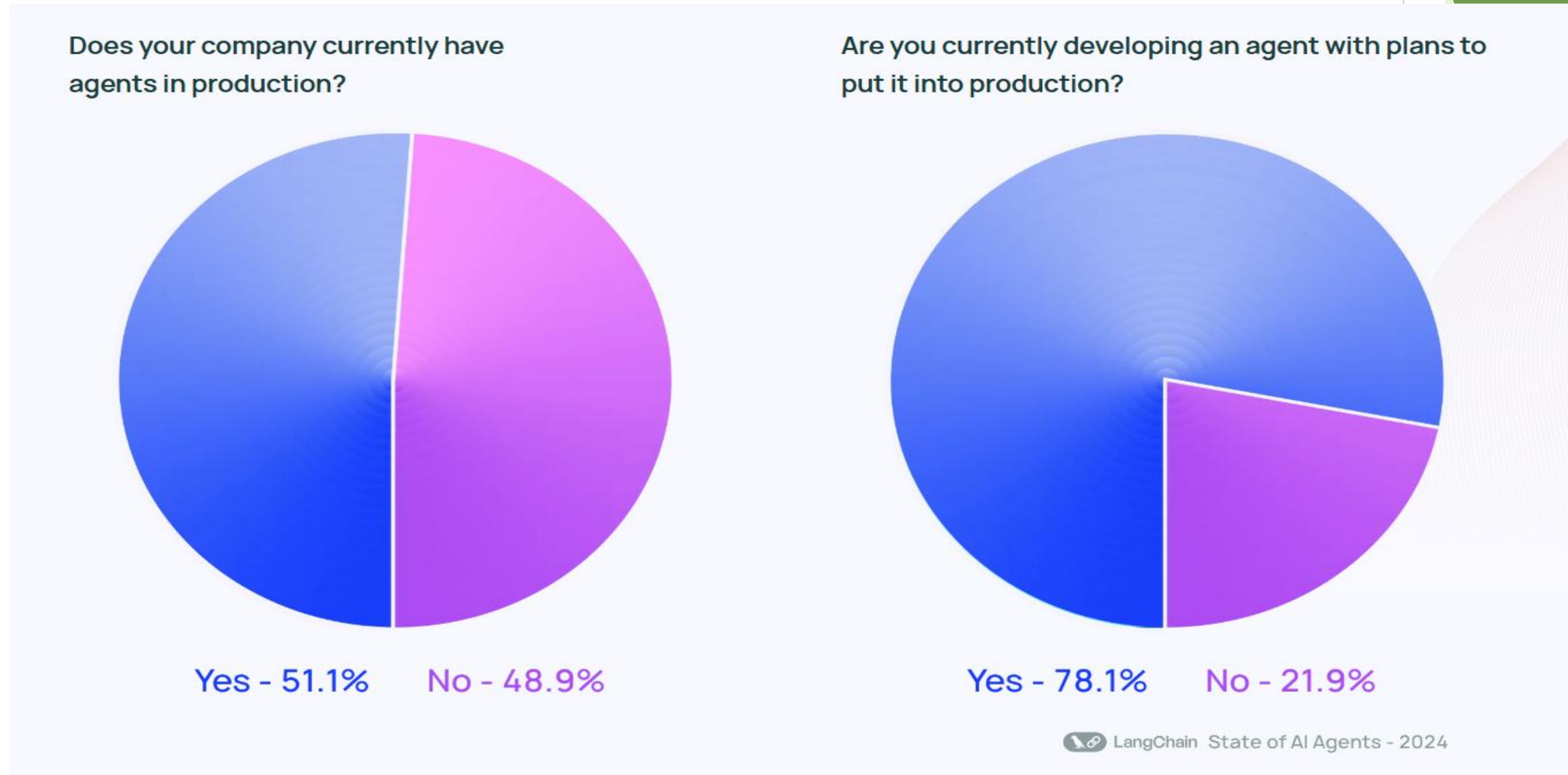
An artificial intelligence (AI) agent refers to a system or program that is capable of autonomously performing tasks on behalf of a user or another system by designing its workflow and utilizing available tools.



Anatomy of an AI Agent

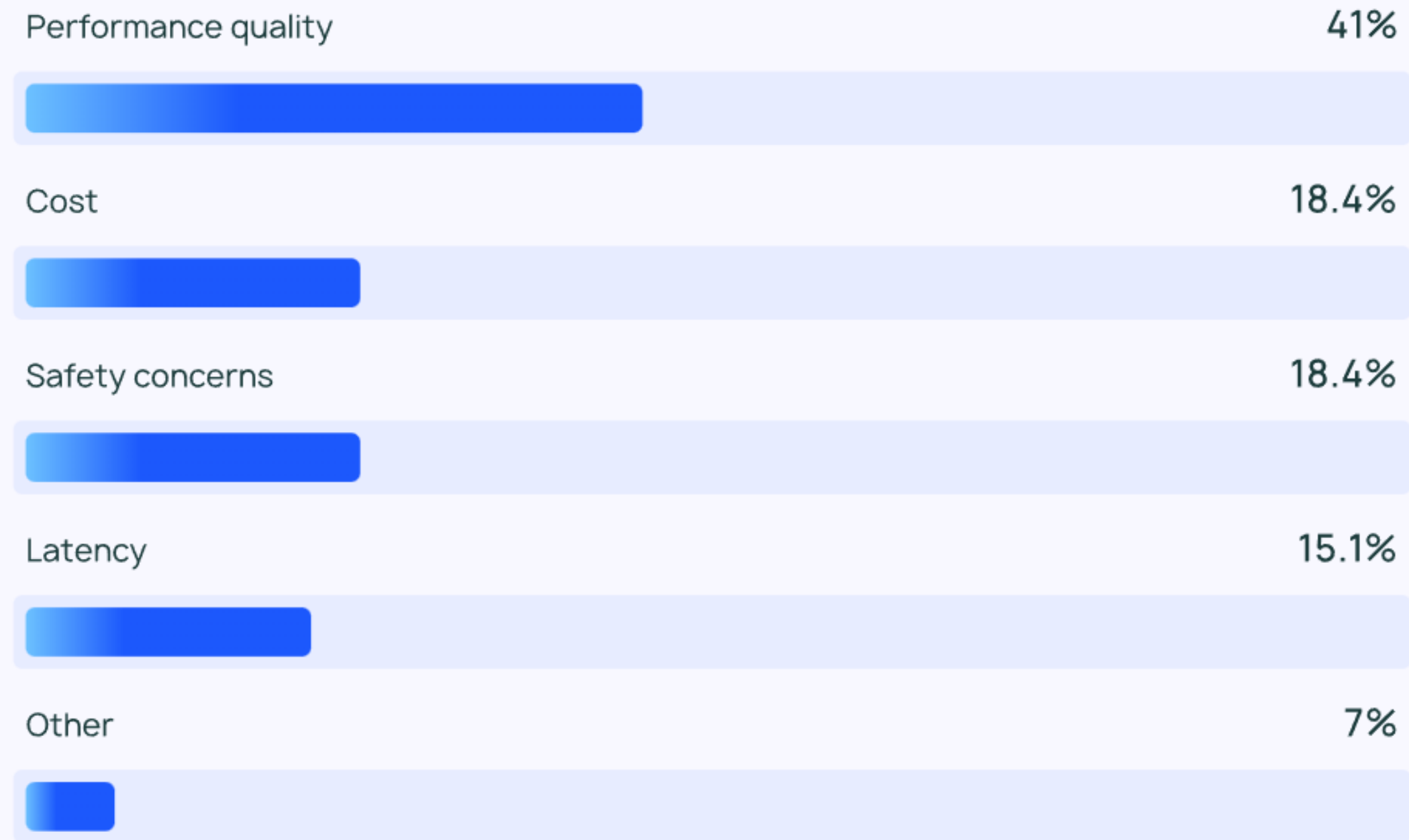


Most importantly, agents are no more something for the future – **they are already here....**so, we need to really start thinking about how to embrace and manage them at enterprise- scale....



There is a lot of complexity in building agents, but how you scale, and operate it within an enterprise is even more critical.

What is your biggest limitation of putting more agents in production?



Doing a POC on Agents using LangChain, and Claude is one-thing, **but running an Agentic Enterprise**, with hundreds / thousands of Agents is a **different game altogether**.



End of Section II

Key Takeaway message :

“Running AI Agents at scale, across every facet of an enterprise is a challenging initiative, that needs to be thought through.”

Quiz 1

What is the current valuation of OpenAI:

- (a) <50B USD
- (b) 50B – 200B USD
- (c) ~300B USD
- (d) 1 Trillion USD

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In this part of the session, I will focus on a **few key themes that** we are working on, while trying **to transform our company from AI-focused, to an Agentic AI-First enterprise.**



1. AI Agent Index

Leading AI developers and startups are increasingly deploying agentic AI systems that can plan and execute complex tasks with only limited human involvement.

However, there is currently **no structured framework for documenting the technical components, intended uses, and safety features of agentic AI systems.**

To fill this gap, MIT introduced **The AI Agent Index**, the *first public database to document information about currently deployed agentic AI systems.*



Agent Inventory (<https://aiagentindex.mit.edu/>)

Agent cards (as of December 31, 2024)

[View and download data](#)

11x AI, [Alice](#)
AIAgent, [AIAgent.app](#)
All Hands AI, [CodeAct 2.1](#)
Amazon, [Amazon Q Developer](#)
Anthropic, [Claude 3.5 Sonnet \(2024-10-22\)](#)
Assaf Elovic, [GPT Researcher](#)
Babel, [Gru](#)
Bardeen, [Bardeen](#)
Basepilot, [Basepilot](#)
Beijing Baichuan Intelligent Technology, [Sibyl System](#)
BlackBox AI, [Coding Agent](#)
Carnegie Mellon University, [Agent Workflow Memory](#)
Codebuff, [Codebuff](#)
CodeStory, [Aide](#)
Cognition Labs, [Devin](#)
Colony Labs, [ScribeAgent](#)
Composio, [SWE Agent](#)
Cosine, [Genie](#)
Cursor, [Cursor Agent](#)
Cykel, [Lucy](#)
DeepSeek, [DeepSeek-V3](#)
DeepWisdom AI, [MetaGPT](#)
Dosu, [Dosu](#)
Erik Bjäreholt, [gptme](#)
Factory, [Code Droid](#)
Google DeepMind, [Astra](#)
Google DeepMind, [Jules](#)
Microsoft, [Magentic One](#)
MultiOn AI, [Agent Q](#)
MyShell AI, [Allice](#)
National University of Singapore, [AutoCodeRover](#)
National University of Singapore, [ShowUI](#)
OpenAI, [ChatGPT-OpenAI o1](#)
OpenAI, [OpenAI o3](#)
OthersideAI, [HyperWrite](#)
Princeton University, [SWE-Agent](#)
Pythagora AI, [Pythagora-v1 \(GPT-Pilot\)](#)
Replit, [Replit Agent](#)
Sakana AI, [The AI Scientist](#)
Salesforce, [Agentforce Agents](#)
Simular Research, [Agent S](#)
Shanghai AI Laboratory, [OS-Copilot](#)
Simple AI, [Simple AI](#)
Stanford University, [OpenVLA](#)
Stanford University, [Virtual Lab](#)
SuperAGI, [SuperCoder 2.0](#)
Technion-Israel Institute of Technology, [data-to-paper](#)
Tel-Aviv University, [SeePlanAct](#)
Trase, [Trase Agent](#)
Tsinghua University, [AutoWebGLM](#)
Tsinghua University, [WebRL](#)
University of California Berkeley, [Proposer-Agent-Evaluator](#)
University of California Berkeley, [Octo](#)
University of Hong Kong, [Aguvis](#)

Agent Card (similar to ML Model Card concept)

What information is in each agent card?

▼ Basic information

- **Website**
- **Short description**
- **Intended uses:** What does the developer state that the system is intended for?
- **Date(s) deployed**

▼ Developer

- **Website**
- **Legal name**
- **Entity type**
- **Country** (location of developer or first author's first affiliation)
- **Safety policies:** What safety and/or responsibility policies are in place?

► System components

▼ Guardrails and oversight

- **Accessibility of components:**
 - **Weights:** Are model parameters available?
 - **Data:** Is data available?
 - **Code:** Is code available?
 - **Scaffolding:** Is system scaffolding available?
 - **Documentation:** Is documentation available?
- **Controls and guardrails:** What notable methods are used to protect against harmful actions?
- **Customer and usage restrictions:** Are there know-your-customer measures or other restrictions on customers?
- **Monitoring and shutdown procedures:** Are there any notable methods or protocols that allow for the system to be shut down if it is observed to behave harmfully?

<https://aiagentindex.mit.edu/index/>

- **Notable benchmark evaluations** (e.g., on SWE-Bench Verified)
- **Bespoke testing** (e.g., demos)
- **Safety:** Have safety evaluations been conducted by the developers? What were the results?
- **Publicly reported external red-teaming or comparable auditing:**
 - **Personnel:** Who were the red-teamers/auditors?
 - **Scope, scale, access, and methods:** What access did red-teamers/auditors have and what actions did they take?
 - **Findings:** What did the red-teamers/auditors conclude?

▼ Ecosystem

- **Interoperability with other systems:** What tools or integrations are available?
- **Usage statistics and patterns:** Are there any notable observations about usage?

Sample Agent Card for AI Agent – Alice

The AI **Agent Index**

Documenting the technical and safety features of deployed agentic AI systems

[About](#)[Paper](#)[Index \(Database\)](#)

Alice

Basic information

Website: <https://web.archive.org/web/20241228021419/https://www.11x.ai/>

Short description: 11x develops “digital workers”, or AI-agent designed to automate the entire sales development process [source]. They designed two agents: Alice, an AI SDR, designed to carry prospecting and engagement, and Mike, an AI Phone Agent, designed to carry call-based outreach.

Intended uses: What does the developer say it’s for? Mike and Alice are autonomous AI sales workers for the sales sector. They handle tasks like voice calls, email campaigns, and LinkedIn outreach, executing complete workflows to optimize revenue generation [source]

Date(s) deployed: October 28, 2023 [source]

Developer

Website: <https://web.archive.org/web/20241228021419/https://www.11x.ai/>

Legal name: 11x Limited [source]

Entity type: Private Limited Company (UK)

Country (location of developer or first author’s first affiliation): Incorporated: UK (14393667) [source]. HQ: San Francisco, London [source]

2. Agent Marketplace


An **AI Agent Marketplace** is a platform where developers and organizations can **create, distribute, and monetize autonomous AI agents**—software programs capable of performing tasks and making decisions with minimal human intervention.

These marketplaces facilitate the **exchange of AI agents**, enabling businesses to integrate advanced automation into their operations without extensive in-house development.




<https://stammer.ai/post/ai-agent-marketplace-clone-customize-and-deploy-chatbots-with-ease>

Example : agent.ai



[Agent Network](#)[Builder Network](#)[What Is This?](#)[Agent Builder](#)[Sign In](#)[Sign Up](#)


Featured Agents



Company Research Agent
By @dharmesh

1 credit per task
25.2K tasks completed
★ 4.26 (2002 reviews)


[Go](#)



Flux Image Generator
By @dharmesh

1 credit per task
386.4K tasks completed
★ 4.30 (14943 reviews)

[Go](#)




Video Content Strategist Pro
By @TheGreekFL

1 credit per task
89 tasks completed
★ 4.67 (9 reviews)

[Go](#)


Agent Marketplace



Ideal Customer Profile (ICP) Builder
By @Shaalini

1 credit per task
8.3K tasks completed
★ 4.42 (700 reviews)


[Go](#)



HubSpot App Marketplace Listing Grader
By @hughdurkin

1 credit per task
9.1K tasks completed
★ 4.36 (896 reviews)


[Go](#)



Executive DISC Profile
By @vekambar

1 credit per task
3.9K tasks completed
★ 4.35 (156 reviews)

[Go](#)

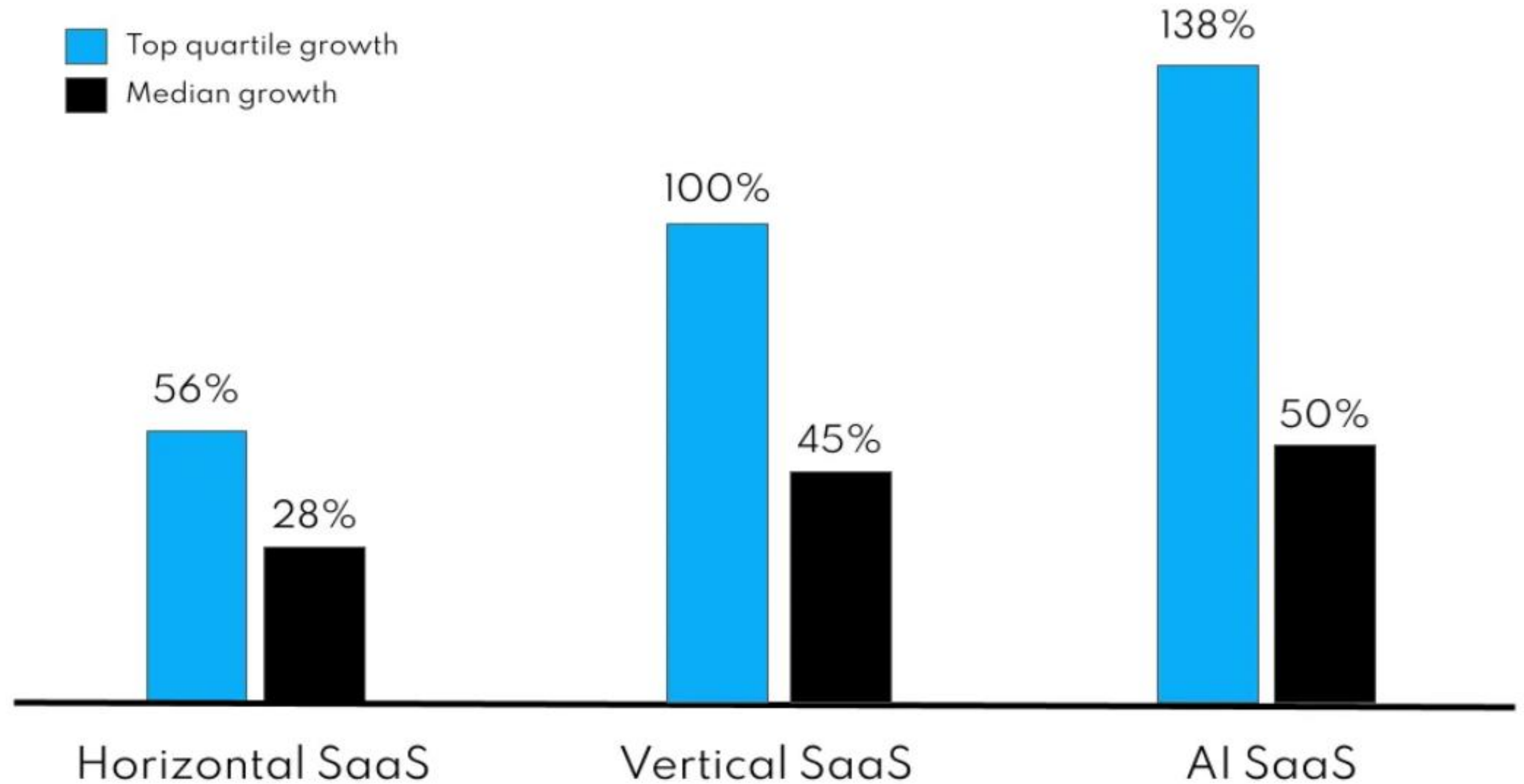


Video Script Generator
By @jm3

1 credit per task
43.6K tasks completed
★ 4.19 (620 reviews)

[Go](#)

3. Agent Monetization

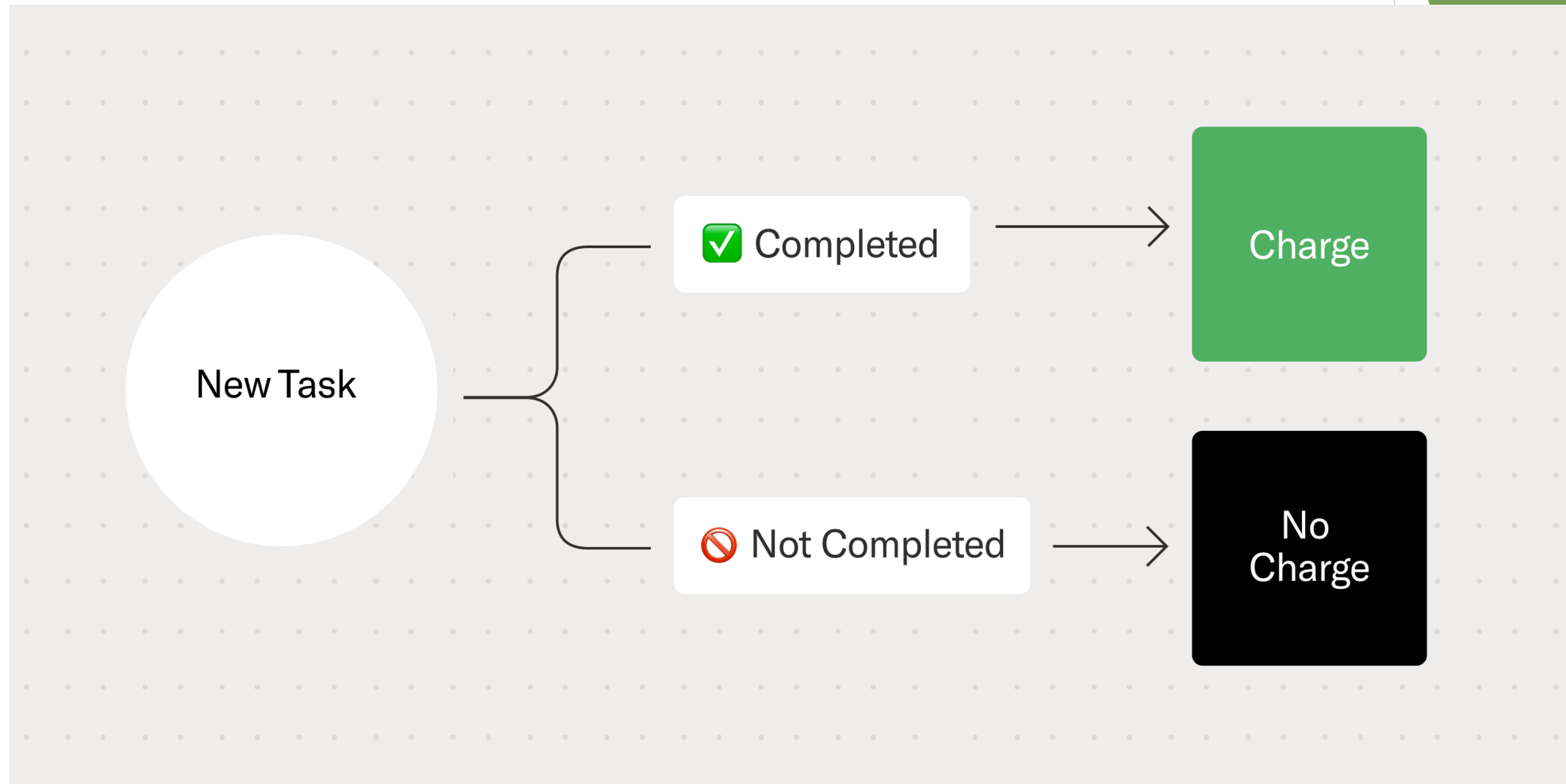


Median and top quartile growth by type of software

AI Agent Pricing Models

PRICING MODEL	TYPE	POTENTIAL FOR WASTED SPEND	MEASUREMENT	EXAMPLES
Traditional	Fixed	High	Seat-based or flat rate	Application software (CRM, ATS)
Consumption-based	Variable	Medium	Usage-based (API calls, time on platform)	Infrastructure as a Service (compute)
Outcome-based	Variable	Low	Resolved conversations, ecommerce purchases, memberships saved	Online marketing (pay for conversion)

VPT (Value-generated Per Token)



4. AI Agent Factory

An **AI Agent Factory** is a platform or framework designed to streamline the **creation, deployment, and management** of AI agents—autonomous software programs that can perform tasks with minimal human intervention.

These factories enable organizations to **rapidly develop and scale AI agents** for various use cases, such as customer service, data analysis, automation, and decision-making.



Agent Management Platform

An **Agent Management Platform** is used to **orchestrate, monitor, and optimize** AI agents (or human agents).

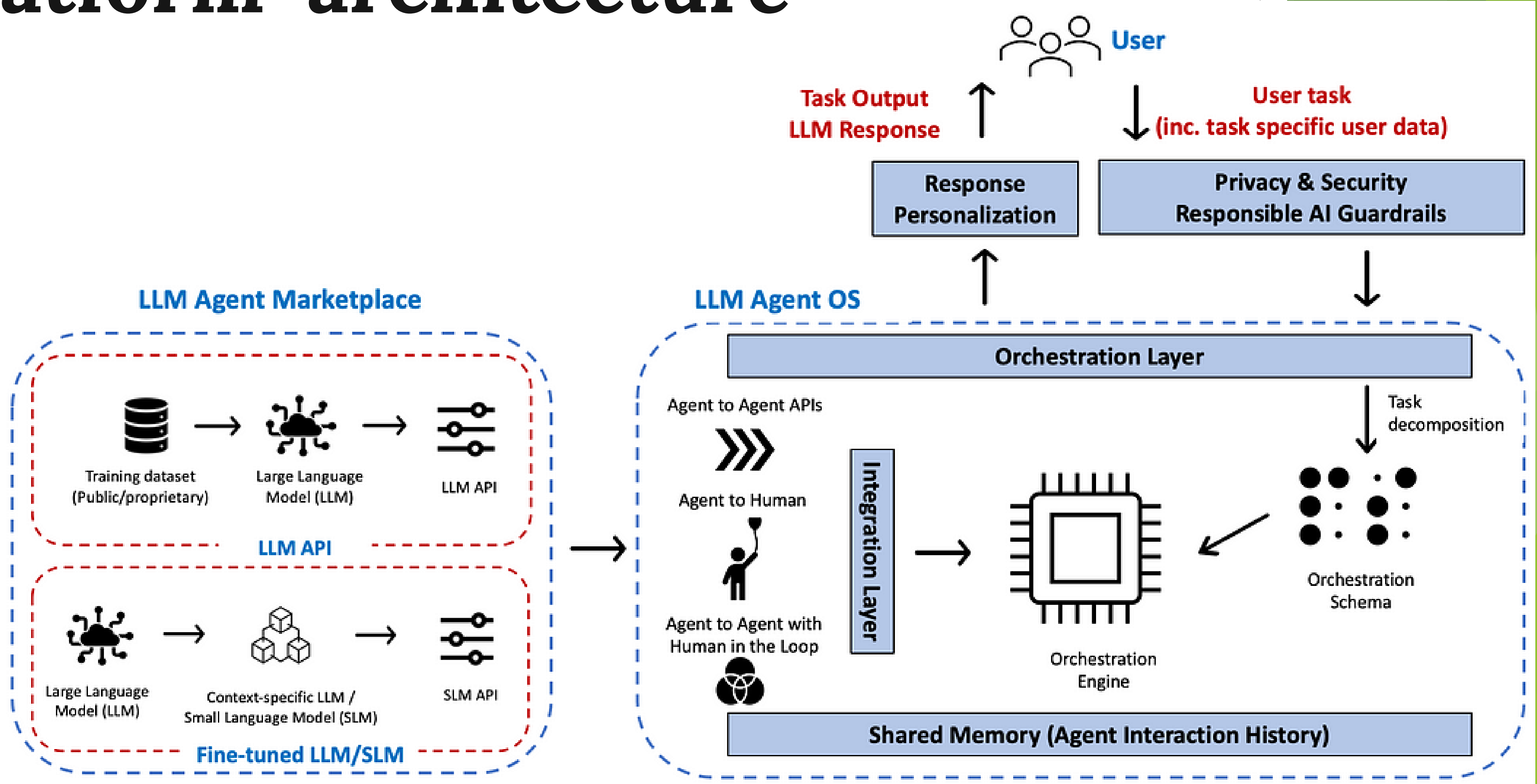
Think of it as a "**control centre**" that ensures AI agents (or human agents) operate smoothly, efficiently, and securely.



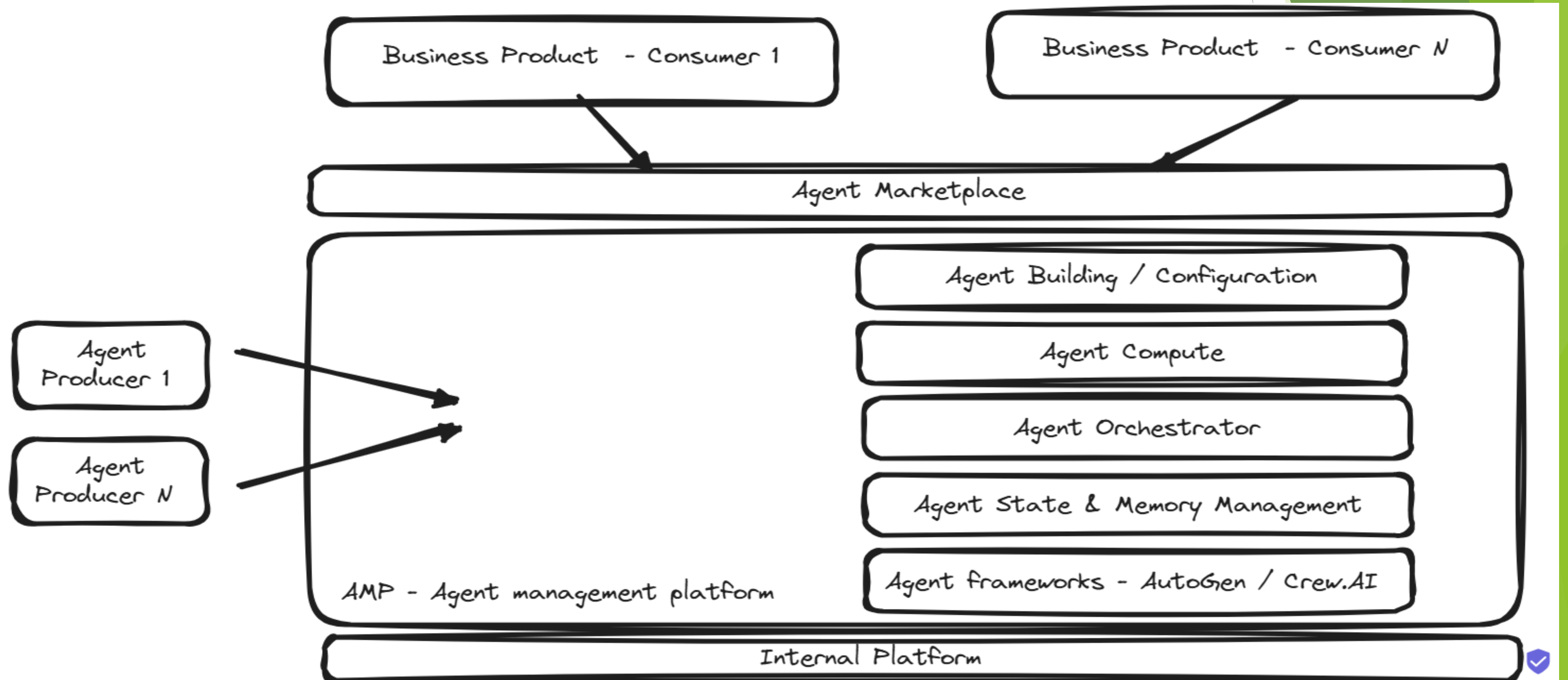
Difference between AI Agent Factory, and Agent Management Platforms

Feature	AI Agent Factory	Agent Management Platform
Purpose	Creates, trains, and deploys AI agents	Monitors, manages, and optimizes AI (or human) agents
Focus	Development, training, and automation	Coordination, tracking, and performance monitoring
Use Case	Businesses wanting to build and deploy custom AI agents	Organizations managing multiple AI or human agents across workflows
Functionality	<ul style="list-style-type: none">- AI model training- Agent behavior customization- Data ingestion for AI learning- Deployment automation	<ul style="list-style-type: none">- Task assignment & tracking- Agent performance monitoring- Security & compliance checks- Workflow optimization
Key Benefit	Enables rapid AI agent creation for automation	Ensures efficient operation & governance of AI agents
Analogy	A factory that produces AI agents	A dashboard/control center that manages them
Examples	Microsoft Copilot Studio (builds AI workflows)	Salesforce Agentforce (manages sales AI agents)

Typical AMP – Agent Management Platform architecture



How it all ties together : A Platform-centric Approach



End of Section III

Key Takeaway message :

“There are strategies that an enterprise can adopt / embrace to be more effective in managing Agentic AI at scale, and provide value to business.”

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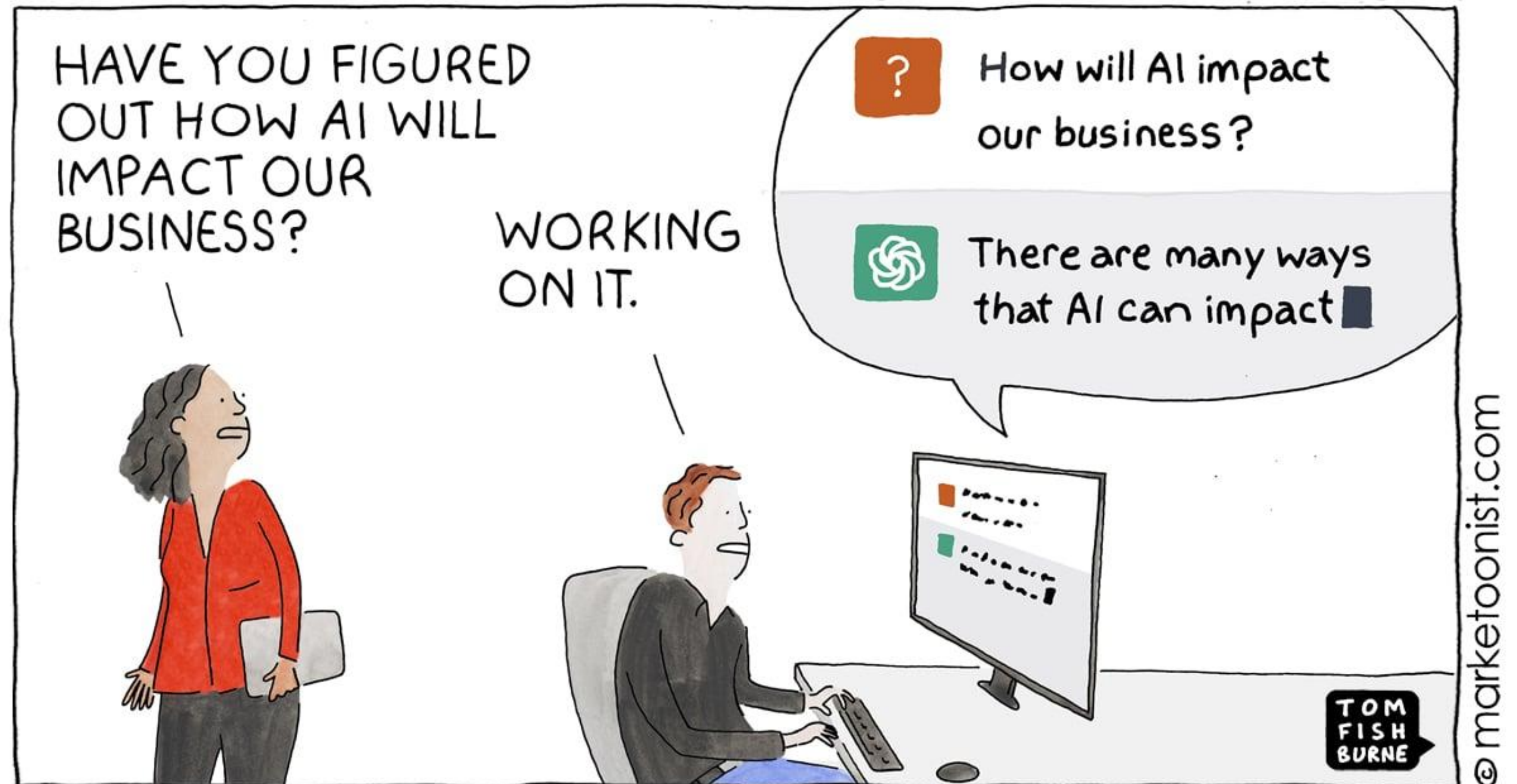
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Quiz 2

Which of the following is a new revenue model for AI Agents where we charge them only when an action is successfully executed

- (a) Consumption-based revenue model
- (b) One-Time fixed-cost based revenue model
- (c) Outcome based pricing / Value per token
- (d) Agents should be free, no point in thinking of revenue

There is a lot of hype in the industry about AI, and GenAI; However, there needs to be a **focused, iterative approach** if you truly want to **generate credible value for your business stakeholders.**

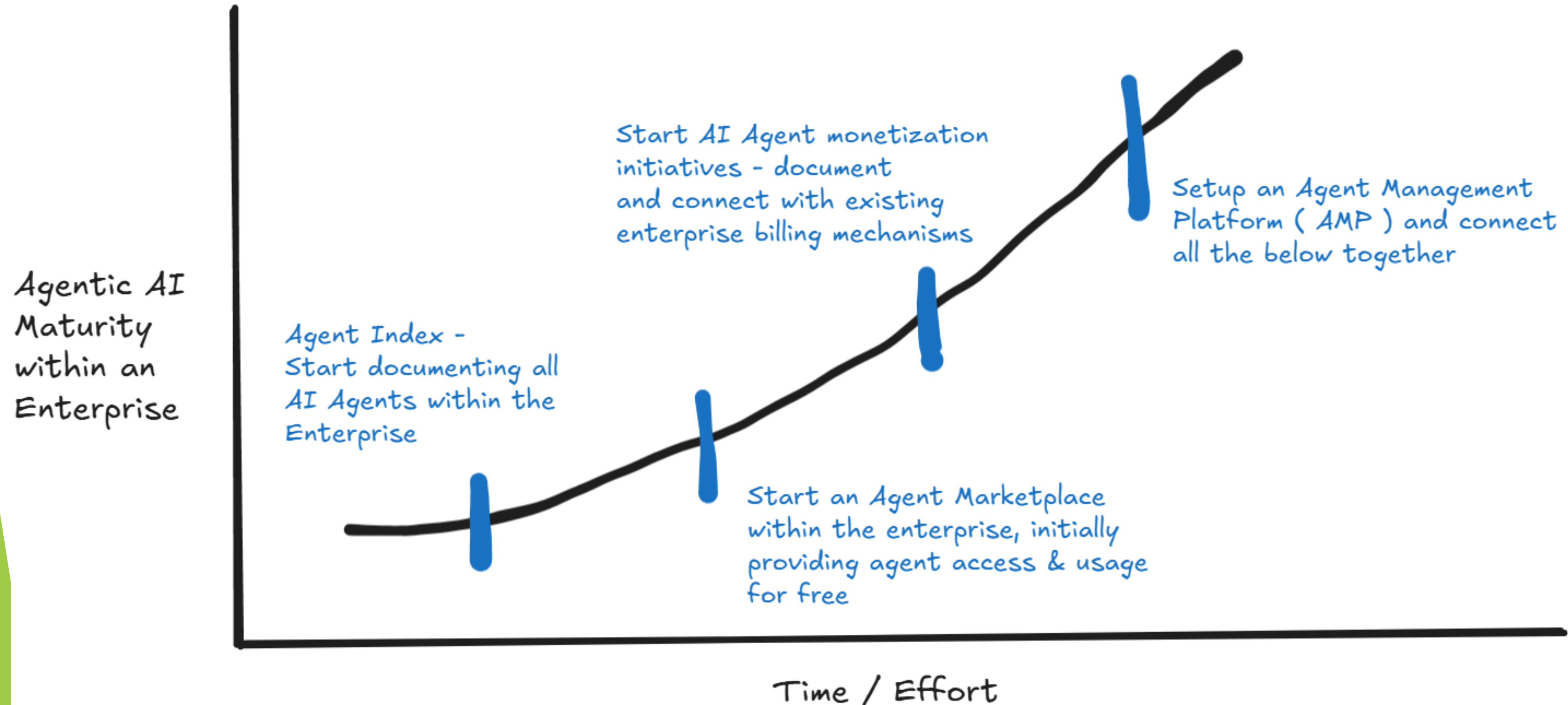


Enterprise-grade maturity in the domain of AI, and GenAI is a journey.....



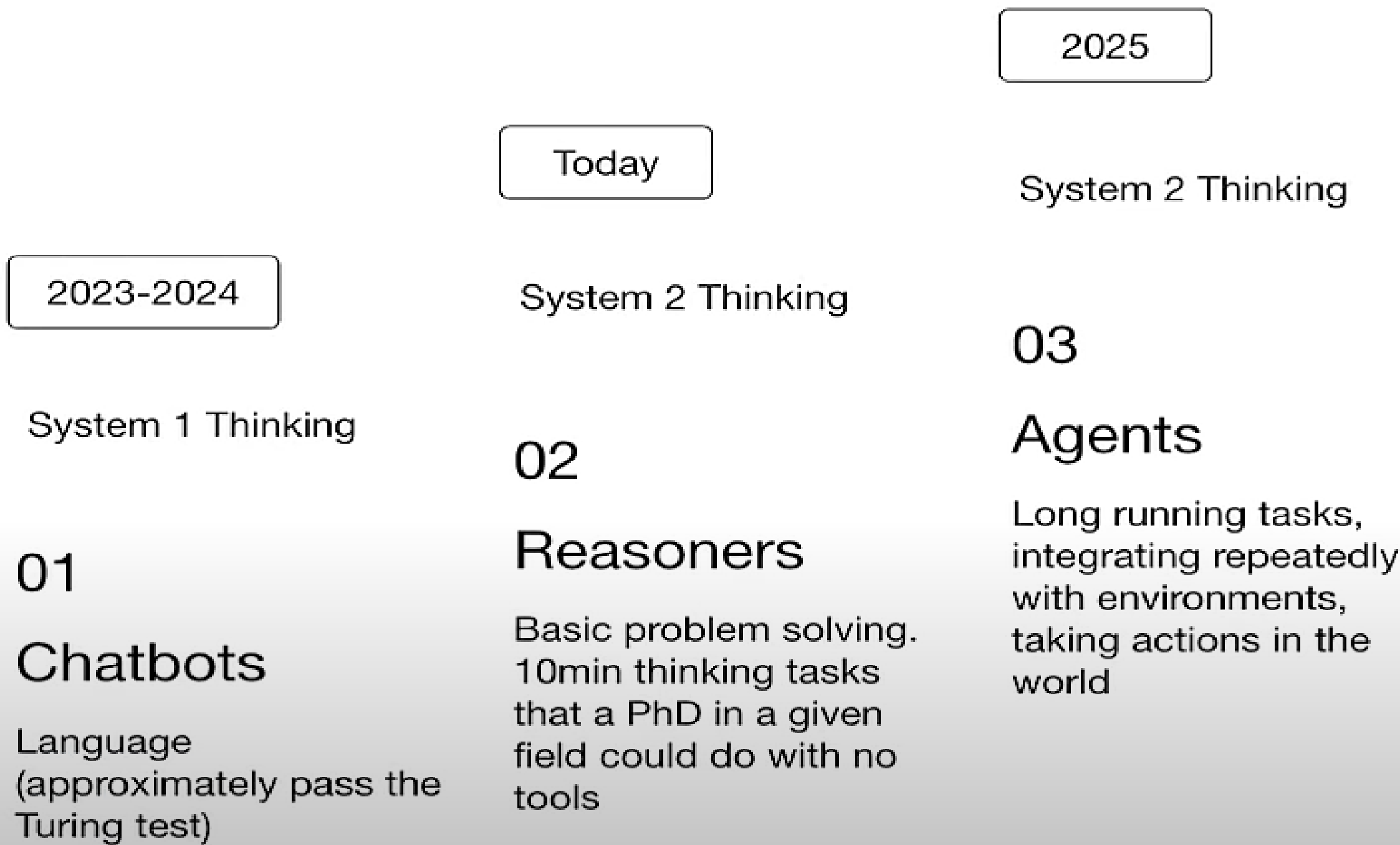
AD HOC	EXPERIMENTAL	SYSTEMATIC	STRATEGIC	PIONEERING
<p>The organization:</p> <ul style="list-style-type: none">Experiments with a few isolated AI projectsLacks objectives and business casesUses AI at the individual contributor levelOperates without sufficient guidelines, guardrails and governanceIncurs higher risk	<p>The organization:</p> <ul style="list-style-type: none">Recognizes the benefits of AIActively pilots tools, technologies, or systems for quick winsAligns AI use with specific objectives but not key workflowsBuilds basic policies to help protect the business, its customers, data, and IP	<p>The organization:</p> <ul style="list-style-type: none">Documents its approach to optimize and innovate its strategy with AIIntegrates AI into core processes and workflowsManages AI with systematic defined goals and clear success metricsCultivates a dedicated team of expertsMaintains knowledge base on tools, use cases, and best practices	<p>The organization:</p> <ul style="list-style-type: none">Drives competitive advantage and differentiation with AIIntegrates AI into decision-making processesBegins redefining roles, team structures, and incentivizationUses robust ethical AI frameworks and governance programsParticipates in industry AI conversations	<p>The organization:</p> <ul style="list-style-type: none">Leads industry innovationGenerates sustained competitive advantageShapes industry standards, wins accoladesCreates entirely new business models and value propositionsMaintains extensive expertise optimized for AI-powered work

So, you don't have to do everything on Day 1, you can start somewhere, and build up gradually.....



But no matter what we do, we need to prepare ourselves for an Agentic world...

Where we're going



Agents

An AI system that plan and performs tasks autonomously.

Key Characteristics:

Autonomous

Goal-Driven

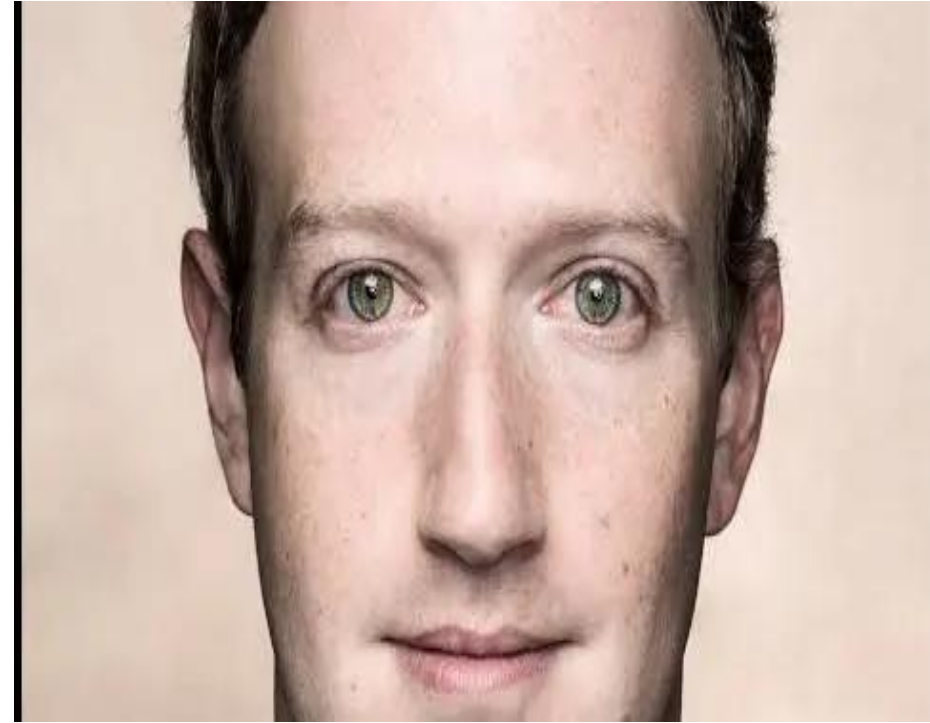
Long Running

Environmental Interaction

And, most importantly, we need to be Future-ready.....



“ The best way to predict the future is to create it “,
Peter Drucker



“ The biggest risk is not taking any risk. In a world that is changing quickly, the only strategy that is guaranteed to fail is not taking risks”,
Mark Zuckerberg



“Our industry does not respect tradition – it only respects innovation.”,
Satya Nadella

*Thank
you!*

In case you want to continue the conversation, please reach out to me over LinkedIn at :

<https://www.linkedin.com/in/turjac591/>



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