

The Perception Gap

An hour ago, none of this existed.

Building a voice-controlled game from scratch.

84%

have never had an
AI conversation.

16%

have tried a
free chatbot.

0.04%

use coding agents.



**The gap isn't motivation. It's exposure.
People cannot demand what they do not know is possible.**

The “Last Mile” of AI



The foundational model is powerful.
But the infrastructure for
non-engineers is entirely missing.

Want an
Agent

GCP
Setup

CLI
Config

Tunneling

Have an
Agent

The barrier isn't the AI's capability. It's the cognitive wall of terminal commands.

When Latent Demand Meets Capability

The Ask:

Monitor my tomato plants.

The Shift:

From generic Q&A chatbots
→ specific, everyday life solutions.

The Result:

Once users experience agent-level data capabilities on their own tasks, latent demand instantly becomes active.



"People will only do a thing that they already do. You can't get people to do a new thing."

The Era of “Disposable Software”



Traditional Software

Built for millions. Generic features.
Takes months to deploy.

Disposable Software

Built for one person. Solves one specific crisis.
Exists only for today.

We can now command software that serves only our exact situation, exactly when we need it.

Paving the Last Mile



“A terminal CLI shouldn’t be the entry for paying a parking ticket with AI.”

The Current Bottleneck:

Forcing non-engineers to learn code to access agentic power.

The Future Bottleneck:

Learning how to assign tasks clearly. (“Build WeChat” vs. “Translate this exact site to English”).

The last mile isn’t a **technology problem**. **Accessible interfaces** are just the beginning. The future belongs to managers, not mechanics.