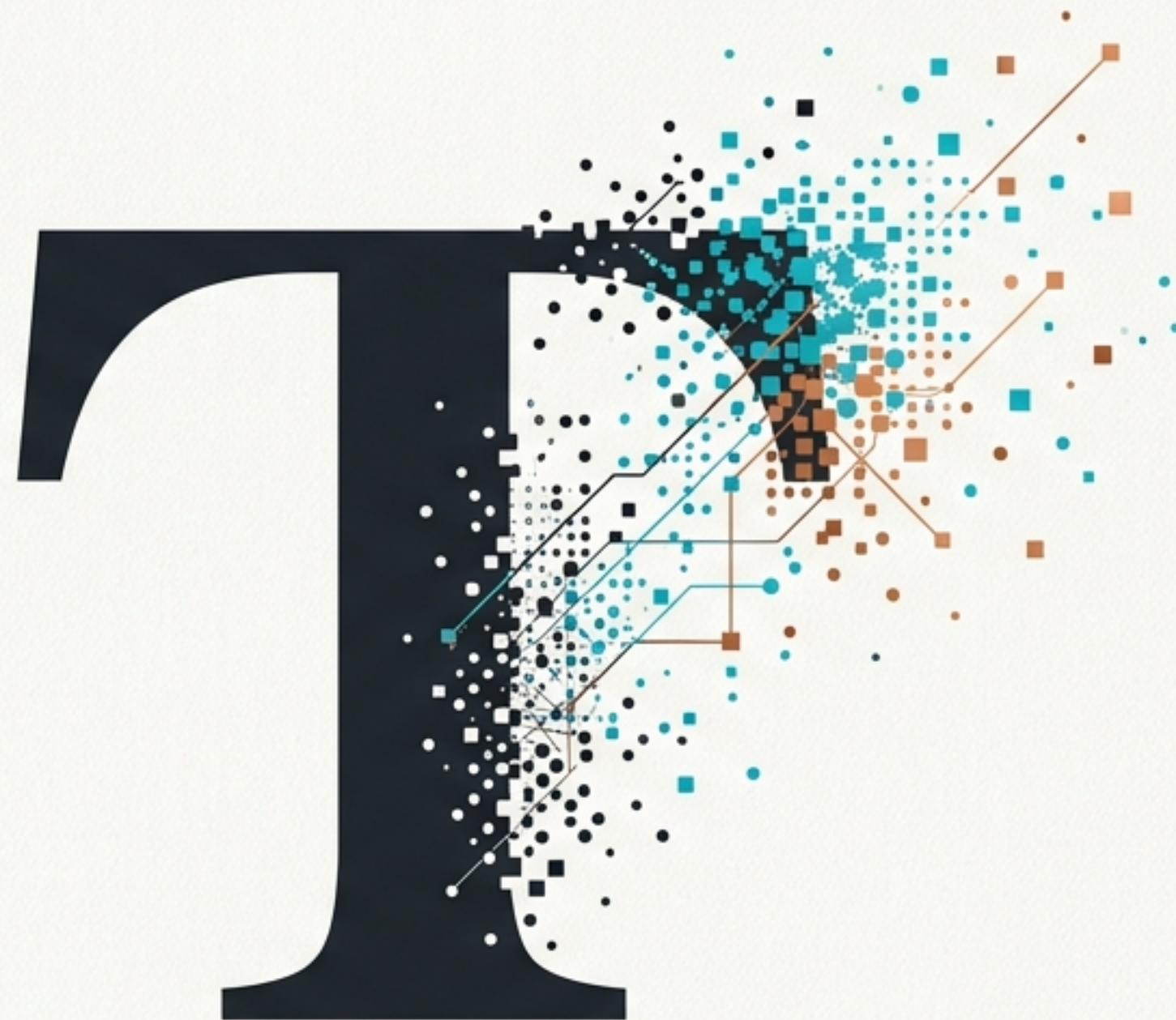


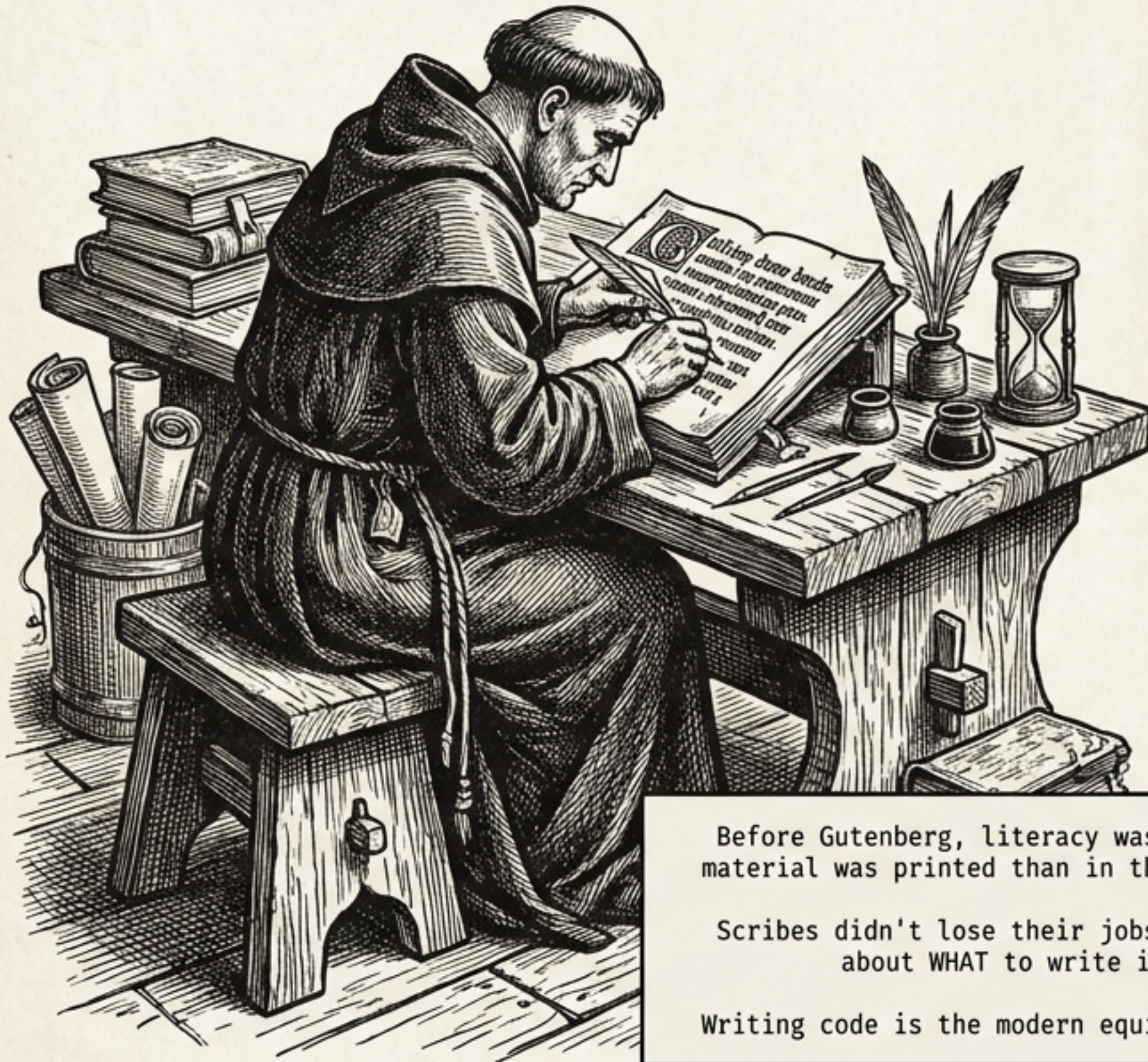


The Printing Press Moment

Why coding is just the beachhead, and the \$15 trillion information economy is next.

2026. A Synthesis of Agentic AI.

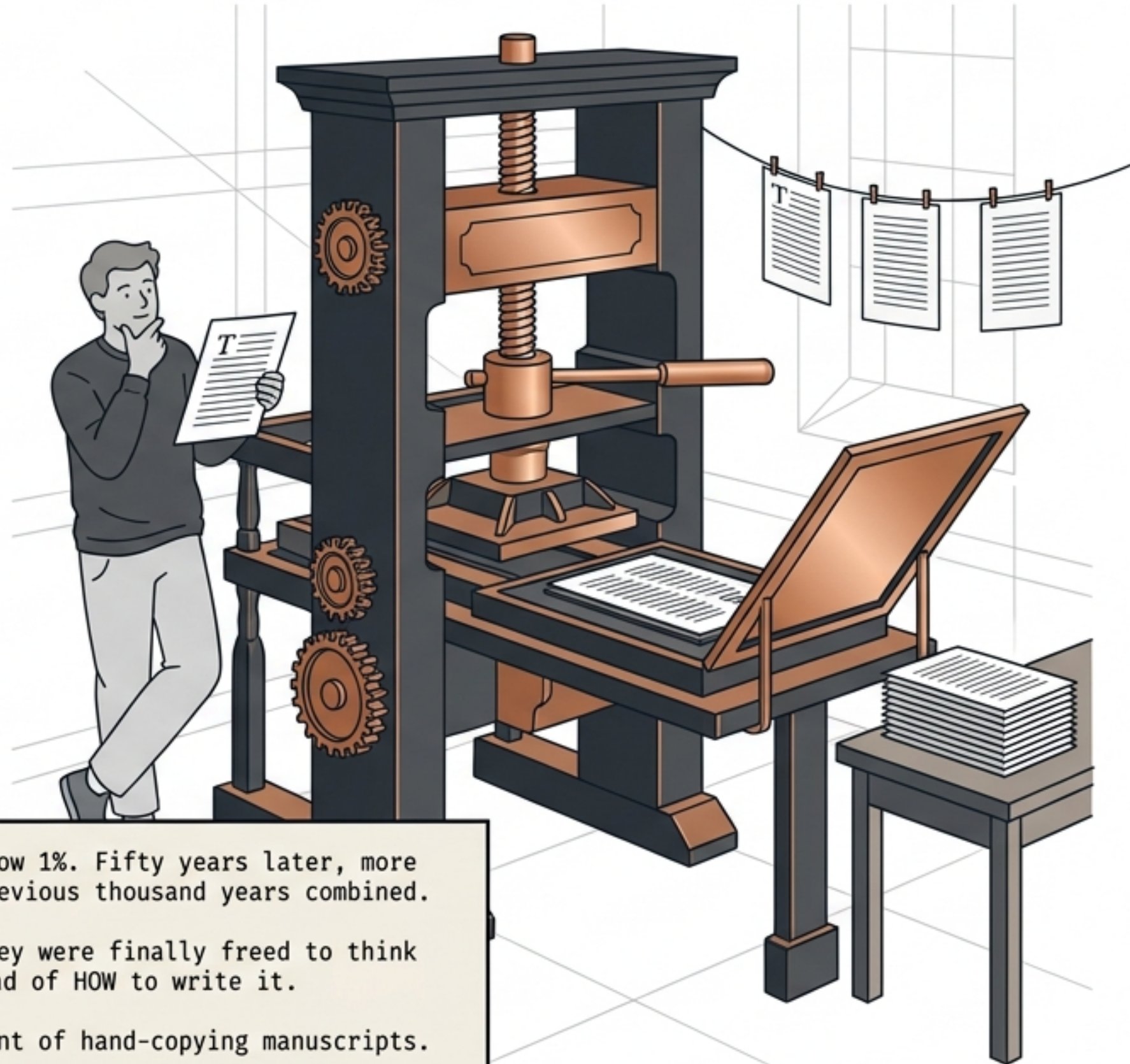
Coding is copying. We are about to become liberated scribes.



Before Gutenberg, literacy was below 1%. Fifty years later, more material was printed than in the previous thousand years combined.

Scribes didn't lose their jobs; they were finally freed to think about WHAT to write instead of HOW to write it.

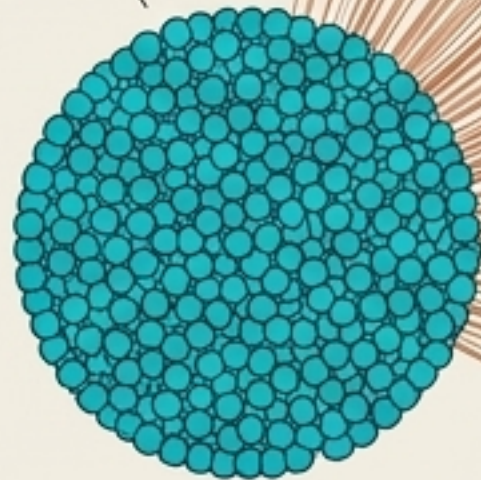
Writing code is the modern equivalent of hand-copying manuscripts.



Coding is the beachhead, not the endpoint.

If you think this is just a
'programmers don't write code
anymore' story, you are vastly
underestimating the blast radius.

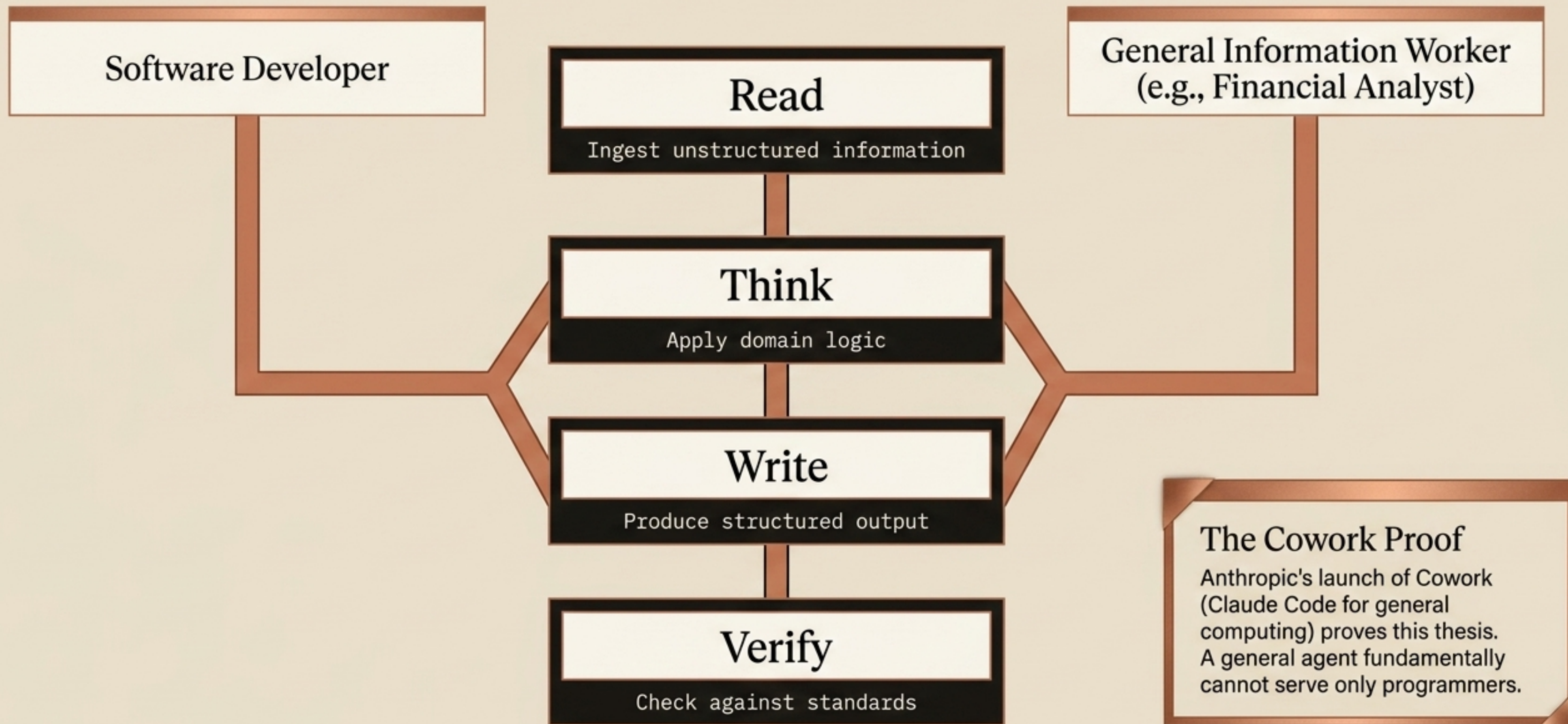
Software Development
4% of all GitHub commits



The \$15 Trillion Information Work Market

Over 1 billion global information workers—one-third of the
global workforce—are directly in the path of this disruption.

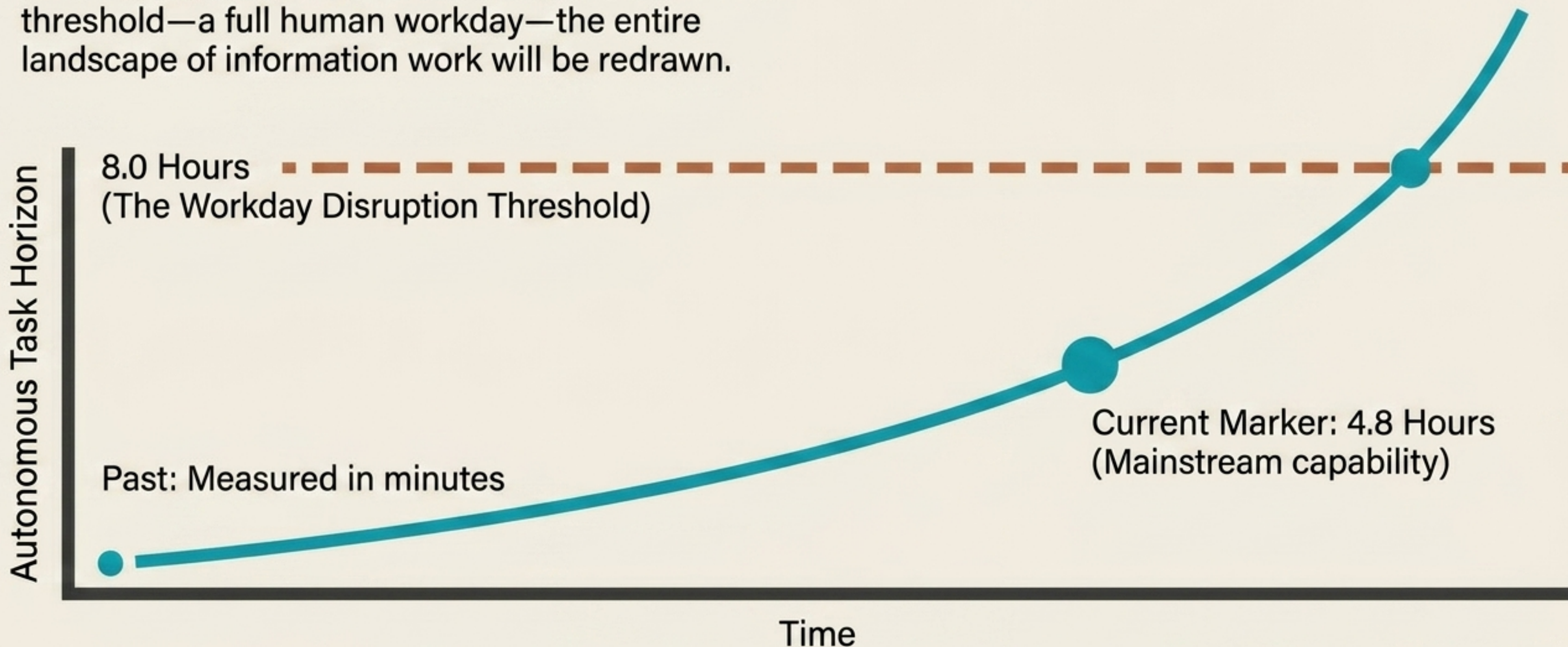
All information work shares the exact same cognitive loop.



The relentless expansion of the autonomous task horizon.

Capabilities are doubling every 4-7 months.

When the autonomous horizon crosses the 8-hour threshold—a full human workday—the entire landscape of information work will be redrawn.



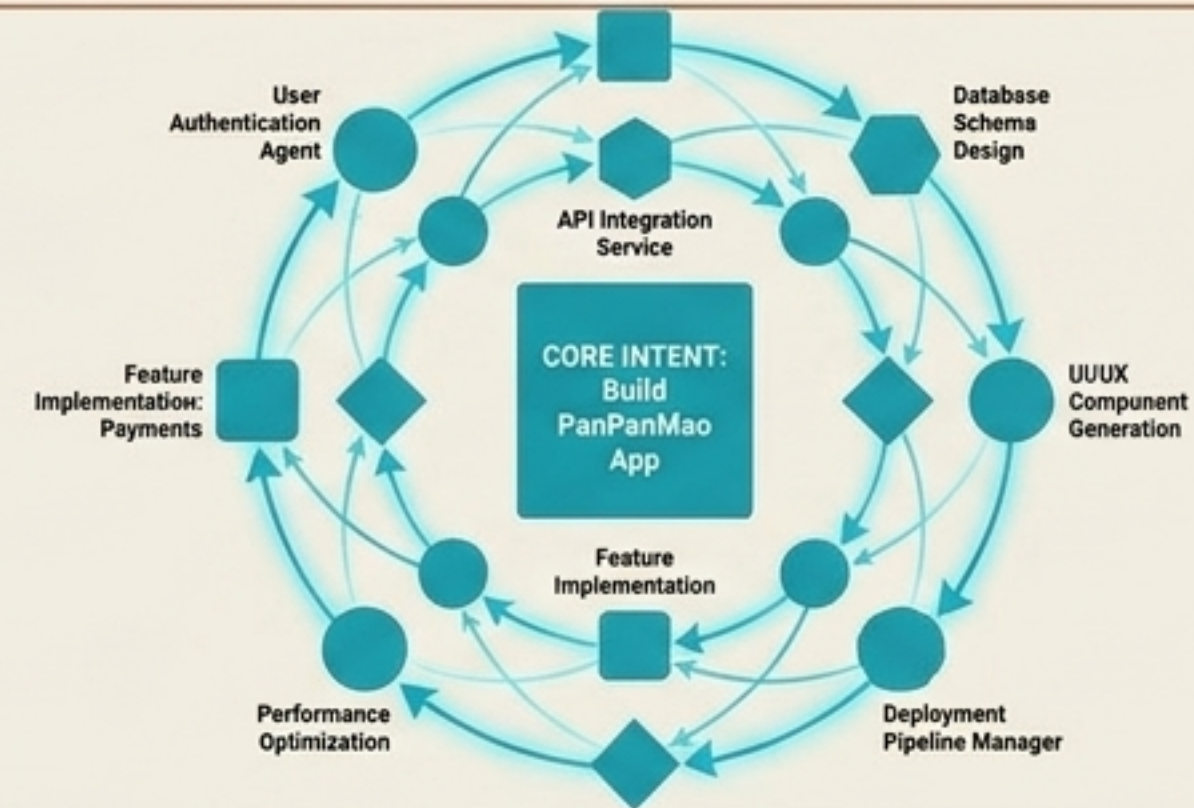
The shift from execution to intent.

2023: The Executor

```
10 function processData(data) {  
11   for (let i = 0; i < data.length; i++) {  
12     if (data[i].isValid) {  
13       // Autocompleting...  
14       // performAction(data[i]).  
15       performAction(data[i]);  
16     }  
17   }  
18  
19   return processedResult;  
20 }
```

- **Focus:** Autocomplete
- **Role:** The person who writes code
- **UI:** Staring at syntax

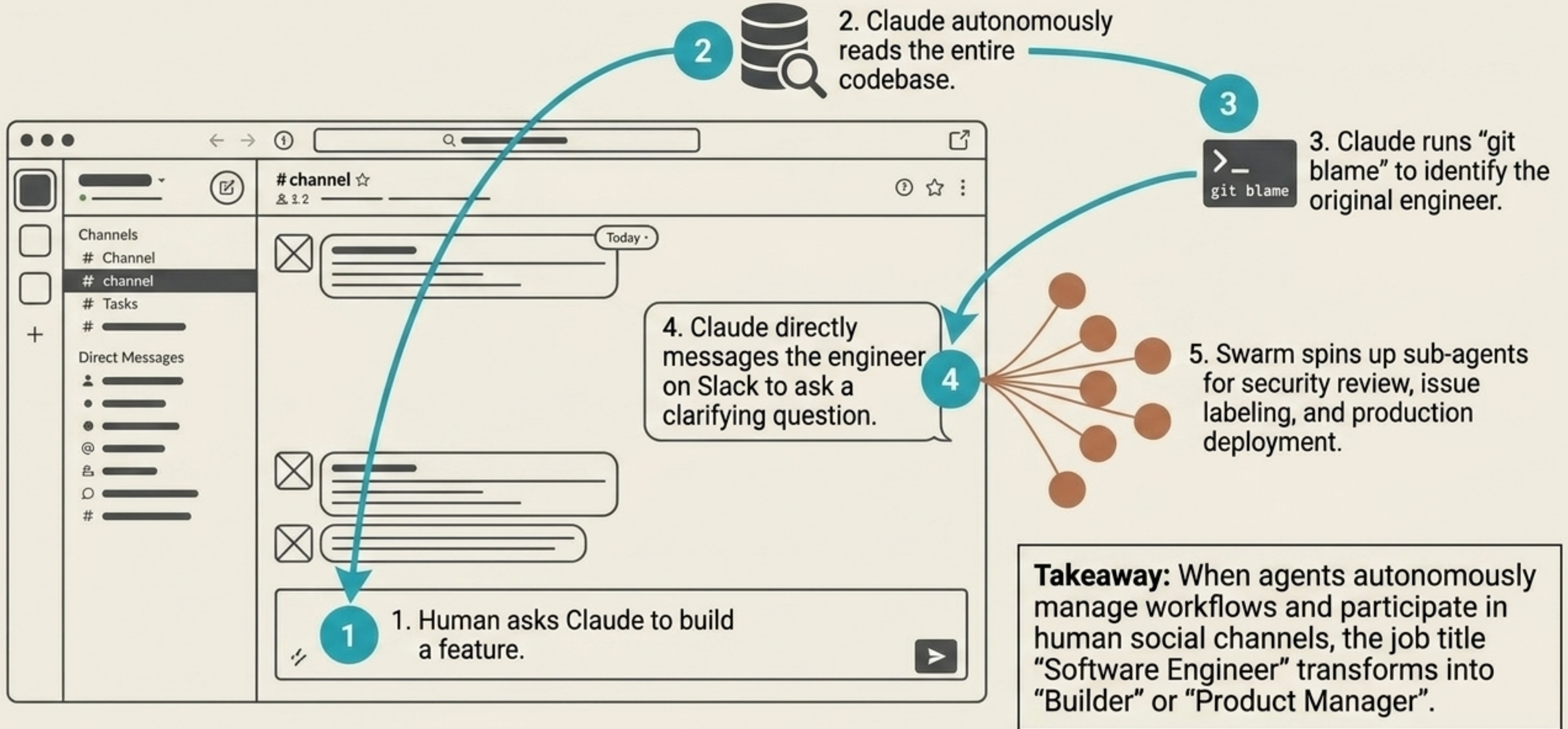
2026: The Manager



- **Focus:** Describing intent
- **Role:** The person who manages the agent
- **UI:** Natural language and strategy

Case Study Note: From *toy apps* to *production architecture*. In early 2026, building the all-in-one PanPanMao app was achieved not by writing code, but by **thinking**, managing architecture, and conversing with agents.

The boundary between tool and colleague has vanished.

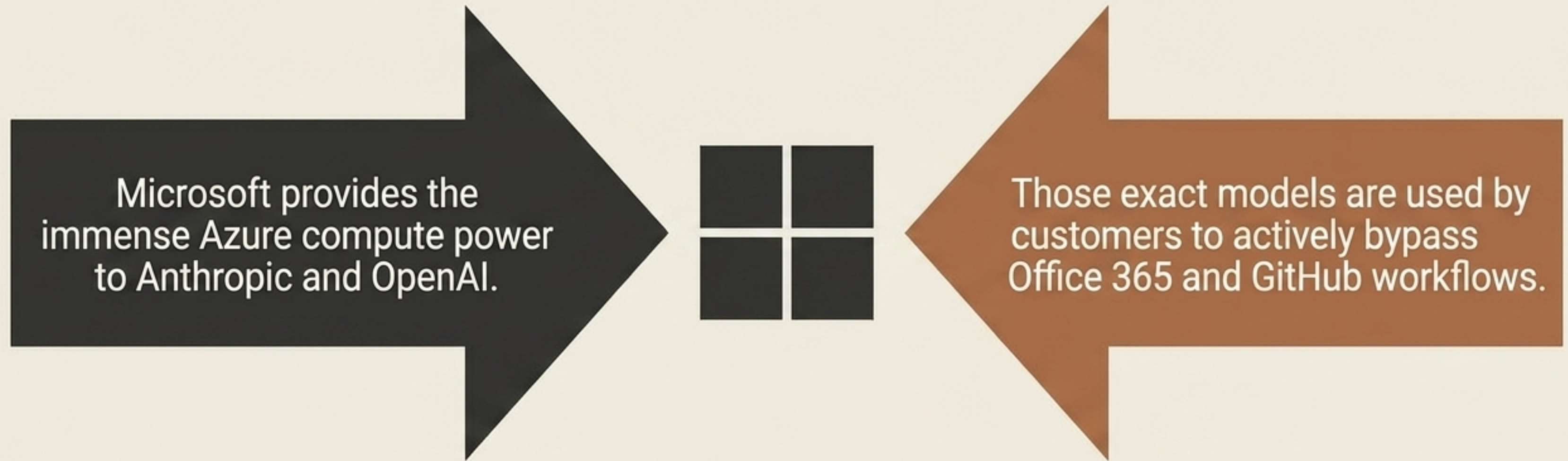


The sudden erosion of the SaaS defensive moat.

Old World (SaaS Moats)	New Agentic Reality (The Breacher)
Data Lock-In	The Breacher: Agents seamlessly migrate data across disjointed systems, slashing switching costs to zero.
Workflow Lock-In (UI dependence)	The Breacher: Agents require zero UI. They execute tasks natively through natural language intent.
Integration Complexity	The Breacher: Model Context Protocol (MCP) allows agents to interface instantly with any tool or service.

SaaS is fundamentally “**information workflows crystallized into code.**” When agents can do the work natively without crystallized code, the traditional SaaS **75% gross margins** become a **massive arbitrage opportunity.**

The predicament of seat-based software.



Microsoft's Copilot launched a full year before Claude Code, yet barely made a dent. This isn't just Microsoft's predicament—it is the existential threat facing every seat-based software company in the era of disposable software.

The bottleneck isn't technology or cost.

Capability

It is here.
Claude Code
is already the
strongest
general
agent.

Cost

Absurdly
cheap.
Entry-level is
the price of a
few coffees.

Education

The true barrier
to the agent
revolution is
entirely human
education and
cognitive
adaptation.

The Cognitive Funnel of Attrition.

99.99% Attrition

Do not even know what AI can actually do.

99% Attrition

Know what it can do, but don't know how to use it effectively.

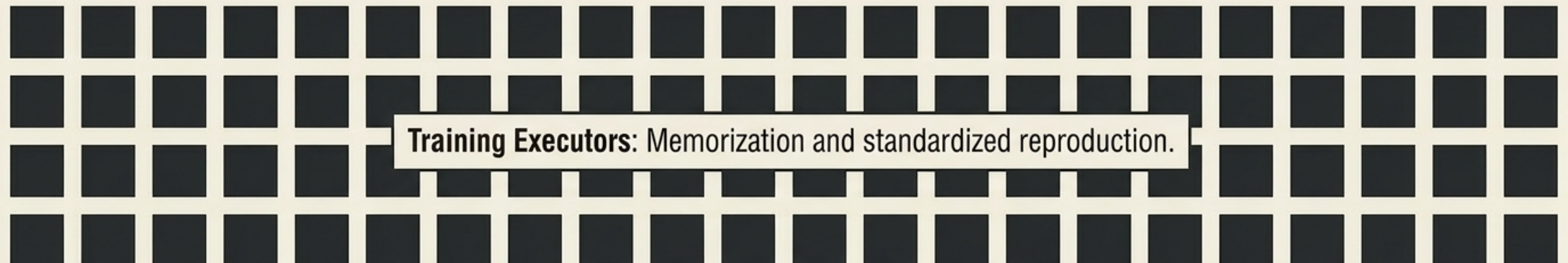
The Rarest Few

Those who have successfully built the mental model that "AI is a collaborator, not a tool."

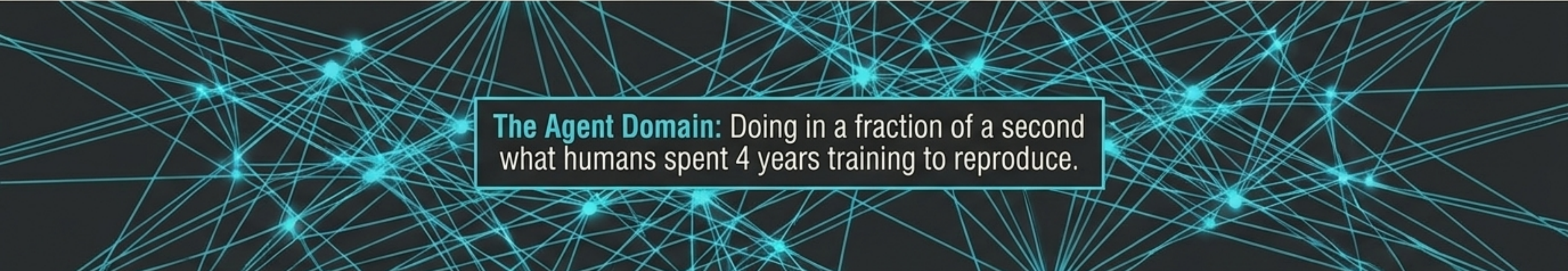


Takeaway: Every layer bleeds massive potential. The few who reach the bottom are operating in a completely different paradigm.

Schools are walking in the opposite direction.



Training Executors: Memorization and standardized reproduction.



The Agent Domain: Doing in a fraction of a second what humans spent 4 years training to reproduce.

Our systems ignore what actually matters: independent thought, decision-making, and the ability to ask the right questions. They train people to be executors, not managers.

AI is a cognitive gap amplifier.



In the past, the productivity gap between a sharp worker and an average worker was 2x or 3x. AI doesn't automatically make the sharp person smarter; it violently tears the chasm wide open between those who can orchestrate and those who merely execute.

Eight parts. One throughline.

The AI Companion:

Understanding environment over mere execution.

Democratizing the Executive:

CEO-level resources via a single subscription.

Disposable Software:

One-off applications built for a single person.

The Last Mile:

The 99.99% cognitive bottleneck.

You Are the Manager:

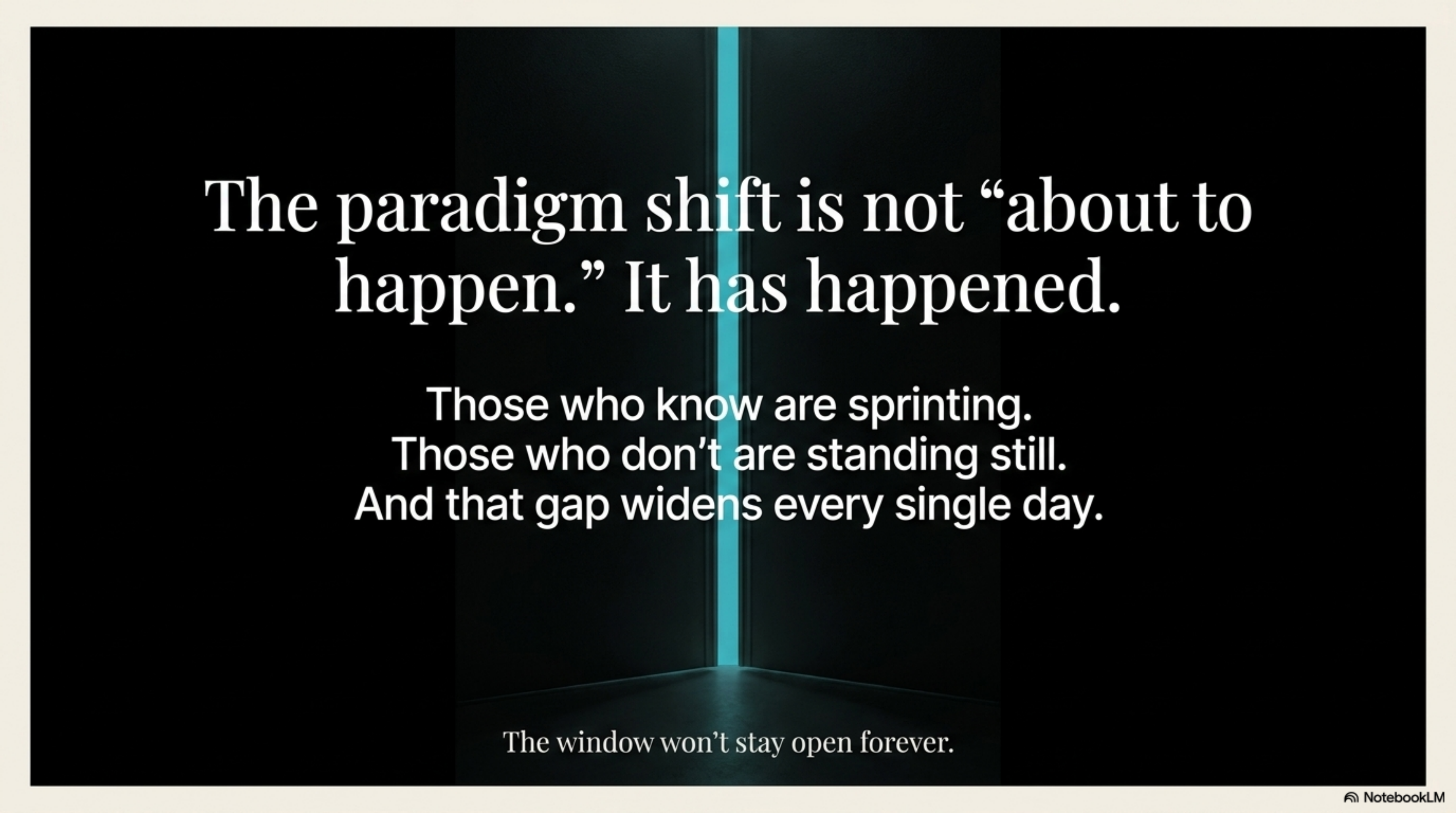
The skill is orchestration, not coding.

Why Claude Code:

Orchestration beats generation.

The Repricing of the \$15 Trillion Information Market



A dark, minimalist room with a single vertical beam of light streaming down from a window at the top center. The light creates a bright, narrow column that illuminates the dark floor and walls, creating a strong contrast. The overall mood is contemplative and dramatic.

The paradigm shift is not “about to happen.” It has happened.

Those who know are sprinting.
Those who don't are standing still.
And that gap widens every single day.

The window won't stay open forever.