

FINDING OPPORTUNITIES IN THE AI GOLD RUSH

October 2023

PRESENTED BY
John Carbrey

We Will Answer 5 Questions

1

Context

Where is AI now?

2

Economics of AI

Will AI cause massive unemployment?

3

For Business Leaders

How do I benefit from AI in my business?

4

For Entrepreneurs

How can you find AI opportunities?

5

For Investors

How do I invest in AI?



Context



AI Is Already in Our Everyday Lives

Personalized Recommendations

amazon

NETFLIX

Search

Google

Navigation

 Google Maps

Voice Assistant

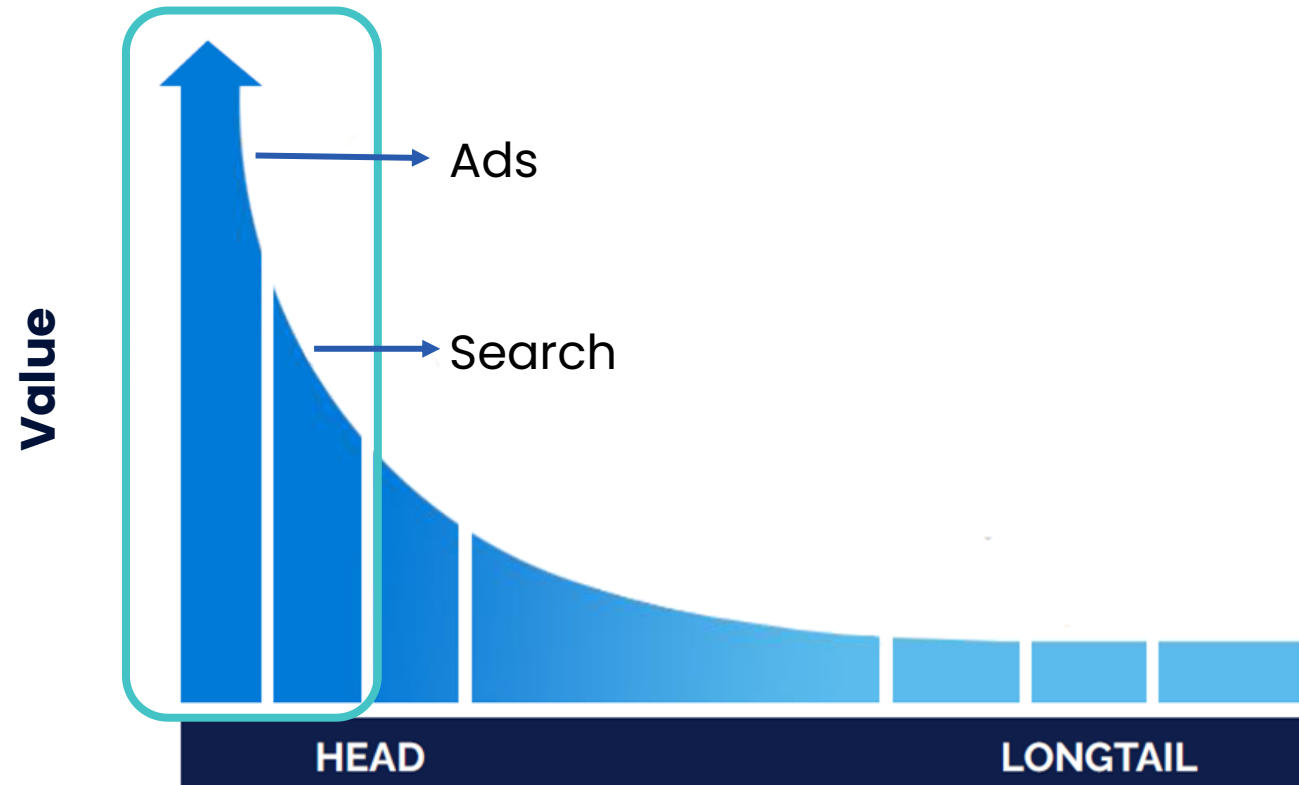
 **alexa**

Facial Recognition

facebook



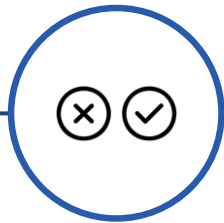
AI Usage Was Limited to Highest Value Opportunities



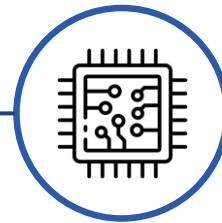
What **Limited** AI Adoption?



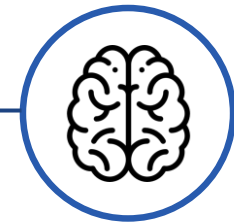
**Billion Dollar
Problems**



**High Accuracy
Requirements**



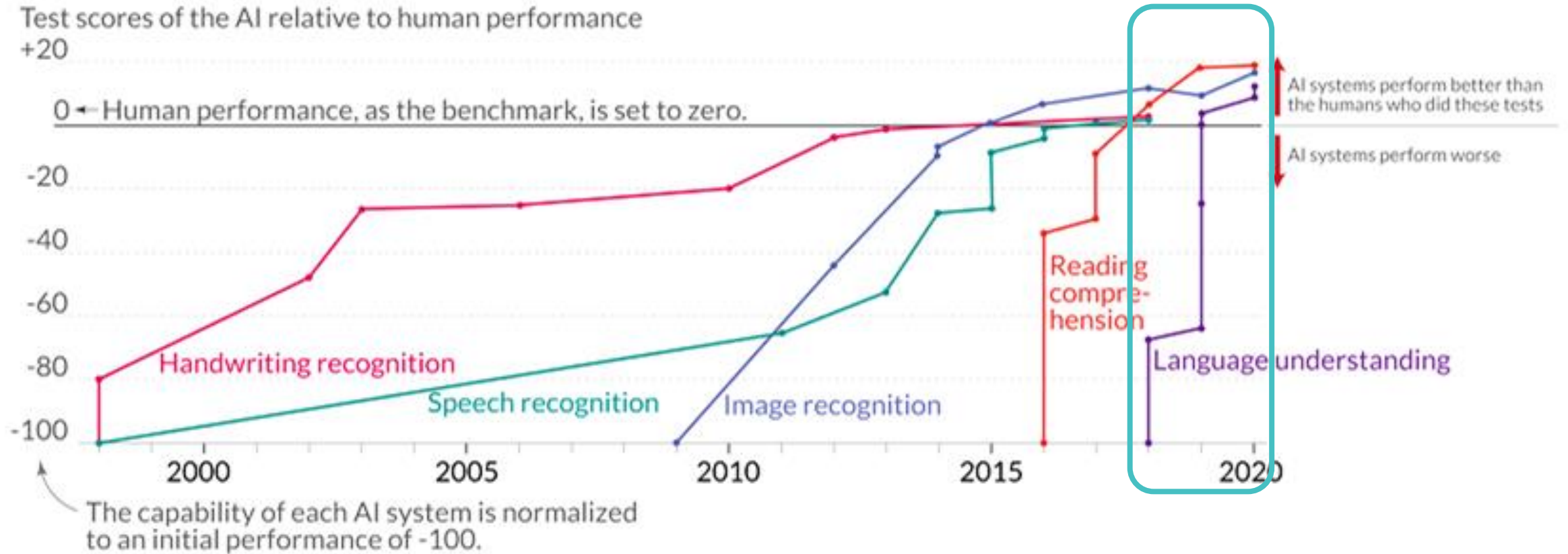
**Significant
Hardware
Investment**



**Human
Excellence**



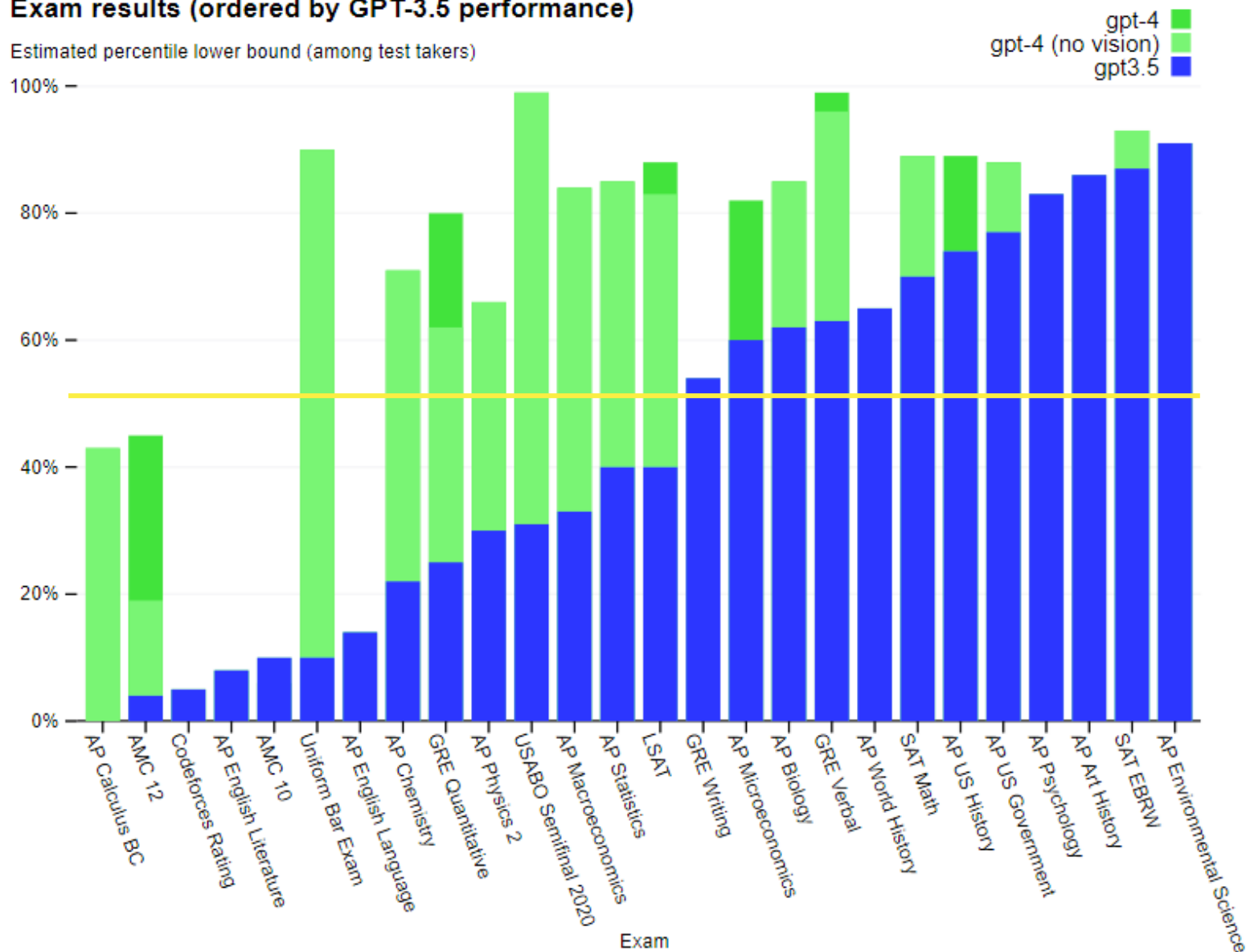
Generative AI has Achieved Language and Visual Understanding



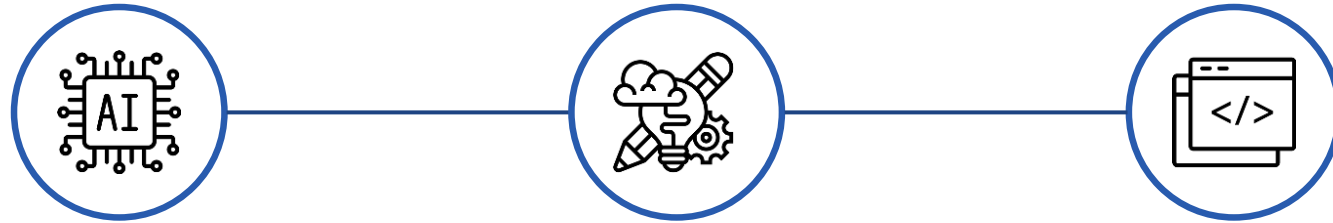
GPT-4 Performance Levels

Exam results (ordered by GPT-3.5 performance)

Estimated percentile lower bound (among test takers)



What has Changed with Generative AI?



AI Performance

Better than humans
at specific tasks

Creative Work

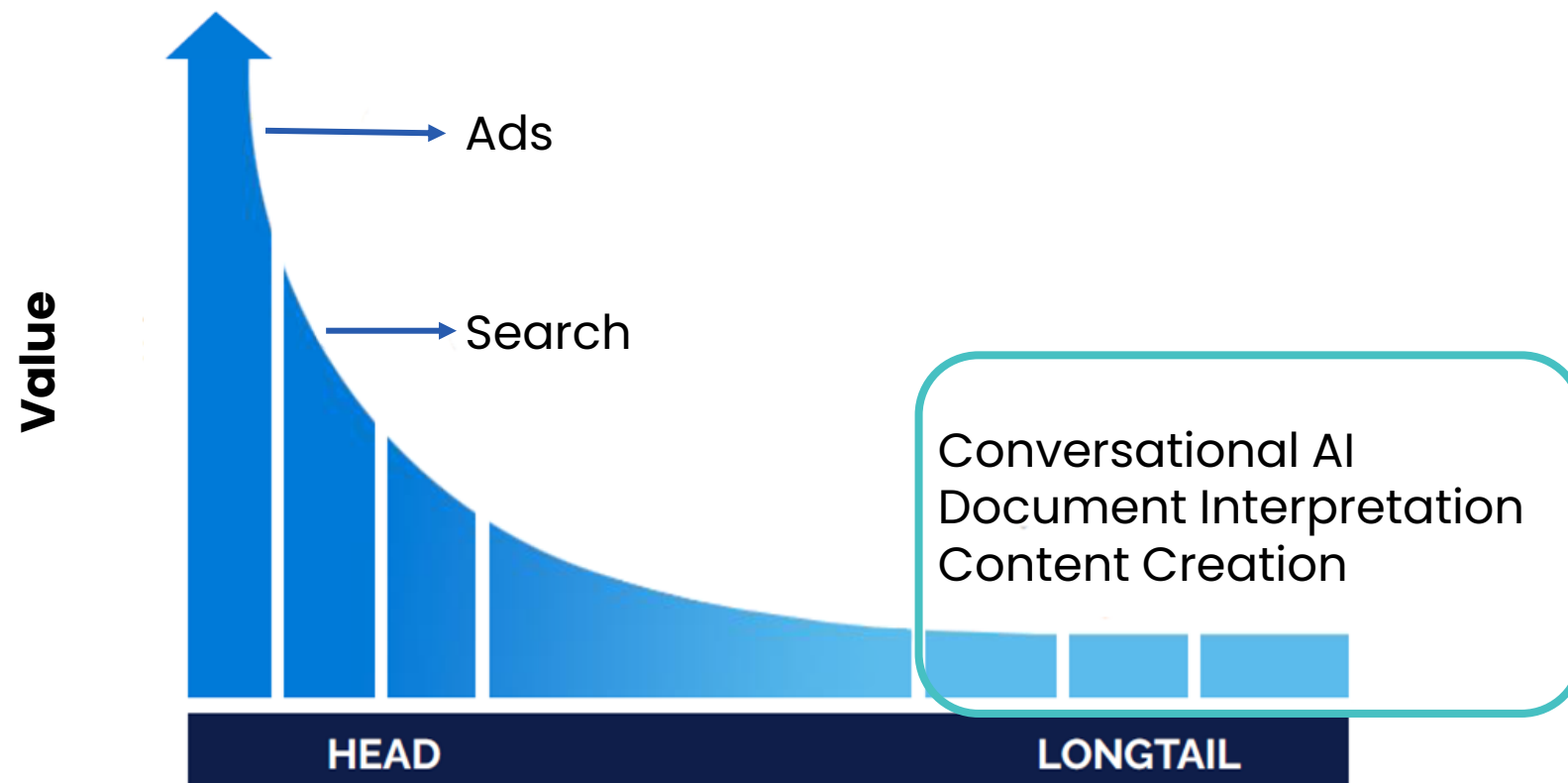
Low accuracy
requirements

AI Tech Stacks

Unlocked software
opportunities



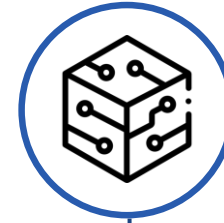
Long Tail Unlocked



Economics of AI



2 Technological Epochs



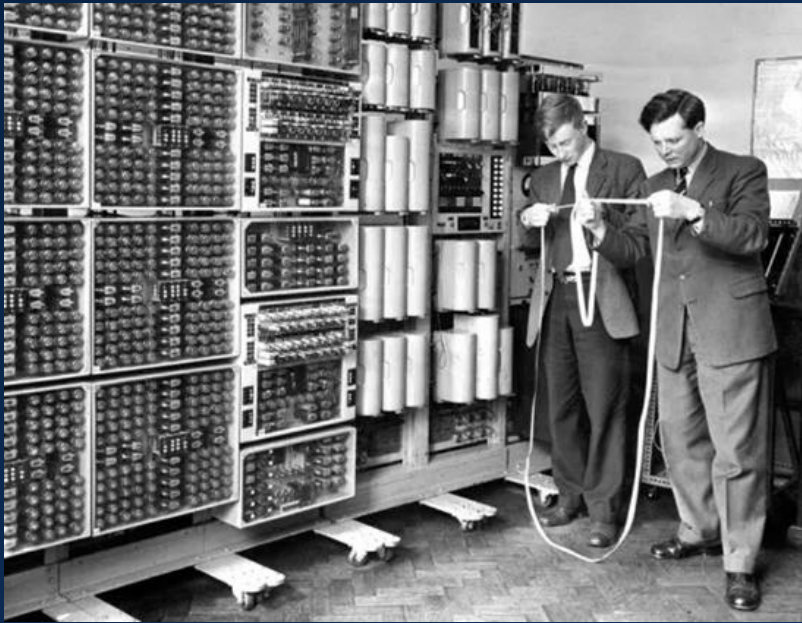
Compute

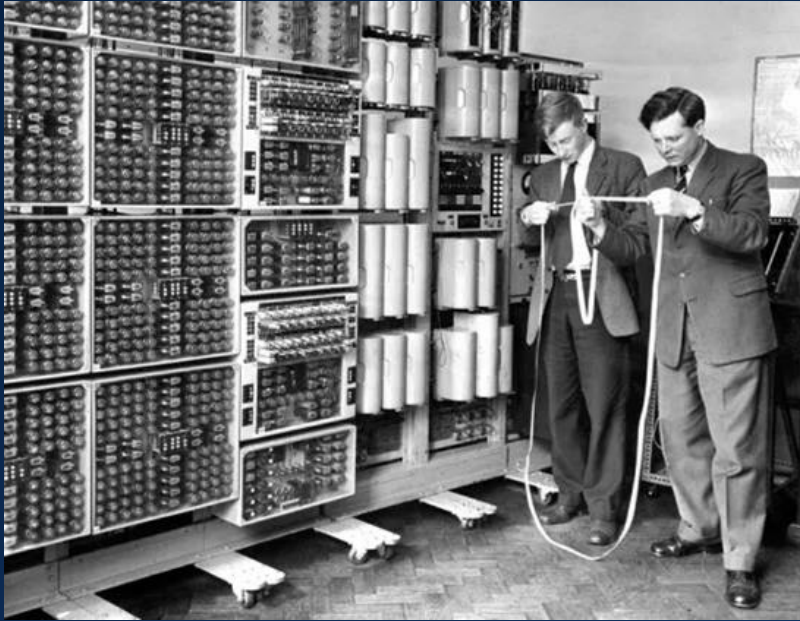


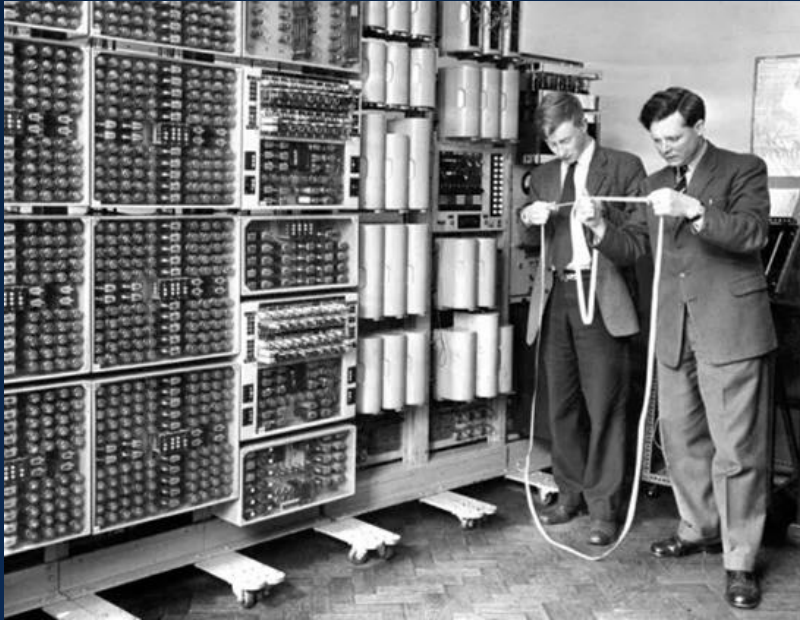
Internet











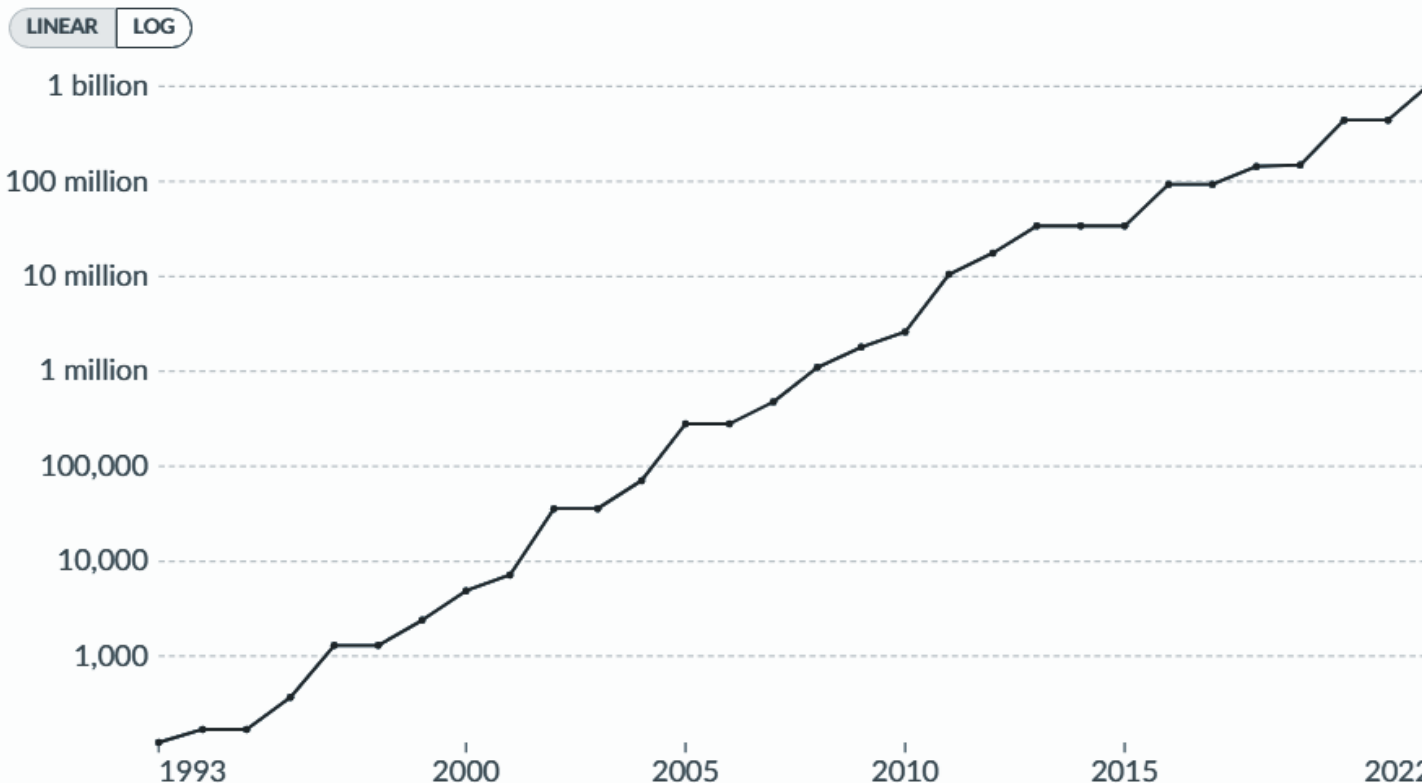
First Epoch: Compute

Moore's Law:
1,000,000x
Faster

Computational capacity of the fastest supercomputers

The number of floating-point operations carried out per second by the fastest supercomputer in any given year. This is expressed in gigaFLOPS, equivalent to 10^9 floating-point operations per second.

Our World
in Data



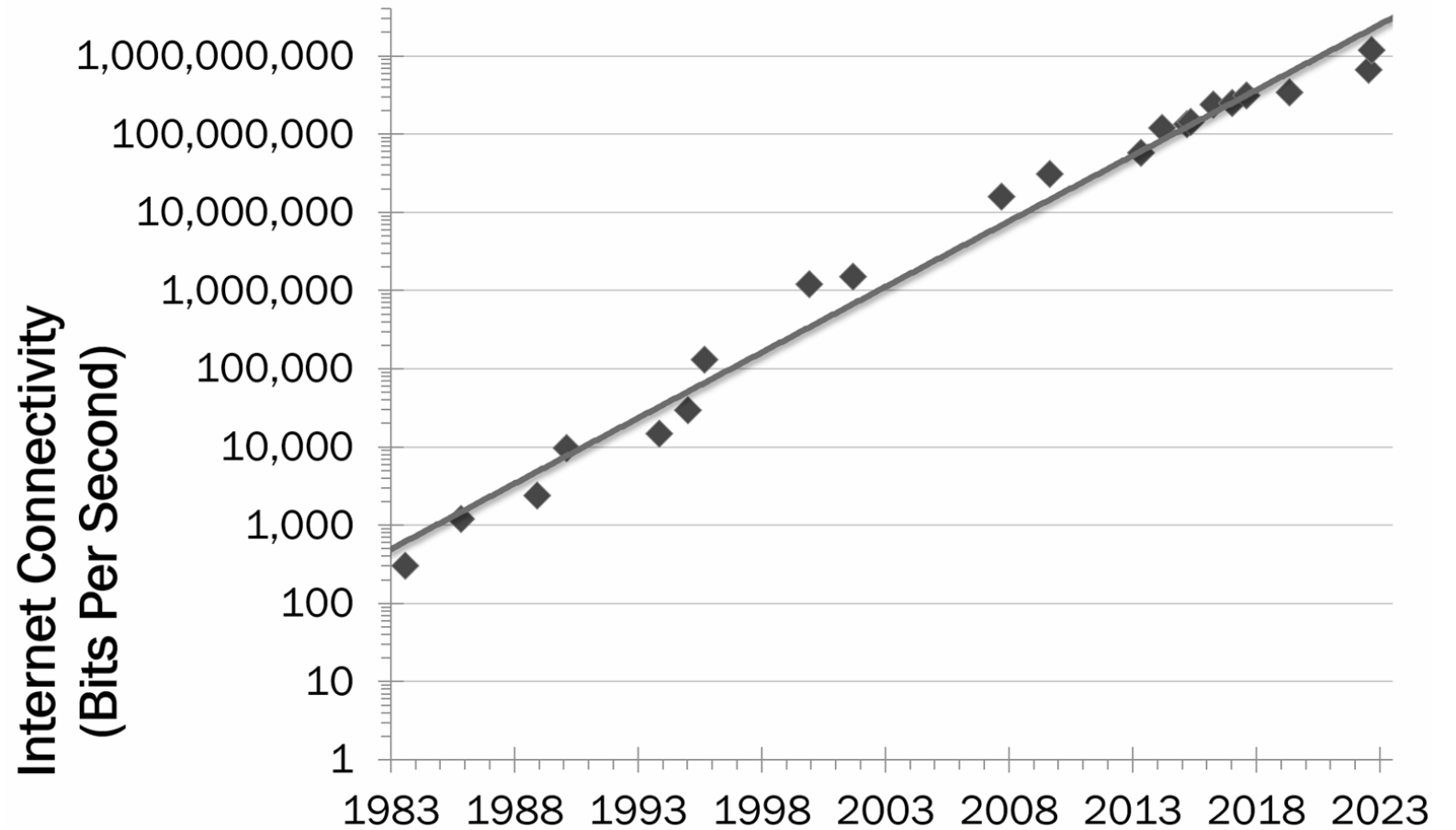
Source: TOP500 Supercomputer Database (2023)

OurWorldInData.org/technological-change • CC BY



Second Epoch: Internet

Nielsen's Law:
1,000,000x
Faster



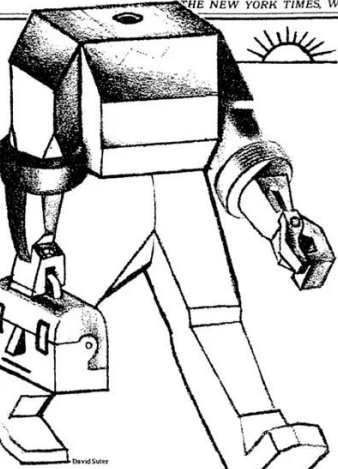
Public Sentiment

Growing technologies, shrinking jobs: a limit to 'full employment'

By Wassily Leontief

today is practically the same as it was 35 years ago.

However, under conditions of labor-saving technological advance, creation of one additional job 20 years ago might have required \$10,000; today, \$20,000; and now easily \$50,000 or more.



PUMA (Programmable Universal Machine for Assembly) is getting more interesting in the area of robotics. Referring to people and robots as "interchangeable," G.M. will rates workers and mechanical on an assembly line that may be most complete integration of man and machine since the auto lunch feeder in Charlie C. "Modern Times." Robots set the pace and if a mechanical arm down, it is replaced by a human demonstrating a prototype of assembling a car dashboard. Plans, job like this are now workers sitting at a bench with parts in front of them. If a worker

New technology isn't a panacea

a daily quota of, say, 80 dashboards may work very hard in the morning, produce 50 units, and take it easy in the afternoon. In eliminating this control, PUMA shuts off the worker's creativity and initiative — a critical productivity loss that is not measured.

Proponents of these changes argue that if we don't adopt new technologies such as robots as quickly as possible, we will fall to the competitive with countries that do, such as Japan. The ability to compete, however, depends on much more than technology. The Chrysler New Yorker, for example, is built with the latest in robots but is a poorly conceived gas guzzler and therefore virtually unmarketable.

In any case, potential labor-saving technologies are becoming far too pervasive to assume that enough jobs will automatically be created for the number of people displaced. Economic revitalization no longer means re-employment. And the devastating social cost of unemployment is not reckoned in the savings that technology promises.

Such a socially destructive use of technology need not be inevitable. Jobs for workers displaced and improved working conditions for those who remain ought to be a condition for the introduction of robots. Productivity gains, for example, could trans-

Unemployment will end honeymoon with robots

By DON MADDOCKS

The Japanese well known for their smooth employer-employee relations, are starting to get nervous about the impact of robot production technology. To date, the unions have greeted robots with enthusiasm, and seen them as a useful addition to the work force. However, the Japanese Ministry of International Trade and Industry, which has been warning about the honeymoon with labor and robots may be over.

Computer Weekly reports that this warning precedes a large investigation into the impact of the robots on the economy. The investigation is timely, because some of Japan's biggest employers are on the brink of bankruptcy. In the case of Hitachi, which has a large robot, based on the production lines will

John, the United States and their smooth employer-employee relations, are starting to get nervous about the impact of robot production technology. To date, the unions have greeted robots with enthusiasm, and seen them as a useful addition to the work force. However, the Japanese Ministry of International Trade and Industry, which has been warning about the honeymoon with labor and robots may be over.

what employees call "sweepsstakes." Low-scoring employees face anxiety and acute feelings.

In the United States, it seems to think just about any office automation program will have a negative human impact," says Ms. Westin. "The office revolution that is taking place in the industrial revolution will short-term less of jobs in the office. One in four companies are expected to lose jobs in the next six months."

Companies surveyed were drawn from the Fortune 1000 list. 98 percent of which already use some form of electronic equipment ranging from word processors, video display terminals and electronic mail systems to computerized message and data storage centers.

More than half the surveyed companies say employees were "apprehensive" prior to automation, adding that they were being put in a position like in "Modern Times," he says, referring to trans-

C2 L+



Alan Greenspan, the Federal Reserve chairman, said concerns about job security would keep a cap on wage demands and inflation in a speech at the National Governors Conference in State College, Pa.

Technology Is Heightening Job Worries, Greenspan Says

WASHINGTON, July 11 (Bloomberg News) — Rapid technological change is making jobs less secure in the United States, Alan Greenspan, the Federal Reserve chairman, said today, suggesting those anxieties would keep a cap on wage demands and inflation even as unemployment holds close to a 5½-year low.

High Frequency Economics in Valhalla, N.Y., "Greenspan has used the worker insecurity story to help explain the relatively low rates of wage increases in the current expansion." The comments by Mr. Greenspan suggest worker demands for higher wages are being moderated by the fear of being laid off amid "job skill obsolescence." That would mean there is less inflationary pressure that the central bank would choose to address by raising interest rates even as the unemployment rate, at 4 percent, is close to its 36-year low of 3.9 percent reached in April.

Andrew Yang wants to give you money

■ ELECTION 2020 ■

The entrepreneur with the universal basic income pitch is outperforming some actual lawmakers.

By SEEMA MEHTA

KEENE, N.H. — Andrew Yang travels around the country warning of a dystopian "Mad Max"-like future, yet dropping dry one-liners along the way like he's at a comedy open-mike. His approach — doom and gloom — plus his promise to give every American adult \$1,000 per month — are increasingly winning the Democratic presidential candidate the favor of a small but vocal segment of

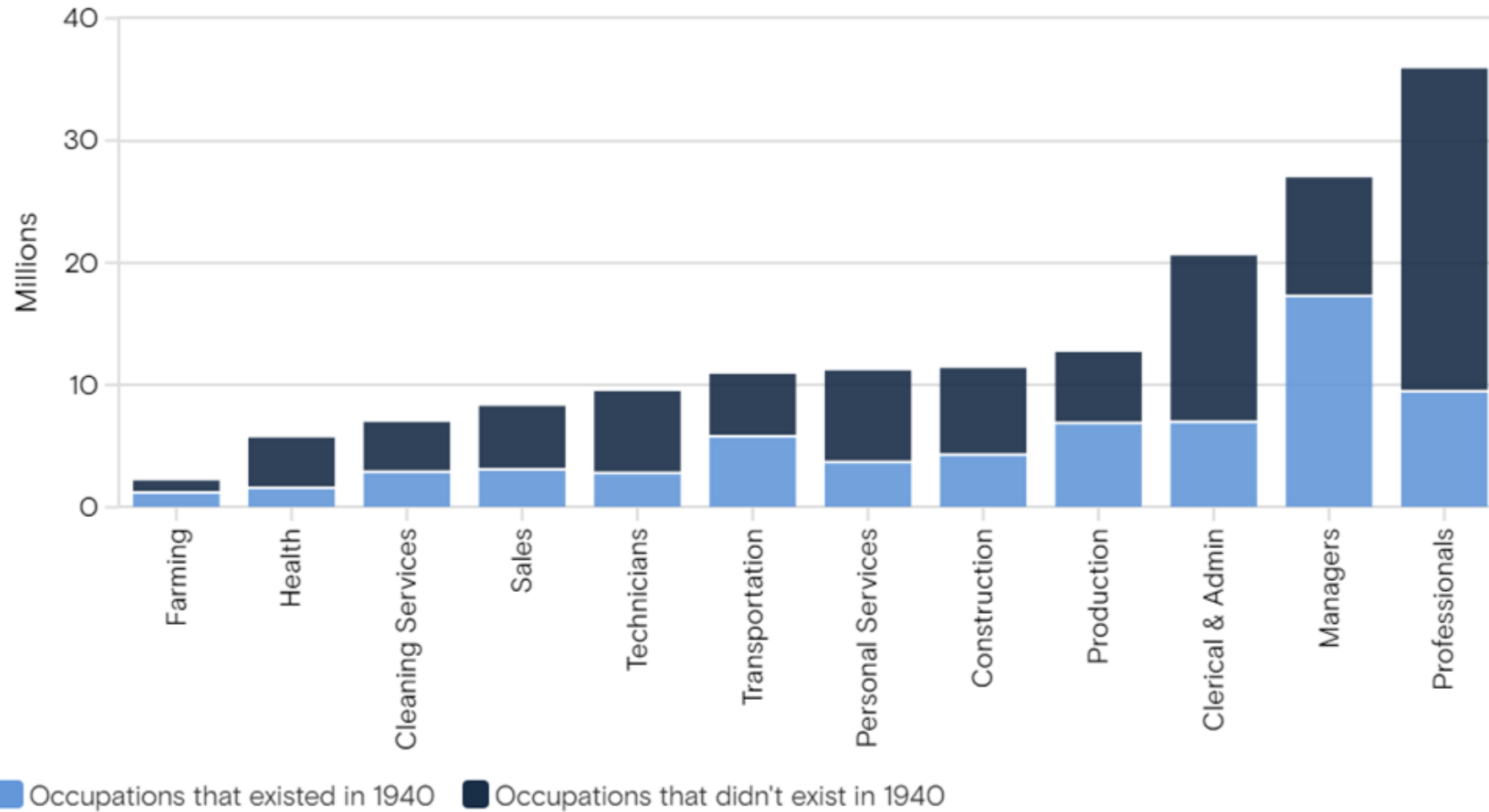


alarm. "But my first move was not to run for president, because I'm not crazy," Yang told voters in Laconia. "I went to Washington, D.C., and I said to our leaders and policymakers: 'This is the real set of problems. Here's the data. Here's a Power-Point deck. Here's the math. What are we going to do about it?'"

Yang said officials offered three responses: a refusal to discuss the problem, proposals to study it further, and retraining millions of workers for new jobs. "The last one sounds halfway responsible," Yang said, before pointing to studies that found government-funded retraining programs for displaced manufacturing workers had a success rate of 10 percent. "That's a total



Humans Made New Jobs



Third Epoch: AI



We are Repeating History

GIZMODO

The Future Is Here

After the Death of BuzzFeed News, Journalists Should Treat AI as an Existential Threat

Journalists have been busy marveling at the spectacle of AI, but they need to be wary of a corporate shift towards media automation.

By Lucas Ropek Published April 27, 2023 | Comments (22)



Sam Altman, CEO of OpenAI. Photo: Drew Angerer (Getty Images)

BBC

NEWS

AI could replace equivalent of 300 million jobs - report

28 March



By Chris Vallance

Technology reporter

yahoo!finance

BENZINGA

IBM Plans To Replace Nearly 8,000 Jobs With AI — These Jobs Are First to Go

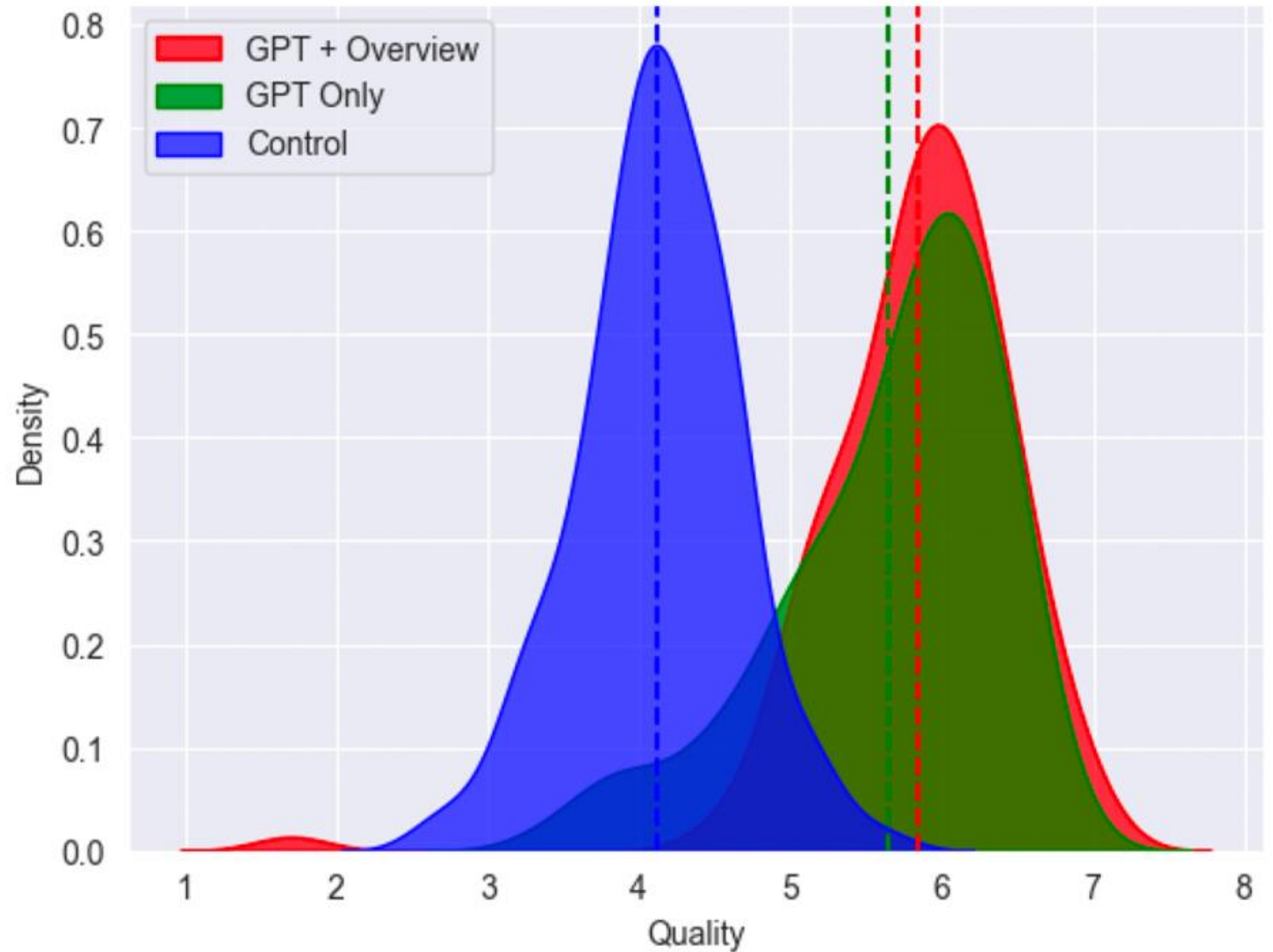


Jeannine Mancini

August 14, 2023 · 2 min read




AI Boosted Workplace Productivity and Efficiency



AI Is an Enabler of Human Productivity

GitHub Copilot

We recruited
 **95**
developers, and split them randomly into two groups.

We gave them the task of writing a web server in JavaScript

 **45 Used**
GitHub Copilot

 **78%**
finished

 **1 hour, 11 minutes**
average to complete the task



 **50 Did not use**
GitHub Copilot

 **70%**
finished

 **2 hours, 41 minutes**
average to complete the task

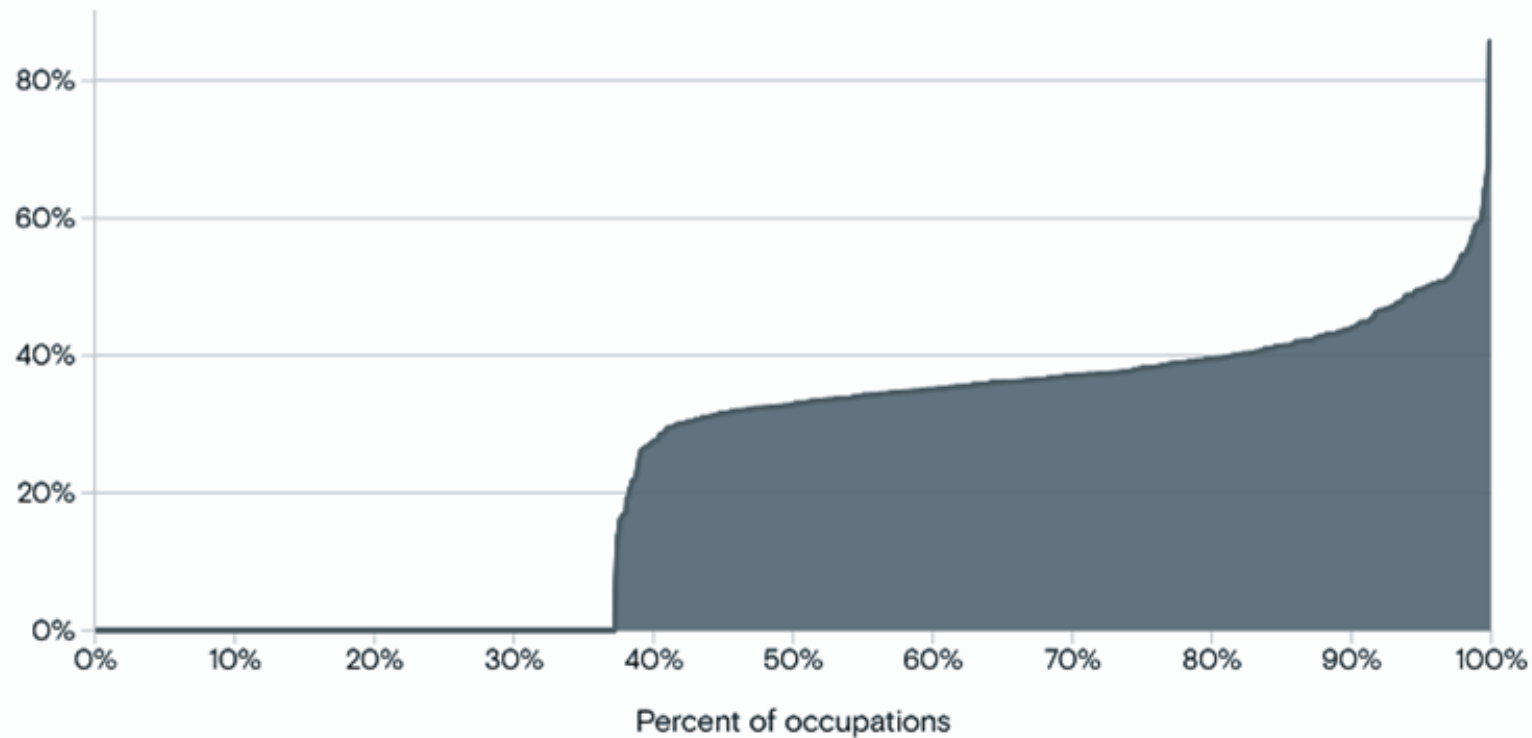


 Results are statistically significant ($P=.0017$) and the 95% confidence interval is [21%, 89%]



Two Thirds of Occupations could Partially Be Automated by AI

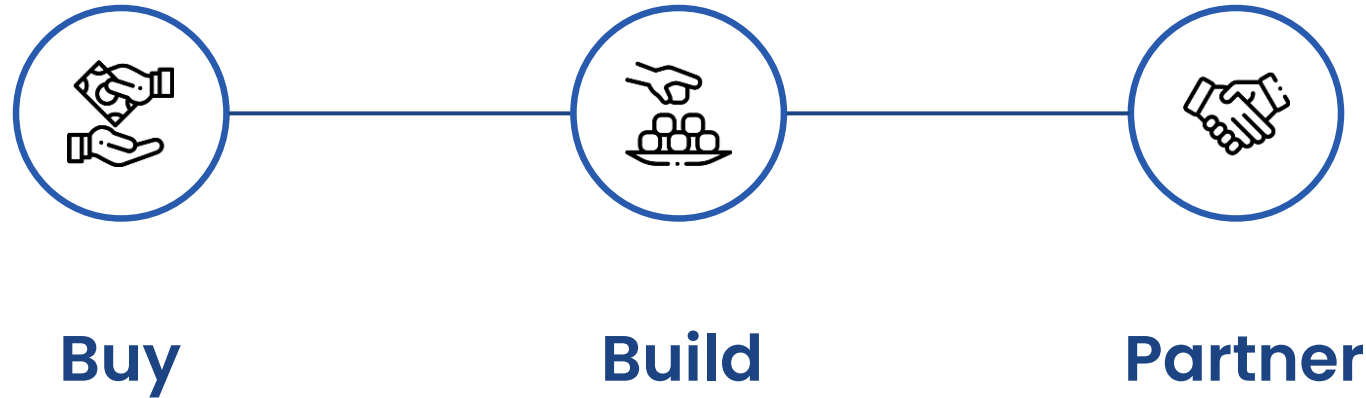
Share of occupational workload exposed to automation by AI

























For Business Leaders



Three Ways to Apply AI



Train Your Staff To Use Enterprise Tools

<h2>Chatbots</h2> <p> HuggingChat  ChatGPT</p> <p> Bard</p>	<h2>Content creation</h2> <p>anyword  Jasper</p> <p>copy.ai</p>	<h2>Grammar checkers</h2> <p> grammarly  ProWritingAid</p>	<h2>Slide decks</h2> <p> decktopus  slidesgo</p>
<h2>Email inbox management</h2> <p> EMAILTREE.AI  SaneBox</p>	<h2>Transcription & meeting assistants</h2> <p> airgram  Fireflies</p> <p>krisp</p>	<h2>Scheduling</h2> <p> reclaimai  clockwise</p>	<h2>Image generation</h2> <p> Stable Diffusion  Midjourney</p>
<h2>Note-taking</h2> <p> mem</p>	<h2>Research</h2> <p>genei  Aomni</p>	<h2>AI agents</h2> <p> HyperWrite  Reworkd.</p>	<h2>Video creation</h2> <p> Filmora  descript</p>





AI-powered sales outreach
platform delivering 4x conversion in
real estate & financial services
at 1/50th the cost



25x More Productive with AI



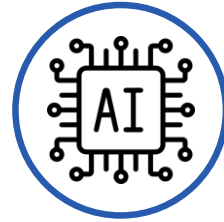
	Real Estate ISA	Landslo
Cost per year	\$40,000	\$40,000
Leads per month	1,000	25,000
Cost per lead	\$3.30	\$0.10



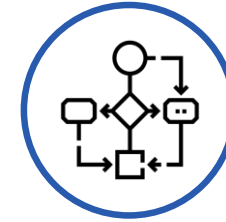
AI Implementation Challenges



Data Privacy



**AI Judgement
& Hallucination**



**Workflow Integration
vs System Change**



News Corp Built AI Tools to Produce 3,000 Local News Stories per Week

The Data Local team uses AI technology to generate stories on weather, fuel prices and traffic reports for hyperlocal mastheads

- [Follow our Australia news live blog for the latest updates](#)
- [Get our morning and afternoon news emails, free app or daily news podcast](#)

HyperLocal 10 minutes ago

Where to find the cheapest fuel in Penrith

Beat the excise: Here's where to find the cheapest petrol in Penrith on July 27.



HyperLocal 10 minutes ago

Check out the latest on Penrith roads

The daily commute is better with a little planning. Here's some roads it might be best to avoid today



HyperLocal 56 minutes ago

Here's what you can expect with today's Penrith weather

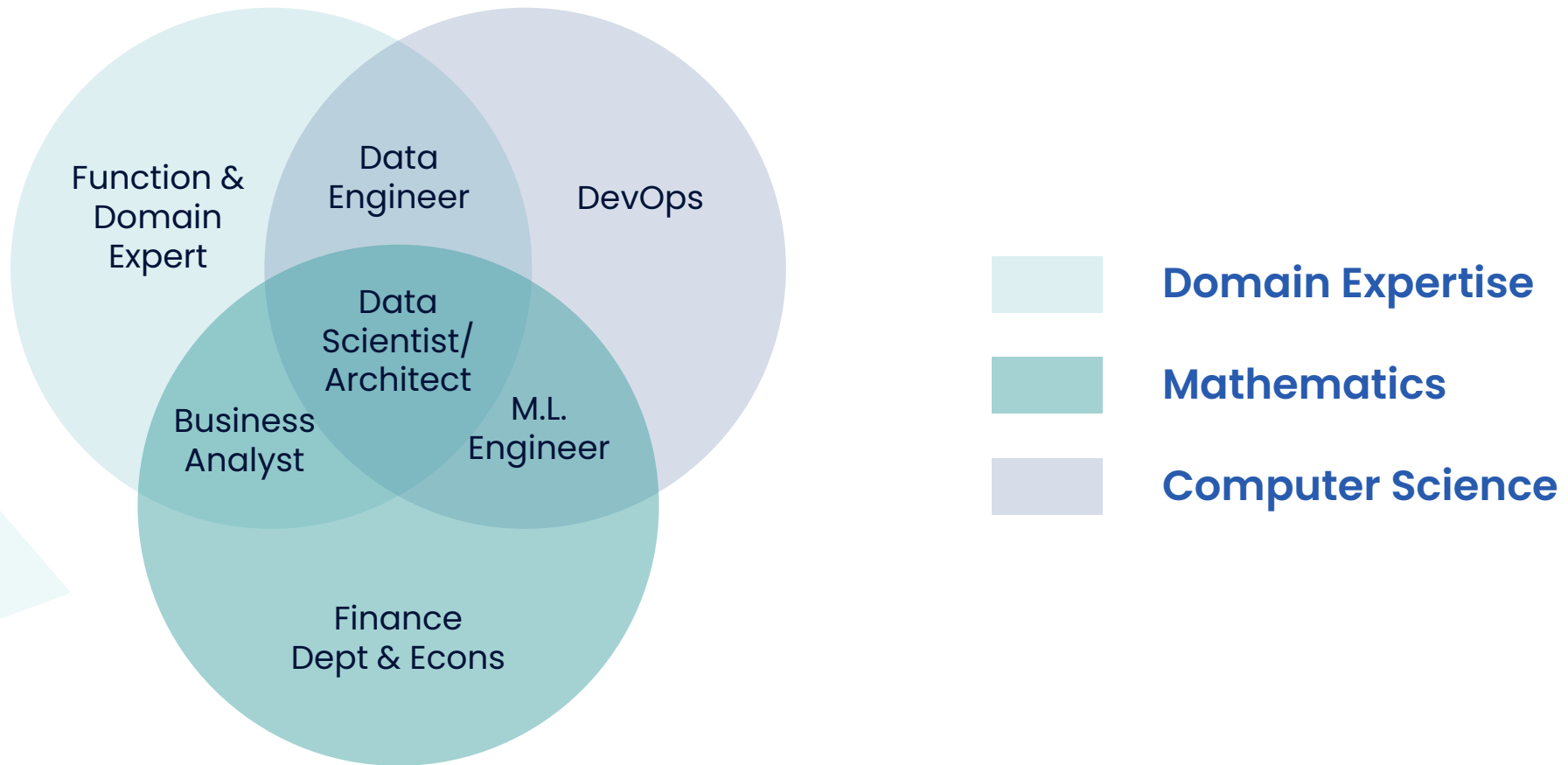
As winter sets in what can locals expect today? We have the latest word from the Weather Bureau.



📷 News Corp Australia has said the 3,000 AI-generated articles are best described as providing service information. Photograph: News Corp



Build In-House AI Capabilities



2 Ways to Partner



Build Tech Product



Build Business Line

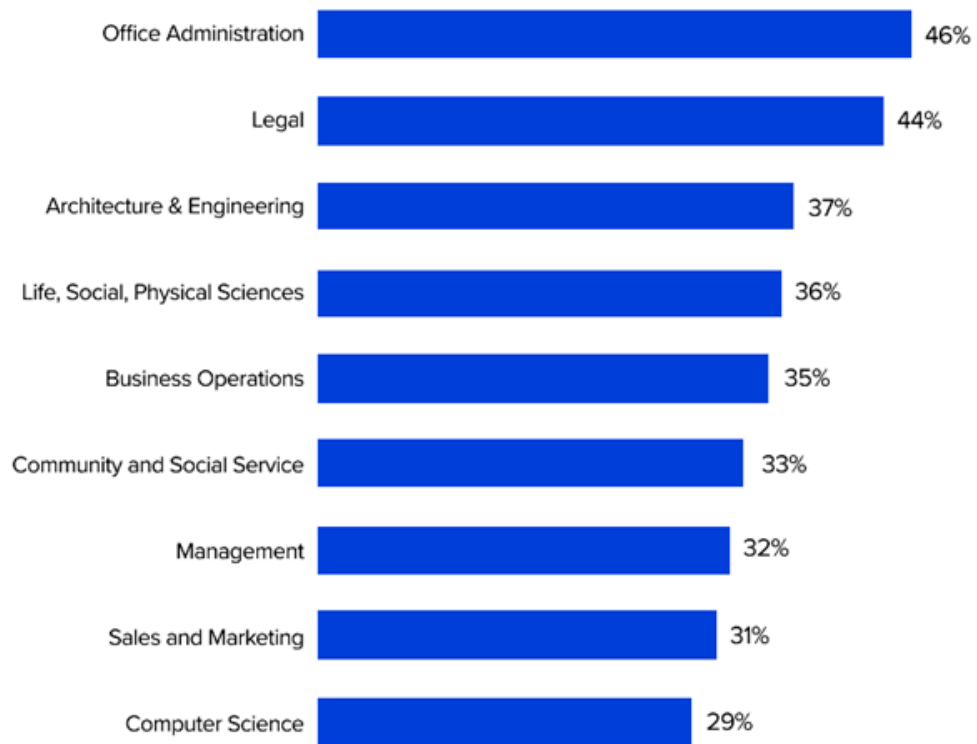


For Entrepreneurs



Top AI Opportunities

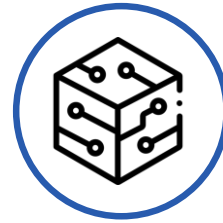
Share of U.S. Labor Force Exposed to Automation, by Select Industries



Select Occupations Most Exposed to AI



Now Is the Time to **Build** Applications



Applications



Models



Cloud Platform



Hardware



4 Steps to Build AI Companies



Ideation

4 weeks

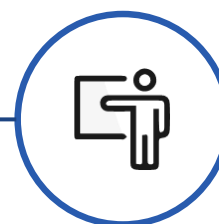
Brainstorm and review opportunities relevant to the Entrepreneur in Residence (EIR)



Validation

9-10 weeks

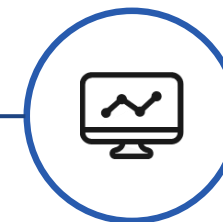
Deep market research & discovery to validate problem and solution hypotheses



Formation

24 weeks

Investment
Hire key executives
Build MVP
Early customer traction



Growth

Indefinite

External seed funding
Venture operating independently





Medibanx

World's first longitudinal patient record solution for pharma that shares economic upside with patients



For Investors



2 Ways to Invest



Public Market

1. ETF
2. Stock



Private Market

1. Venture Studio
2. Venture Capital
3. Direct Investment



Public Market Has Priced AI In

The Guardian

Tech stocks surge as wave of interest in AI drives \$4tn rally

Shares in some firms involved in AI technology more than double in value as traders bet on massive growth in industry




Nvidia, whose high-end chips are used to power the new wave of AI products, is poised to become the next trillion-dollar company. Photograph: Nvidia Corp/Reuters

mint

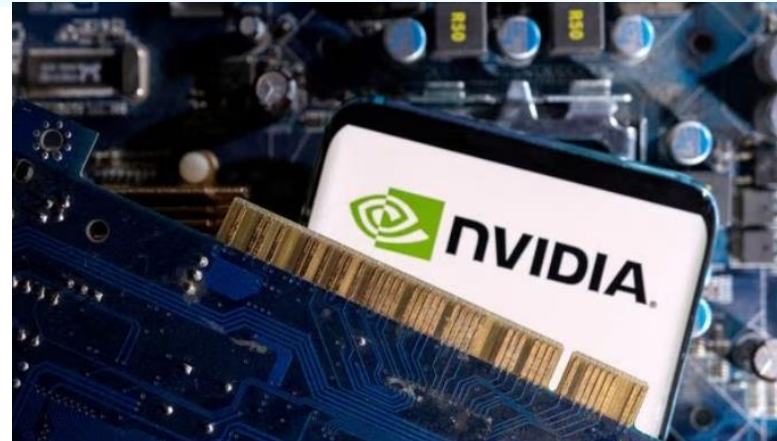
Nvidia stock up over 196% in 6 months as tech stocks rally on AI wave, recoup losses in 2023

2 min read • 26 Sep 2023, 09:12 PM IST

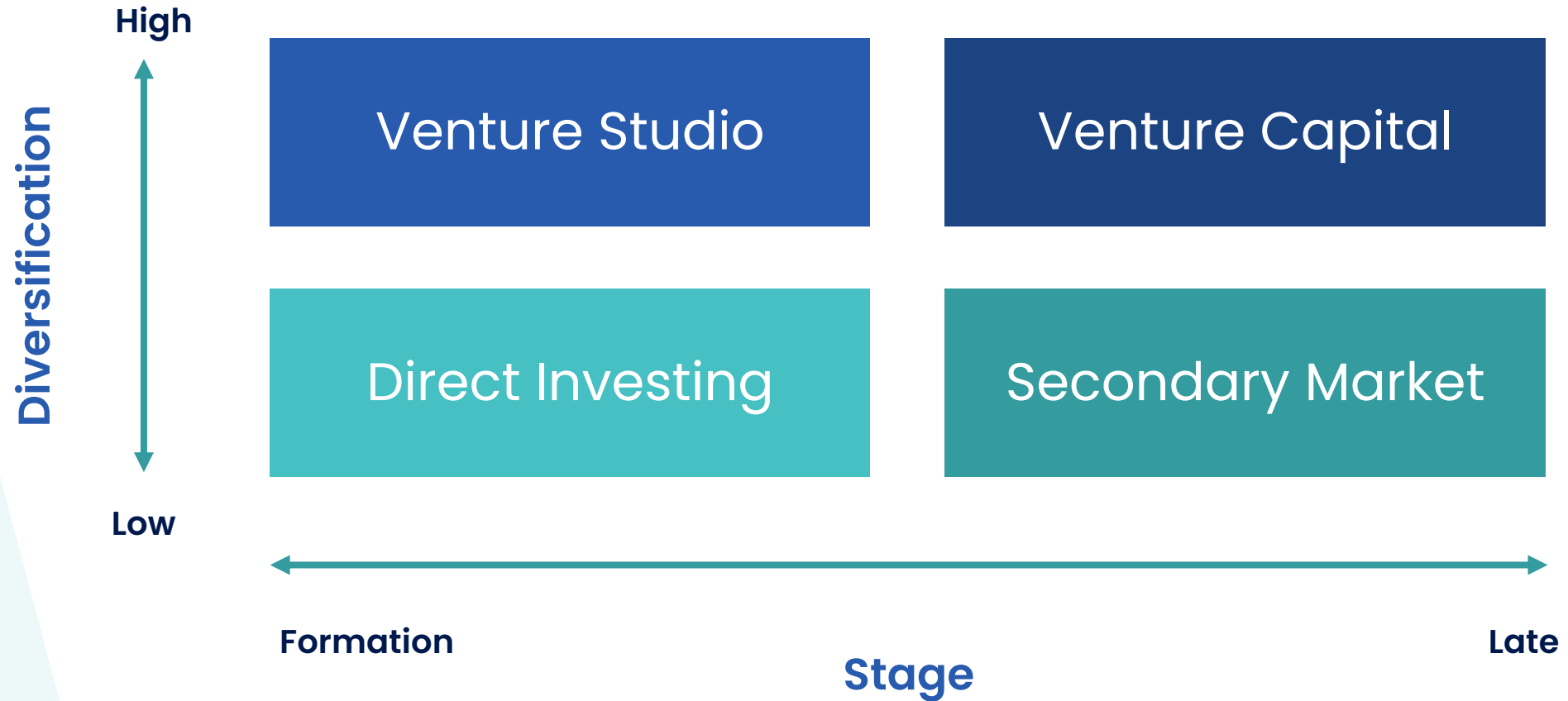
Join us 

[Nikita Prasad](#)

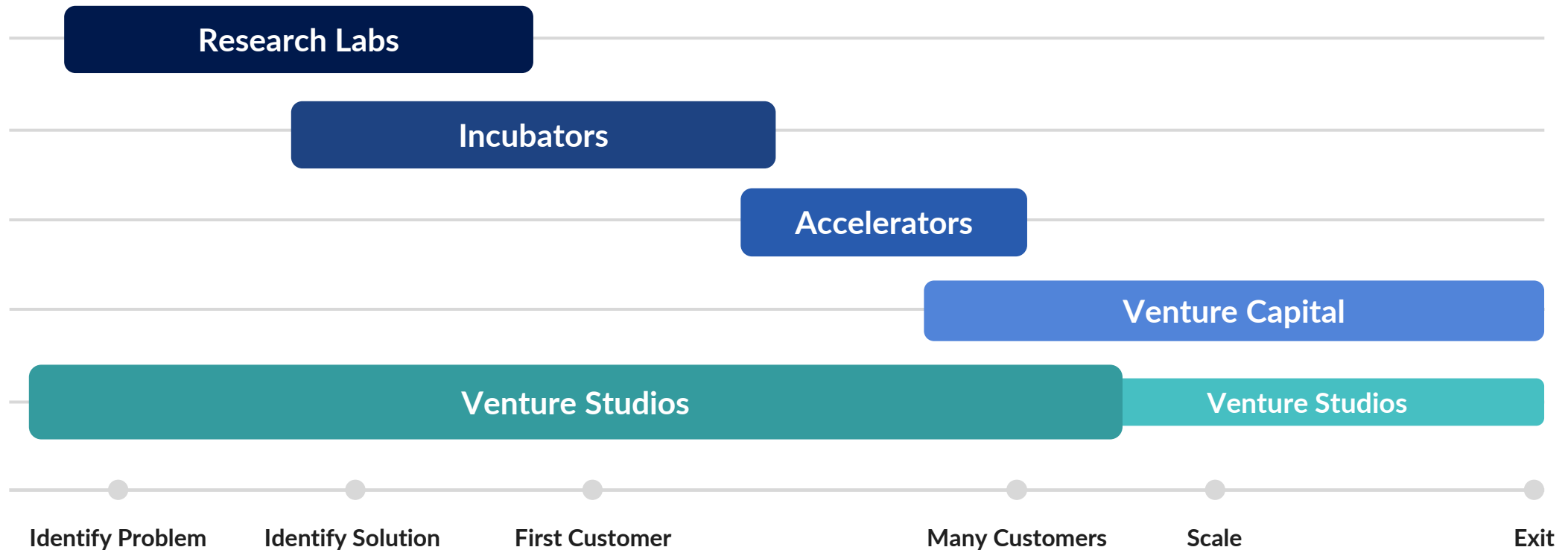
Nvidia has witnessed an uptrend with its share price tripling to 196.36 per cent till July, especially after the company breached \$1 trillion in market capitalization, making it the first US chipmaker to join the trillion-dollar club.



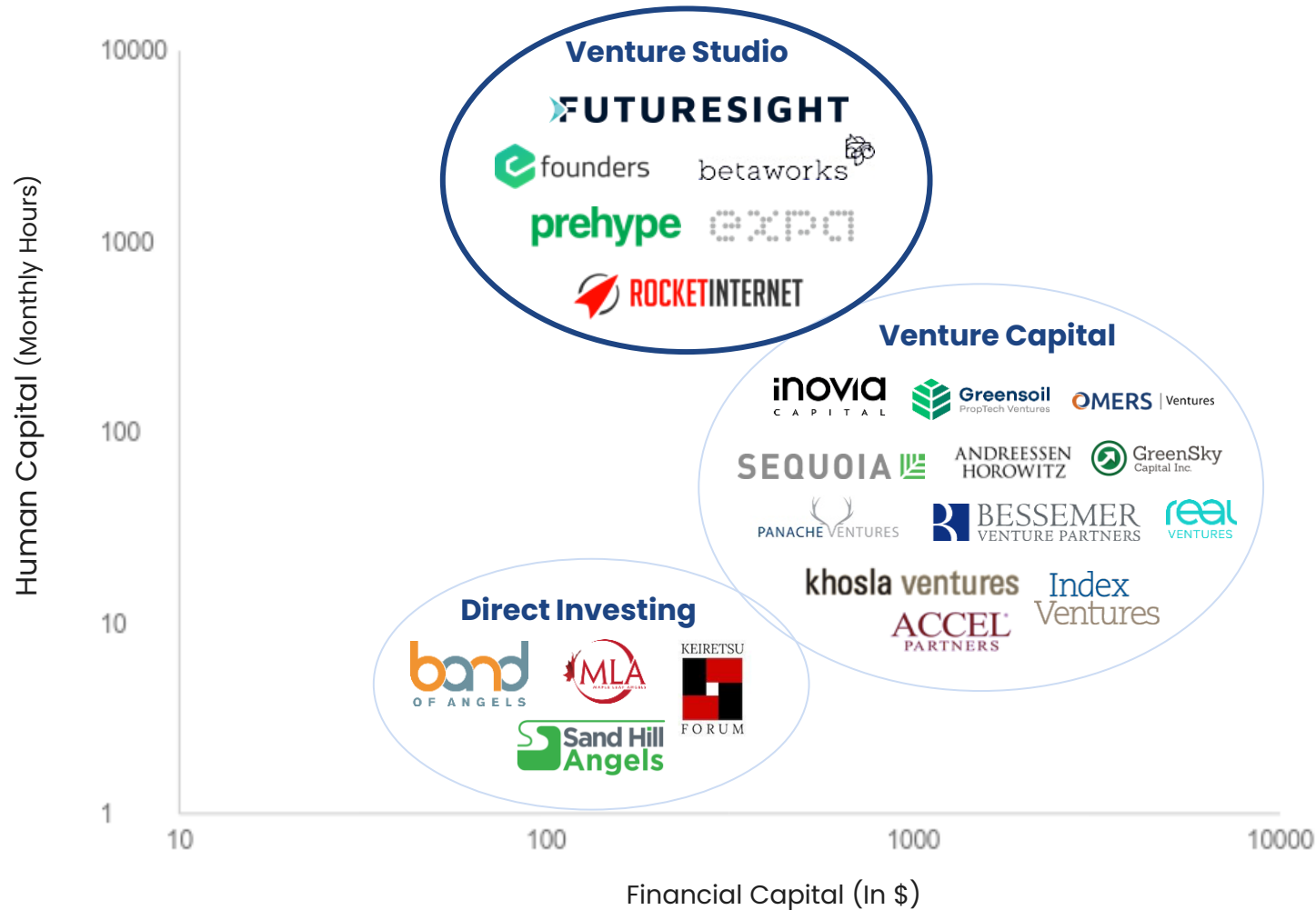
4 Ways to Invest in Private Markets



A Robust Approach to **Venture Building**



The Highest Level of Human Capital



Venture Capital vs Venture Studio



Search for Superman

SEQUOIA 

We help the **daring** build legendary companies.

ABOUT KLEINER PERKINS

For five decades we have partnered with **intrepid founders** to build iconic companies that made history. Today, Kleiner Perkins continues that legacy, investing in founders with bold ideas that span industries and continents, partnering with them from inception to IPO and beyond to maximize the potential of their ideas... and make history.

Accel

**First partner to
exceptional
teams**

khosla ventures

Bold, early, impactful ventures.



Building Ironman

Growth Hacking

Business
Infrastructure

Shared
Services

Marketing
Automation

Institutional
Co-Founder

Playbook



Thank You



john@futuresight.ventures