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Daily brief · 2025-12-06

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3 deep-dives you should really read

AWS launches Kiro powers with Stripe, Figma, and Datadog integrations for AI-assisted coding

VentureBeat - AI · Topic: AI/Cloud/Quantum

- **What it is:** AWS Kiro powers is a system enabling AI coding assistants to gain instant, specialized expertise in specific development tools and workflows, like Stripe and Figma.
- **Who:** Amazon Web Services (AWS) launched Kiro powers, partnering with nine technology companies including Datadog, Figma, and Stripe, at its re:Invent conference.
- **What it does:** It dynamically loads specialized tool definitions and best practices only when needed, reducing computational resource consumption, improving AI agent efficiency, and lowering costs.
- **Why it matters:** This innovation addresses "context rot," a key bottleneck where AI coding assistants become overwhelmed and costly by loading too many irrelevant tool definitions upfront.
- **Strategic view:** AWS is democratizing advanced AI development practices and expanding its "agentic AI" ecosystem by offering a cost-efficient alternative to fine-tuning, enhancing developer productivity and platform lock-in.

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Inside NetSuite's next act: Evan Goldberg on the future of AI-powered business systems

VentureBeat - AI · Topic: AI/Cloud/Quantum

- **What it is:** NetSuite Next is a significant product evolution, embedding contextual, conversational, and agentic AI directly into business workflows to act as an extension of operations rather than separate tools.
- **Who:** Oracle NetSuite, led by founder Evan Goldberg, is innovating enterprise software by deeply integrating advanced AI capabilities into its unified platform.
- **What it does:** NetSuite Next autonomously executes operations like account reconciliation and cash flow prediction, providing context-aware intelligence and collaborative workflow design directly within existing business processes.
- **Why it matters:** This matters because it fundamentally shifts enterprise AI from bolted-on tools to deeply embedded, autonomous intelligence within core workflows, driving operational efficiency and deeper insights for businesses.
- **Strategic view:** This signals a strategic shift towards deeply integrated, native AI within core enterprise platforms, redefining competitive advantage through enhanced automation, security, and intelligent decision-making, setting a new bar for business system evolution.

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Gong study: Sales teams using AI generate 77% more revenue per rep

VentureBeat - AI · Topic: AI/Cloud/Quantum

- **What it is:** A new study by Gong highlights that sales teams leveraging AI generate significantly more revenue per representative, signaling a dramatic shift in enterprise trust and adoption of AI for revenue generation.
- **Who:** Revenue intelligence company Gong conducted a comprehensive study, analyzing sales opportunities across 3,600+ companies and surveying 3,000+ global revenue leaders, on AI's impact.
- **What it does:** This research demonstrates that organizations embedding AI into core go-to-market strategies achieve 65% higher win rates and 77% more revenue per sales representative compared to non-users.
- **Why it matters:** As revenue growth decelerates and sales quota attainment falls, AI boosts existing team productivity, shifting executive priorities towards maximizing output from current sales talent.
- **Strategic view:** TMT executives must strategically invest in domain-specific AI for revenue operations to enhance forecasting accuracy, drive sales productivity, and reshape roles, securing a competitive edge in a slowing growth environment.

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Media / Platforms

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AI / Cloud / Quantum

- [GAM takes aim at “context rot”: A dual-agent memory architecture that outperforms long-context LLMs](#) (VentureBeat - AI) Add to Weekly
- [Anthropic vs. OpenAI red teaming methods reveal different security priorities for enterprise AI](#) (VentureBeat - AI) Add to Weekly
- [AI denial is becoming an enterprise risk: Why dismissing “slop” obscures real capability gains](#) (VentureBeat - AI) Add to Weekly
- [The ‘truth serum’ for AI: OpenAI’s new method for training models to confess their mistakes](#) (VentureBeat - AI) Add to Weekly
- [VanMoof makes a move: Lavoie acquires the e-bike startup out of bankruptcy for ‘tens of millions’ of euros](#) (TechCrunch Mobility) Add to Weekly

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