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Daily brief · 2025-12-07

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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 new system enhancing AI coding assistants by providing on-demand, specialized expertise for various development tools and workflows.
- **Who:** AWS launched Kiro powers with initial integrations from partners like Stripe, Figma, and Datadog, targeting software developers and enterprises utilizing AI coding tools.
- **What it does:** It dynamically loads relevant specialized tool knowledge only when needed, avoiding resource waste and context overload common in current AI coding assistants.
- **Why it matters:** This addresses "context rot" by reducing token consumption, improving AI response quality and speed, and significantly lowering operational costs for AI-assisted development.
- **Strategic view:** AWS is positioning itself to own the efficient, cost-effective scaling of enterprise AI agent adoption, democratizing advanced AI development practices and expanding its cloud services ecosystem.

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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 evolution of Oracle's cloud ERP, embedding contextual, conversational, and agentic AI directly into core business workflows for autonomous operation and deeper insights.
- **Who:** Evan Goldberg, NetSuite's founder, introduces NetSuite Next, Oracle's comprehensive AI-powered enterprise resource planning platform, targeting businesses seeking integrated operational intelligence.
- **What it does:** NetSuite Next deeply integrates AI into existing workflows, automating tasks, providing context-aware insights, and enabling collaborative process design and governed autonomous operations across business functions.
- **Why it matters:** This matters because it shifts enterprise AI from bolt-on features to deeply embedded, autonomous intelligence within core business processes, reducing complexity and driving actionable insights at no extra cost.
- **Strategic view:** C-level executives in TMT must evaluate how deeply integrated AI, offered by major platforms like NetSuite, influences enterprise technology adoption strategies and vendor selection toward more autonomous and secure operations.

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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 Gong study reveals sales teams leveraging AI generate 77% more revenue per representative, marking a significant shift towards AI's strategic adoption in revenue operations.
- **Who:** Gong, a revenue intelligence company, surveyed 3,000+ global revenue leaders and analyzed 7.1 million sales opportunities, impacting sales teams and executive decision-makers globally.
- **What it does:** The study demonstrates AI significantly boosts sales productivity, transforms basic automation into strategic decision-making, and specialized AI tools deliver superior commercial impact in revenue generation.
- **Why it matters:** This matters because declining revenue growth and quota attainment necessitate maximizing existing sales team productivity, making AI a critical tool for competitive advantage and enhanced forecasting accuracy.
- **Strategic view:** C-level executives must strategically prioritize purpose-built AI adoption to drive significant revenue per rep, transform sales operations, and ensure competitive advantage amidst slowing growth and evolving market demands.

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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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