ΑII

right,

hey

everyone,

welcome

back

to

Coding

Temple's

Agile

Leaders.

We

help

product

and

tech

leaders

execute

and

innovate

in

these

rapidly

changing

times

with

more

confidence

and

velocity.

l'm

your

host,

Evan

Shye.

Today

we

are

joined

by

my

friend,

Greg

Lachnane,

the

co-founder

and

CEO

of

ΑI

Maker

Space,

where

him

and

his

incredible

team

are

building

the

world's

leading

community

for

building

production

LLM

applications.

So

this

episode

is

for

the

technologists

out

there

looking

to

push

the

bleeding

edge

of

ΑI

in

their

organization.

Thank

you

SO

much

for

being

here,

Greg.

Yeah,

thanks

for

having

me,

Evan.

lt's

awesome

to

be

here

with

you.

Well,

l

have

the

pleasure

of

knowing

а

little

bit

about

your

background

and

how

impressive

it

is

and

why

you

are

my

go-to

source

for everything related to ΑI, but maybe you can share а little bit about your journey with the audience here. Yeah, you know, in 2015, graduated with my PhD. lt was an optimization at the time. And part of the reason I even

got

```
it
```

was

because

Ī

kind

of

loved

teaching.

And

ī

started

doing

that

as

an

undergrad.

So

quickly

kind

of

came

out

of

school,

got

into

government

contracting,

consulting

and

started

work

with

teams

to

commercialize

tech.

And

that

kind

of

led

me

into

liking

the

startup

vibe

more

than

the

big

companies.

And

ı

found

it

was

very

hard

to

make

money

with

research.

And

even

though

I

started

to

do

some

consulting

outside

of

government

contracting

with

actual

startups,

Ī

found

it

was

really

still

hard

to

make

money

with

ΑI

at

the

time,

16,

17,

18.

And

started

doing

а

lot

of

sort

of

just

research

for

the

СТО

and

you're

kind

of

taking

this

work

that

you

do

and

you're

thrown

it

over

the

wall

of

the

engineering

team

and

```
it
```

often

dies

on

the

mind.

You

know,

this

kind

of

pushed

me

more

and

more

towards

trying

to

get

inside

and

build

something

with

а

team

towards

product

management.

So

ı

kind

of

went

and

Ī

went

to

entrepreneurship

school,

dabbled

in

some

startups

that

weren't

mind

all

along

l'm

teaching

and

then

COVID

hits.

And

Ī

realized

like,

man,

online

teaching

and

learning

is

like,

this

is

like

the

future.

Ī

like,

ı

have

got

to

get

into

this.

l've

always

loved

teaching.

lt's

never

really

paid,

but

I

got

the

feeling

at

the

time

this

is

what

should

be

focused

on.

2020

actually

take

а

full

time

job

teaching.

So

l'm

teaching

five

days

а

week.

l'm

trying

to

become

like

the

best

at

online

teaching

and

learning.

And

you

know,

it

was

а

big

opportunity

because

still

most

people

have

never

been

to

а

Zoom

room.

That's

like

really,

really

well

run.

lt's

not

like

а

thing

that

people

have

experienced.

But

it

can

be

done.

And

you

know,

this

is

something

l've

been

working

on

for

the

last

four

or

five

years.

tried

to

launch

а

course

back

then

teaching

people

3D

printing.

lt

was

а

disaster.

I

don't

really

know

what

I

was

doing.

Headed

out

to

Silicon

Valley

to

sort

of

learn

startups,

learn

the

industry

of

ed

tech,

understand

boot

camps.

lt's

kind

of

got

me

into

а

role

at

the

company

called

fourth

brain,

which

is

very

close

to

deep

learning

ΑI

and

got

me

kind

of

close

to

а

lot

of

people

that

are

kind

of

at

the

top

of

the

industry.

ı

looked

around

and

realized

like

this

is

what

I

want

to

be

doing

building

these

boot

camps,

but

this

sort

of

VC

product,

. VC

backed

ed

tech

boot

camp

business

model.

lt's

not

quite

right.

And

so,

you

know,

after

Chad

GBT

came

out

2023,

I

realized,

man,

this

is

the

year.

want

to

do

this

а

little

bit

better

than

I've

ever

seen

anybody

do

it.

This

kind

of

led

to

what Al

maker

space

has

become

today.

So

we're

building

boot

camps out on the edge of what's possible with open source. And that's LLM today in production. love it, man. knew there were some similarities in our journey, but I didn't quite appreciate how much. guess l've been an entrepreneur

my entire career,

but

did

some

time

in

an

academia,

а

few

of

us

in

а

PhD

program

and

was

publishing

research

and

realizing

how

far

of

a

distance

or

golf

there

was

between

the

work

we

were

publishing

and

the

impact

ı

was

having

on

people's

lives

and

ended

up

starting

trying

to

do

skill

development,

building

applications

to

deliver

to

that

skill

development

to

make

а

bigger

impact

in

people's

lives.

And

then,

you

know,

а

lot

of

philosophical

alignment

in

terms

of

how

can

we

do

that

better

and

ultimately brought both of us here, I think. Were there any skills that were kind of most transferable from that past life into more of the operator seat, product leader seat? Yeah, I mean, you know, think when I look across all of

it,

it's

kind

of

like

this

willingness

to

sort

of

like

attack

one

thing

as

hard

as

you

can

at

each

period.

So

it

kind

of

is

like

resilience

is

number

one.

lt's

kind

of

like

cookie

cutter

thing,

but

like,

you

know,

like

ı

was

deeply

under

employed

for

long

stretches,

you

know,

throughout

this

journey.

And

it's

just

part

of

like

continuing

to

just

smash

the

grind.

But

each

sort

of

skill

ı

learned

а

long

way,

like

doing

research,

very

important

if

you're

going

to

do

consult

thing,

right?

And

then

building

а

startup,

actually

the

way

you

build

it

out

to

be

in

with

and

find

product

market

fit

and

figure

out

what

you

should

be

building

is

kind

of

through

consulting.

And

so

like,

you

know,

each

of

these

things

kind

```
of
```

stacks

on

each

other.

And

then

it

was

very,

very

helpful

to

go

sort

of

get

the

broad

perspective

of

entrepreneurship

school,

dabble

а

little

bit

of

this

and

that.

And

then

as

а

CEO,

l'm

finding

I

go

back

to

some

of

that,

you

know,

okay,

I

have

а

CFO

day.

ı

got

to

go

pick

up

how

to

actually

do

the

balance

sheet

stuff.

Okay,

I

have

this

kind

of

day.

And,

you

know,

I

think

that

that's

been,

it's

just

kind

of

all

come

together

because

the

startup

CEO

is

kind

of

an

everything

job.

So

you

kind

of

have

to

stack

it

one

piece

at

а

time.

Amen,

man.

Even

something

as

seemingly

singularly

constrained

to

science

or

research,

but

just

the

scientific

method

or

running

experiments

appropriately

and

developing

hypotheses.

And

it

always

doesn't

have

to

be

this

like

perfectly

elaborate

experiment,

but

even

just

thinking

in

ways

where

you

can

actually

test

hypotheses

or

expose

where

you're

wrong.

Ī

think

is

а

useful

thing

for

а

lot

of

entrepreneurs

who

are

trying

to.

That's

right.

And

ı

think

like

l've

talked

to,

you

know,

mentors

of

mine,

whatever,

it's

like

this

idea

that

what

is

your

hypothesis?

Because

the

thing

about

business

is

like

you

have

to

figure

out

what's

true

about

your

customers,

you

have

to

figure

out

what's

true

about

what's

going

wrong

in

your

company.

And

it's

like,

it's

like

the

opposite

of

sort

of

like

beginning

emotional

about

it

and

whatever

you

feel

about

it.

And

so

you've

got

to

be

able

to

say,

okay,

and

the

decision

making

framework

of

the

hypothesis

is

very

useful

because

otherwise

like

if

you're

trying

to

think

about

everything

and

how

it

engages

in

interacts,

like

you

can't

make

any

decisions.

lt's

like

this

hypothesis,

this

is

how

l'm

going

to

test

it.

You

know,

it's

very,

very,

it's

exactly

that

in

business.

Yeah,

that

you

have

to

have

а

scientific

method,

you

know,

let's

get

to

the

truth

as

fast

as

possible

because

we're

going

to

get

there

one

way

or

another

and

like

let's

not

pay

а

toll

for

the

fee

tour,

you

know.

So

kind

of

leaning

back

on,

Ī

guess

some

of

your

consulting

work

and

then

now

what

you're

seeing

with

technologists

and

technical

leaders

inside

enterprises,

you

know,

obviously

а

lot

of

organizations,

most

probably

organizations

are

starting

to

really

look

at

ΑI

and

recognize

that

there

are

meaningful

implications

that

this

is

going

to

have

on

our

business.

But

what

do

we

ultimately

do

about

it?

What

is

the

strategy?

How

do

we

actualize

that

strategy

and

create

value

for

the

organization?

ls

there

а

```
common
thread
or
а
primary
set
of
challenges
that
you
see
technology
leaders
face
when
implementing
ΑI<sup>.</sup>
strategies
in
their
organization?
Yeah,
mean...
```