

The Glass Slipper

Fusing Production and Consumption in the Agentic Era



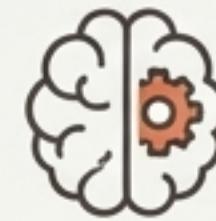
Claude Code's Dominance is Undisputed. The Question is Why.

54%

Estimated market share in the AI code generation market. (Source: AI Overview, Dec 2025)

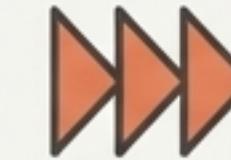
- **Coding Market Dominance:** Solidified as the top choice for developers, especially in the enterprise sector.
- **Explosive Growth:** Reached a \$1 billion run-rate revenue within six months of public launch.
- **Durable Lead:** OpenRouter analysis suggests its market position is “substantially more durable than most other AI technical leads.”

The Traditional Explanation is True, But Incomplete.



Powerful

Best-in-class AI capabilities and performance.

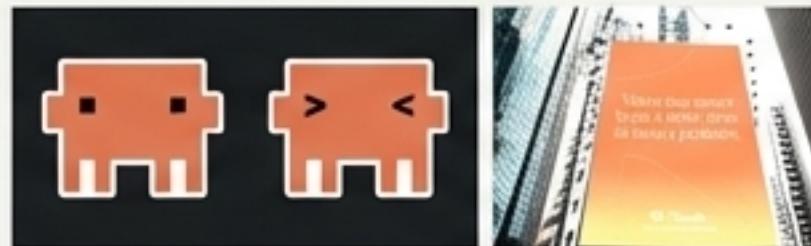


Efficient

Streamlined workflows and a minimal, responsive UI.

Cool

Strong brand identity, from stickers to a recognizable aesthetic (mention Ralph Wiggum).



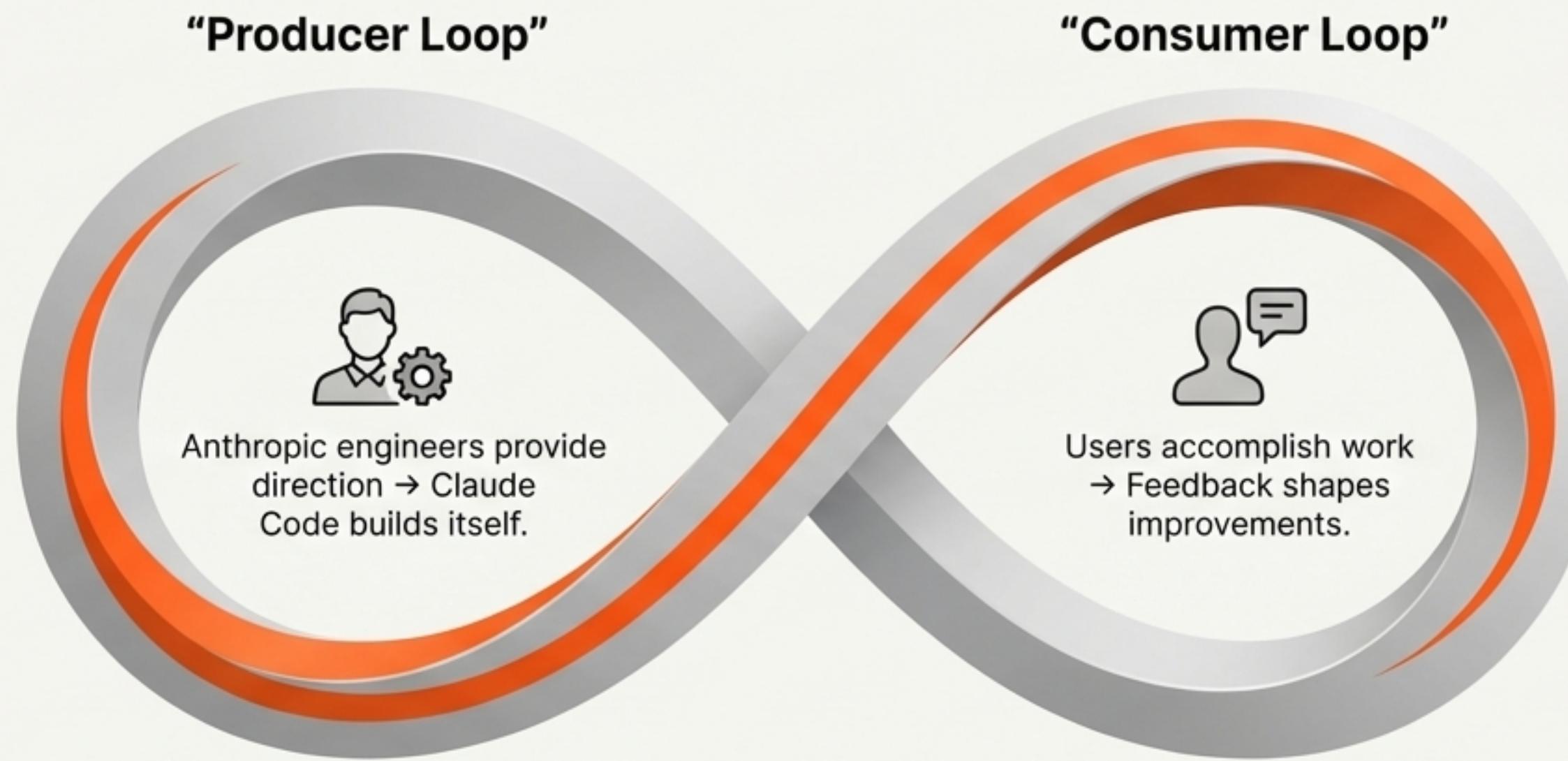
Well-Positioned

Expertly marketed to “Problem Solvers” with the “Cinderella effect.”

The groundbreaking difference:
**100% of Claude Code is coded by
Claude Code.**

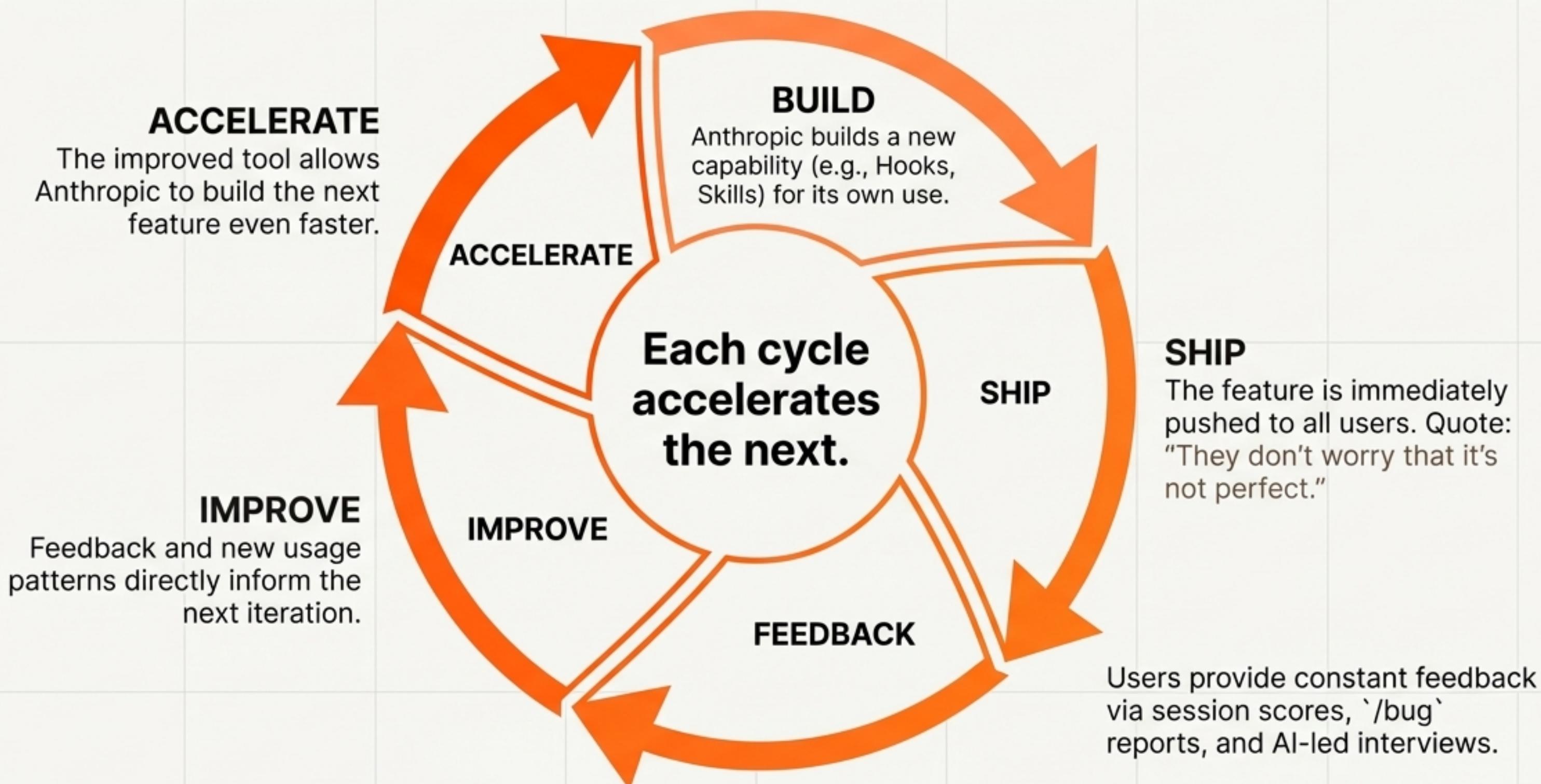
For the first time in history, two agentic
loops are fused into one.

The Two Fused Loops: Producer and Consumer



The Revolution: Both loops operate on the exact same product. The wall between “internal tool” and “external product” has collapsed.

The Result is an Exponential Flywheel.



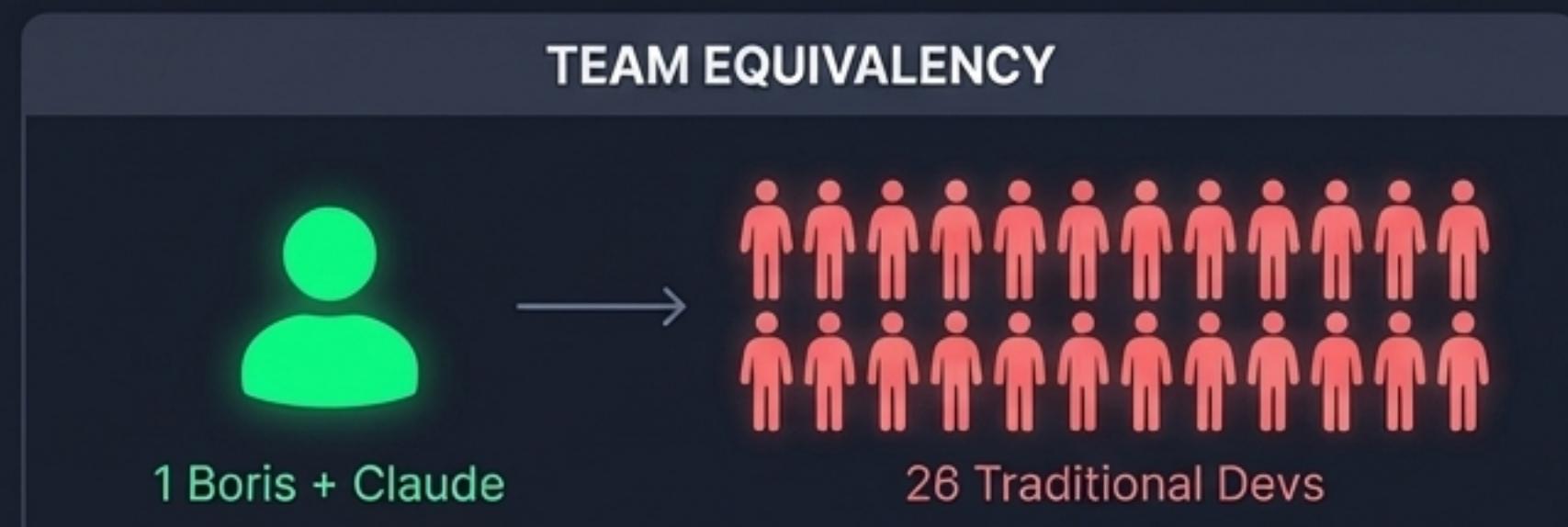
THE CLAUDE CODE EFFECT

Proof #1: A 27x Productivity Multiplier.

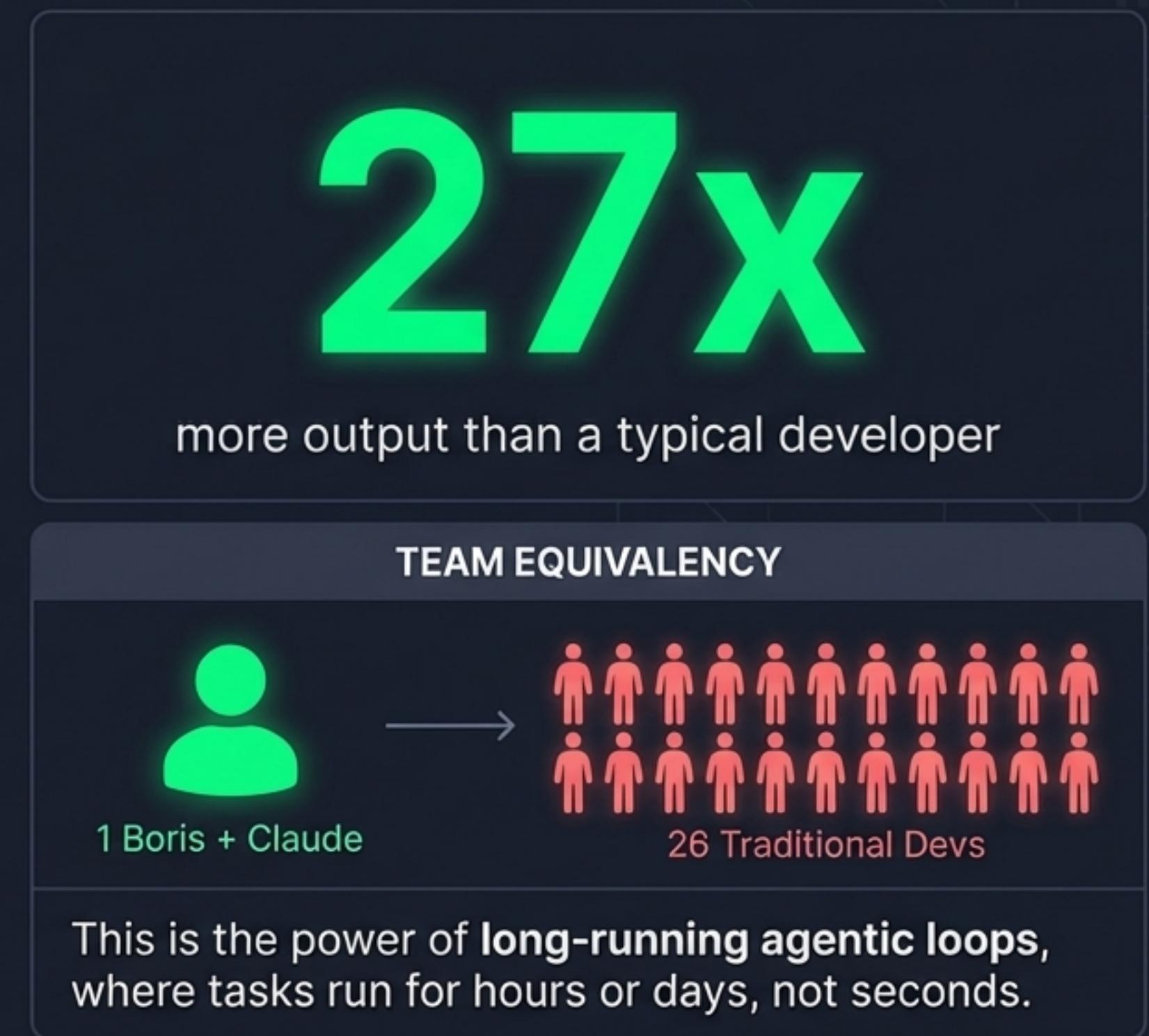


27X

more output than a typical developer



This is the power of **long-running agentic loops**, where tasks run for hours or days, not seconds.



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Proof #2: Users Aren't Customers, They're Partners.

Constant Feedback Mechanisms

- ★ **Session Scores:** 0-1-2-3 rating after every interaction.
- 🐞 **/bug command:** Instant issue reporting from within the tool.
- ⌚ **"20 minute feature":** Community suggestions implemented almost immediately.

Boris Cherny @bcherny

I'm Boris and I created Claude Code. Lots of people asked how to use Claude Code, so I wanted to show off my setup a bit.

My setup might be surprisingly vanilla! Claude Code works great out of the box, so I personally won't customize that much. The team uses it very differently.

A Story of Trust

A user recently completed a user interview conducted entirely by the AI. They found the process so positive that after receiving their \$50 compensation, they immediately used it to buy a gift subscription for a friend.

"First software I've ever let train on my results."

1 month of Claude Pro

Give the gift of Claude

Every plan includes Claude Code, unlimited projects, and access to our latest models.

This Creates the ‘Glass Slipper’ Effect.

Workload-Model Fit: “The moment a new frontier model solves a stubborn, high-value workload with uncanny precision.”

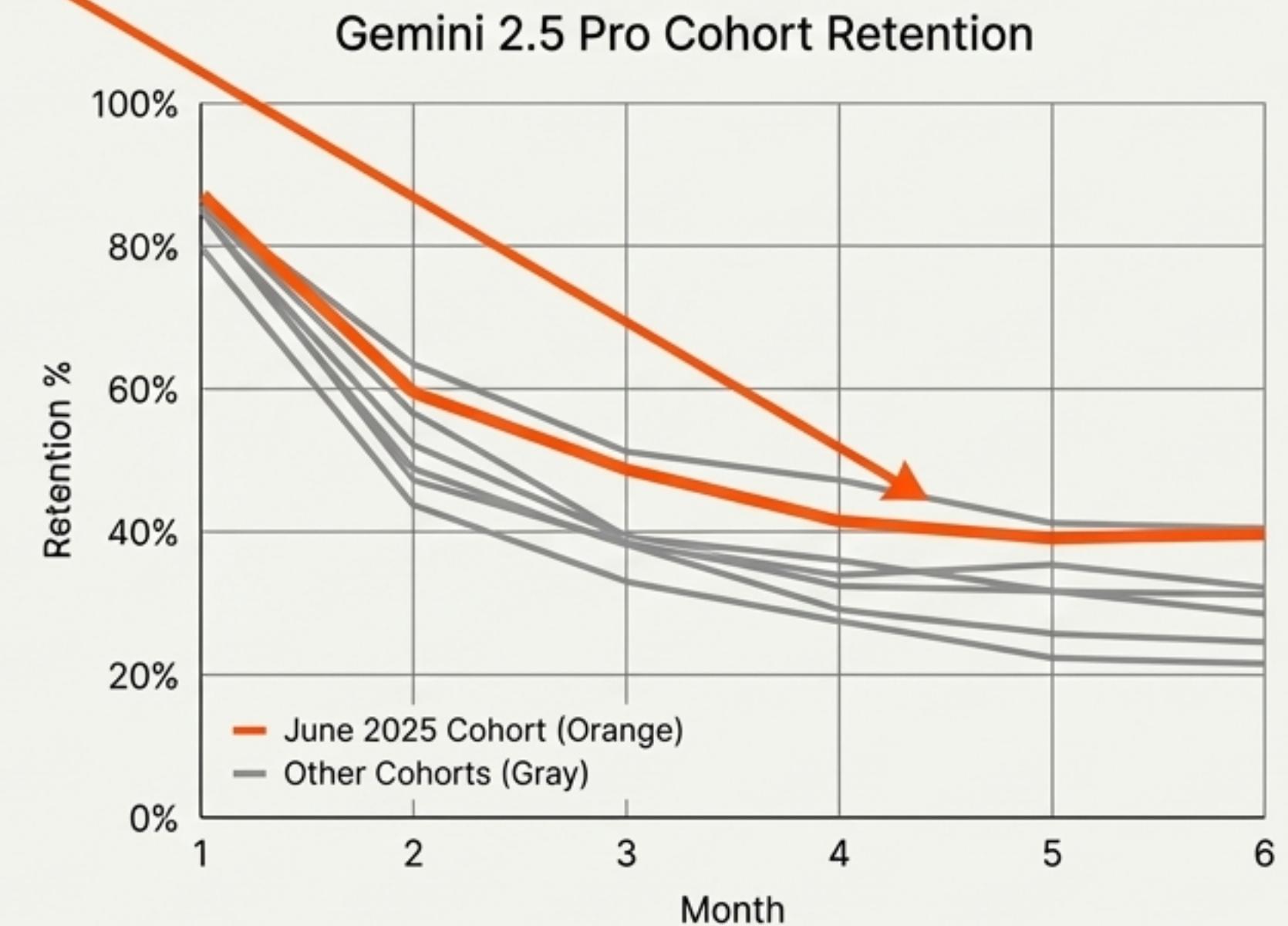
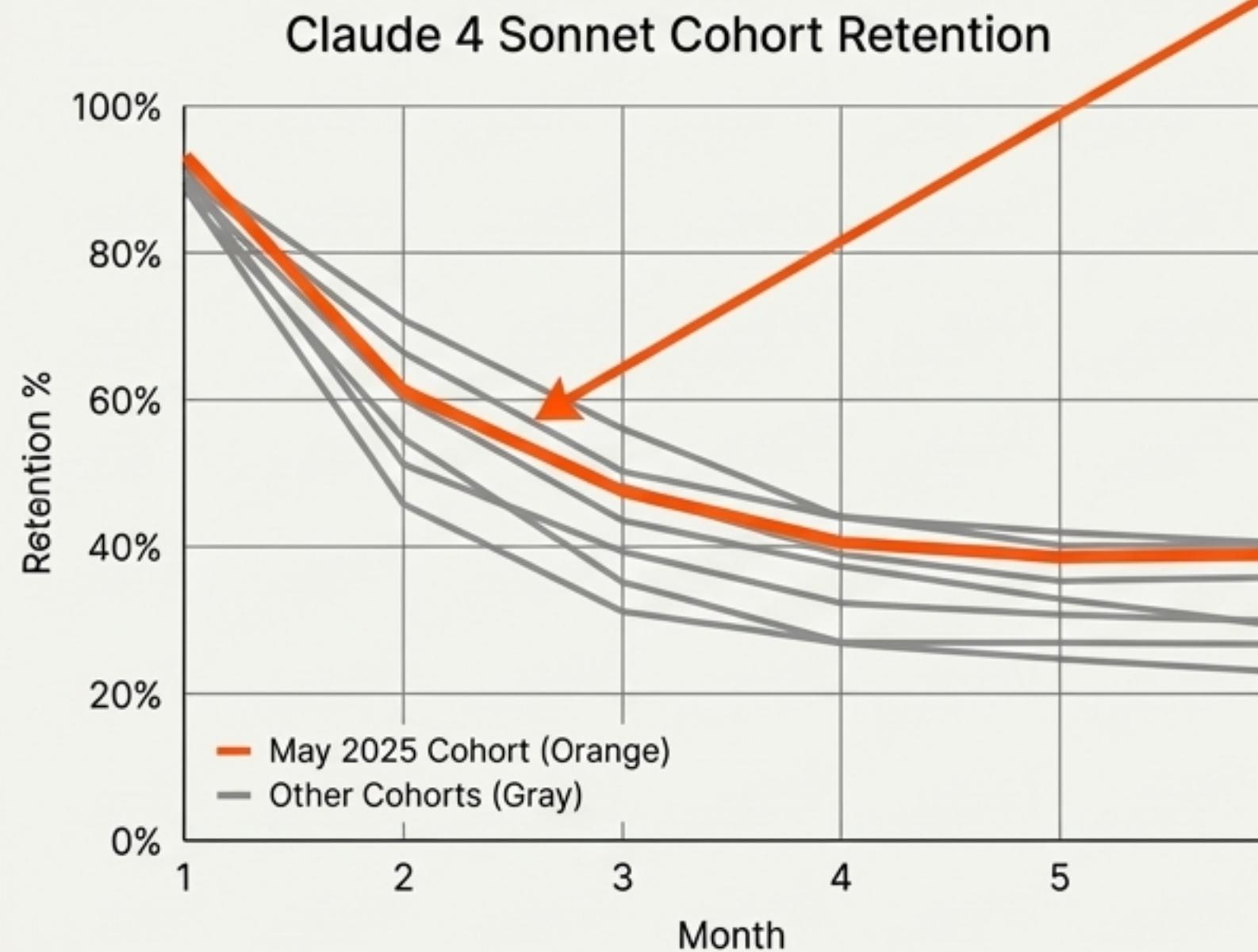
- When a “fit” occurs, users don’t just adopt the tool; they integrate it deeply into their workflows.
- They invest engineering effort around it, creating high switching costs and “locking in.”

This transforms retention from a simple metric into a “fingerprint of real technical progress.”

“Implications. The **Glass Slipper** phenomenon reframes retention not as an outcome but as a lens for understanding capability breakthroughs. Foundational cohorts are the fingerprints of real technical progress; they mark where an AI model has crossed from novelty into necessity. For builders and investors alike, identifying these cohorts early may be the **single most predictive signal** of enduring model-market advantage.”

— OpenRouter, ‘State of AI’

Proof #3: The Data Shows Foundational Cohorts Locking In.

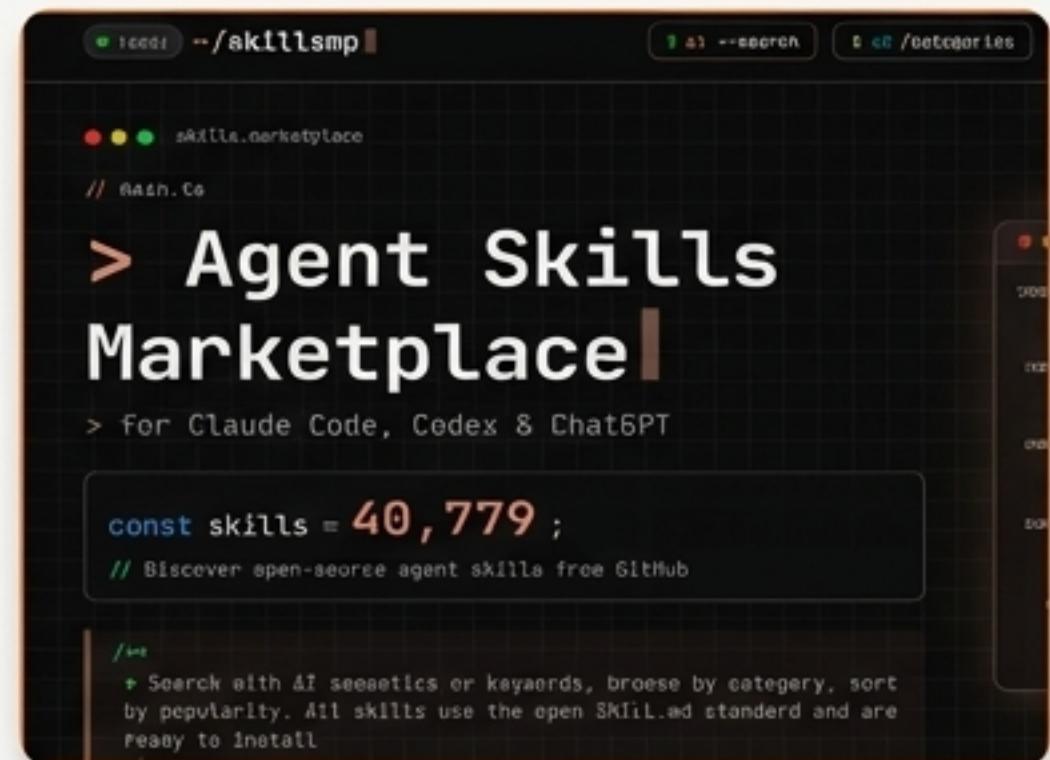


Unlike traditional SaaS where retention slowly improves, these models achieve incredible retention from their very first users. This is workload-model fit in action.

The Flywheel Powers an Entire Ecosystem.

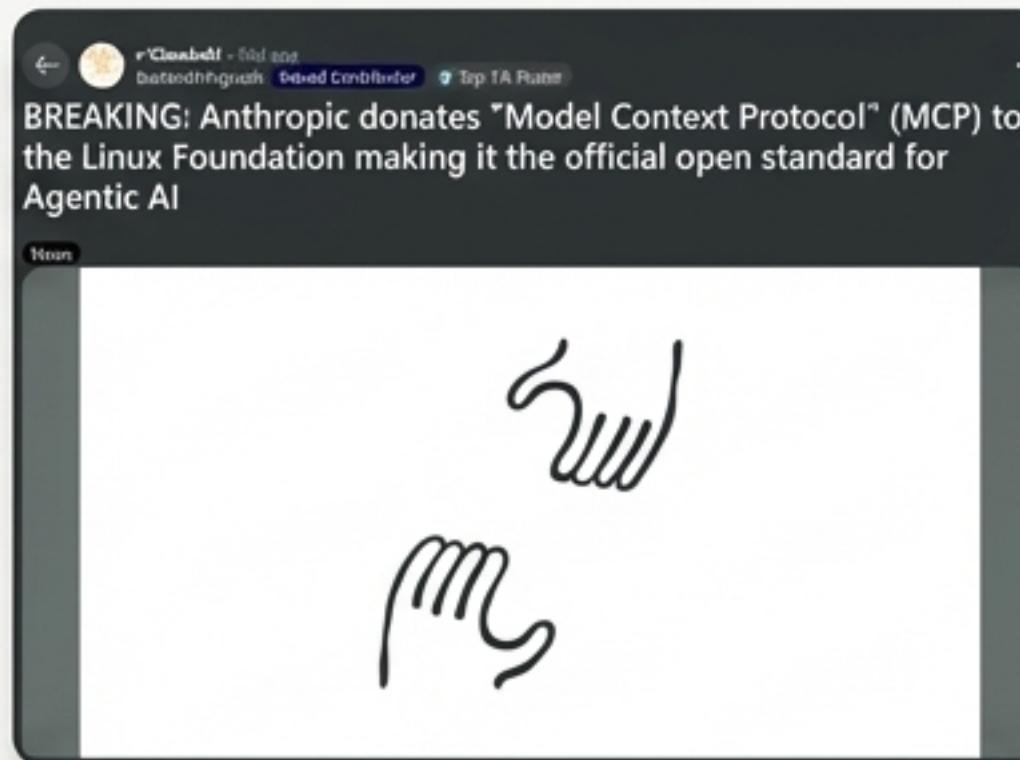
Community as R&D

Users “leverage the accomplishments of others” through a shared marketplace of Skills, Templates, and Hooks.



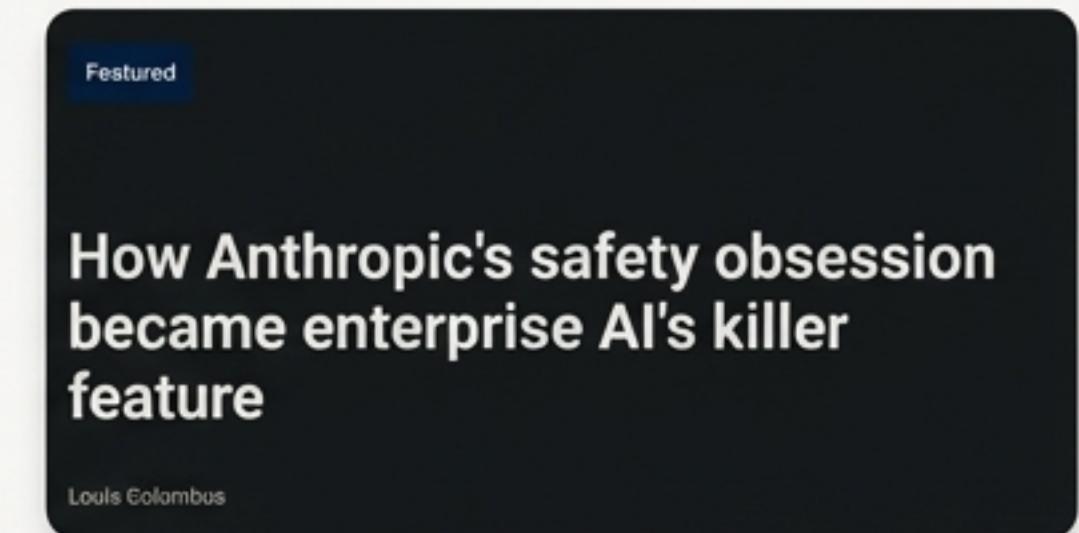
Setting the Standard

Anthropic is defining industry-wide protocols like the Model Context Protocol (MCP) and Agent Skills, donating them to foundations to accelerate adoption.



Built for Serious Work

A core focus on enterprise-grade security and admin controls builds the trust necessary for deep, professional adoption.



A Fundamentally Different Mode of Operation

Claude Code's success is not just about a better product.

It's the first to leverage long-running agentic loops where the Producer and Consumer share the exact same tool.

This creates an exponential development cycle built on trust, partnership, and a perfect “workload-model fit.”

“The people who figure out how to work with agents effectively won't just be more productive... they'll be operating in a fundamentally different mode, with fundamentally different leverage over their work and their time.”