



IDC Directions

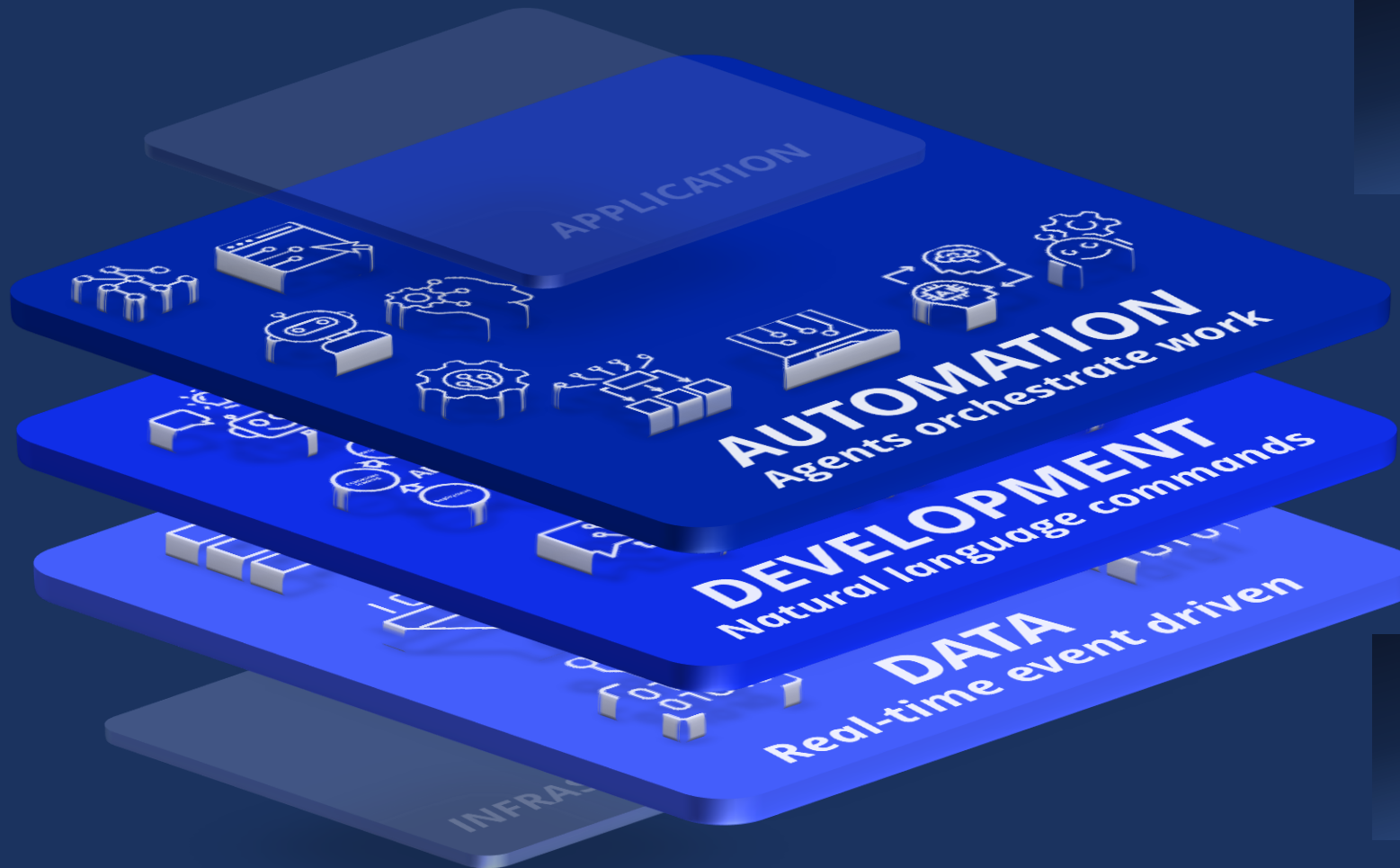
# Taming agentic fleets to unlock value

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Director, AI  
IDC



# Agenda

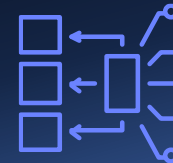
## Taming agentic fleets to unlock value



Today, tomorrow and  
the future



Challenges



Requirements and  
recommendations

# Agentic AI technology is a disruptor

**To what extent do you believe Agentic AI will disrupt your organization's competitive position or business operating model in the next 18 months?**



# The agentic AI vision



Plan



Use tools



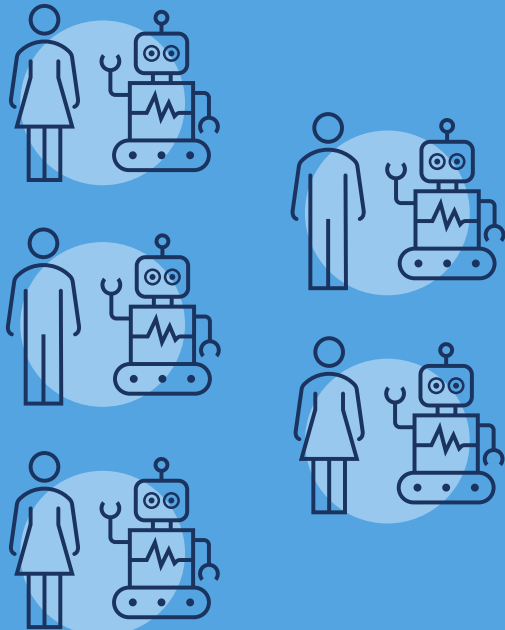
Perceive  
and process



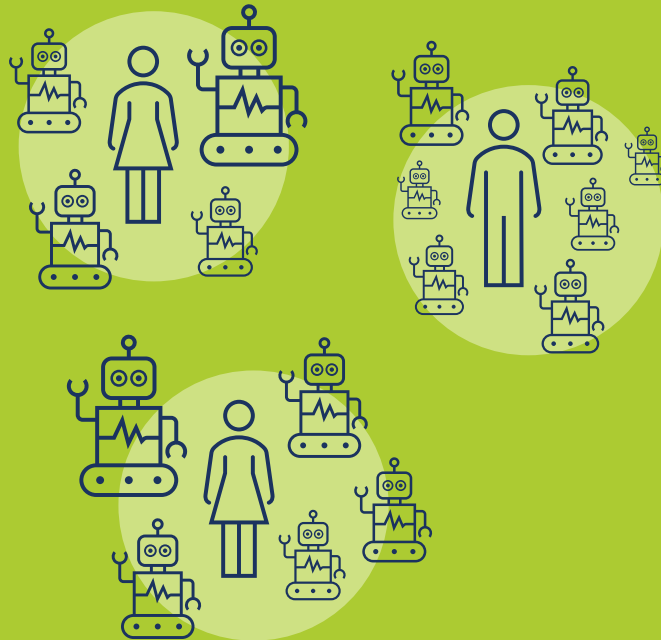
Remember

# Agentic AI technology is catching up to the vision

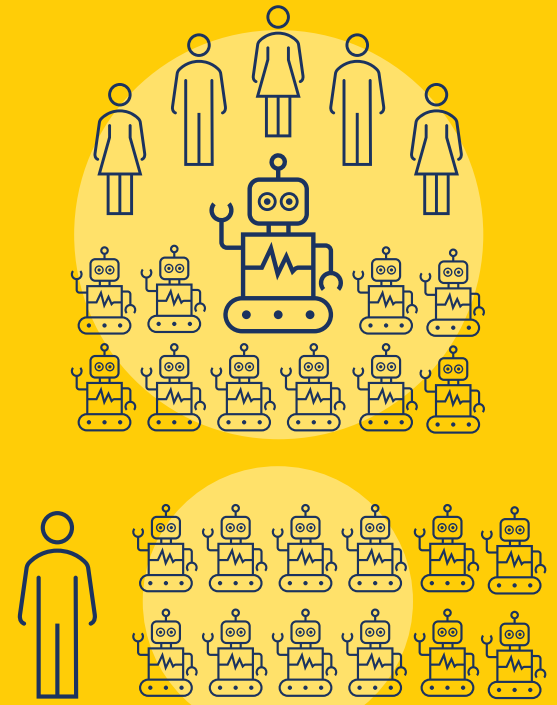
NOW  
6-12 months



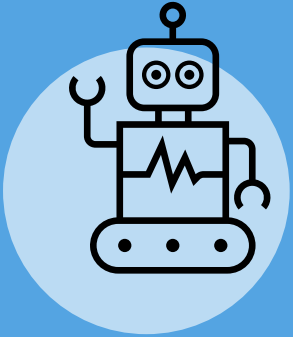
MEDIUM TERM  
12-24 months



LONGER TERM  
24-36 months

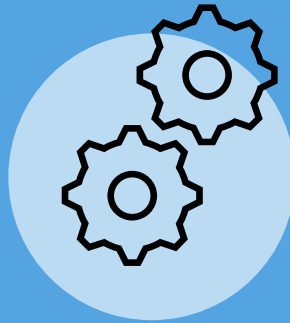


# Now: limited autonomy



## Capabilities

- Insert GenAI or agents into workflows



## Available technology

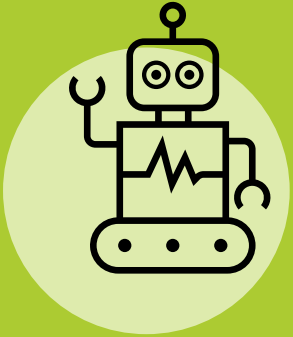
- Some model reasoning capability
- Workflow builders
- Bespoke integrations



## Limitations

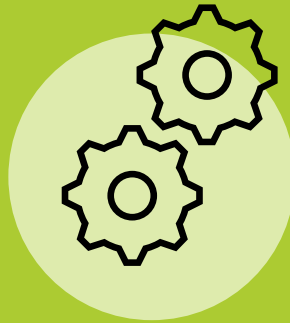
- Predominantly deterministic
- Siloed use cases
- Low trust
- Limited scale

# Medium term: more agent autonomy, enterprise control



## Capabilities

- Open agent to agent discovery, communication
- Operations advancements: performance, cost, security and other observability
- Agent-to-agent permissioning



## Technology requirements

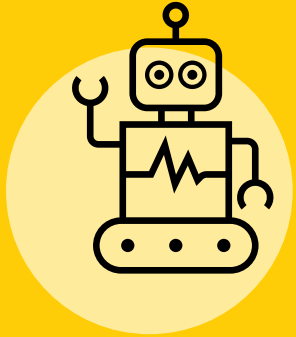
- “Standards” begin to solidify
- Improved reasoning capabilities of models



## Uncertainties

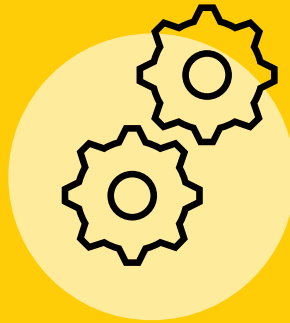
- Revenue stream protection may stifle innovation
- Competing “standards” may emerge
- Technology advancements may lag demand
- Agent chaos is a risk

# Longer term: agentic teams are dynamic, take on complex work



## Capabilities

- Super or orchestrator agents manage fleets of agents that can work autonomously for long periods of time
- Advanced techniques for cost control: model routing, ramping up and down reasoning to control spend
- Governance techniques
- Advanced learning



## Technology requirements

- Better reasoning models
- Agent to agent communication standards
- Intelligent model routing
- Accurate tool calling
- Frameworks for controlling interagent interactions




























## Uncertainties

- Monitoring/control best practices may lag demand
- Standards may be ineffectual
- Silos may limit benefits



# Core requirements

- Agent building and customization
- Agent automation
- Agent orchestration
- Agent governance
- Agent operations

# Current landscape is complex, confusing for enterprises

Hyperscalers?

Automation/  
integration tools?

Enterprise apps?

ML/GenAI lifecycle  
and platform tools?

Open source?

Startups?



Agent building, management and orchestration tools

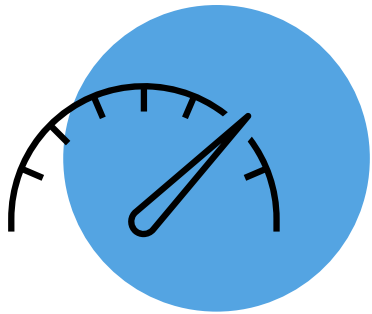
Agentic characteristics shift from predominantly managed/  
executed by humans today, to manifesting in agents in the future



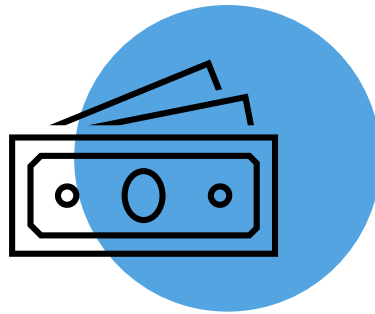
# Technology takes over manual work of agent building and management, leaving high-value, strategic action to humans



# Enterprise requirements



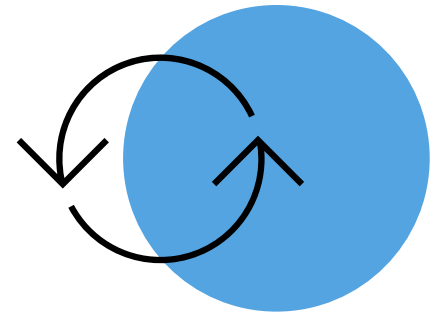
**Performance  
Confidence**



**Cost Control**



**Security and  
Privacy**



**Easy to Use**

**Goal: scale up the use of agents without scaling up complexity, risk and overhead**



# Recommendations

## Now

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- Focus on extracting complexity
- Educate
- Be ready to pivot

## Medium term

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- Embrace, encourage and contribute to standardization efforts
- Don't ignore, neglect people component

## Long term

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- Partner strategically






# For additional information

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 [TWITTER.COM/IDC](http://TWITTER.COM/IDC)



# IDC Solution Showcase

## Technology Solutions

- ★ AI-driven Operations, Observability & FinOps
- ★ AI-driven Sourcing with IDC TechMatch
- ★ AI-ready Infrastructure
- ★ AI Trends & Research
- ★ Data-driven Business Strategy
- ★ Data Security & Compliance
  - Deal Reviews & Pricing Benchmarks
  - Leadership & Development
  - Research & Advisory for Technology Acquisition
- ★ Understanding Buyer Sentiment

## Custom Solutions

- Building & Repositioning Brands
- ★ Impactful, Adaptable Strategy Development

## Executive Strategies

- CMO and C-Suite Strategies

## Data & Analytics

- Company Data
- Market Data
- IDC Velocity for Sales





IDC Directions