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Next on Wall Street

The New World of AI

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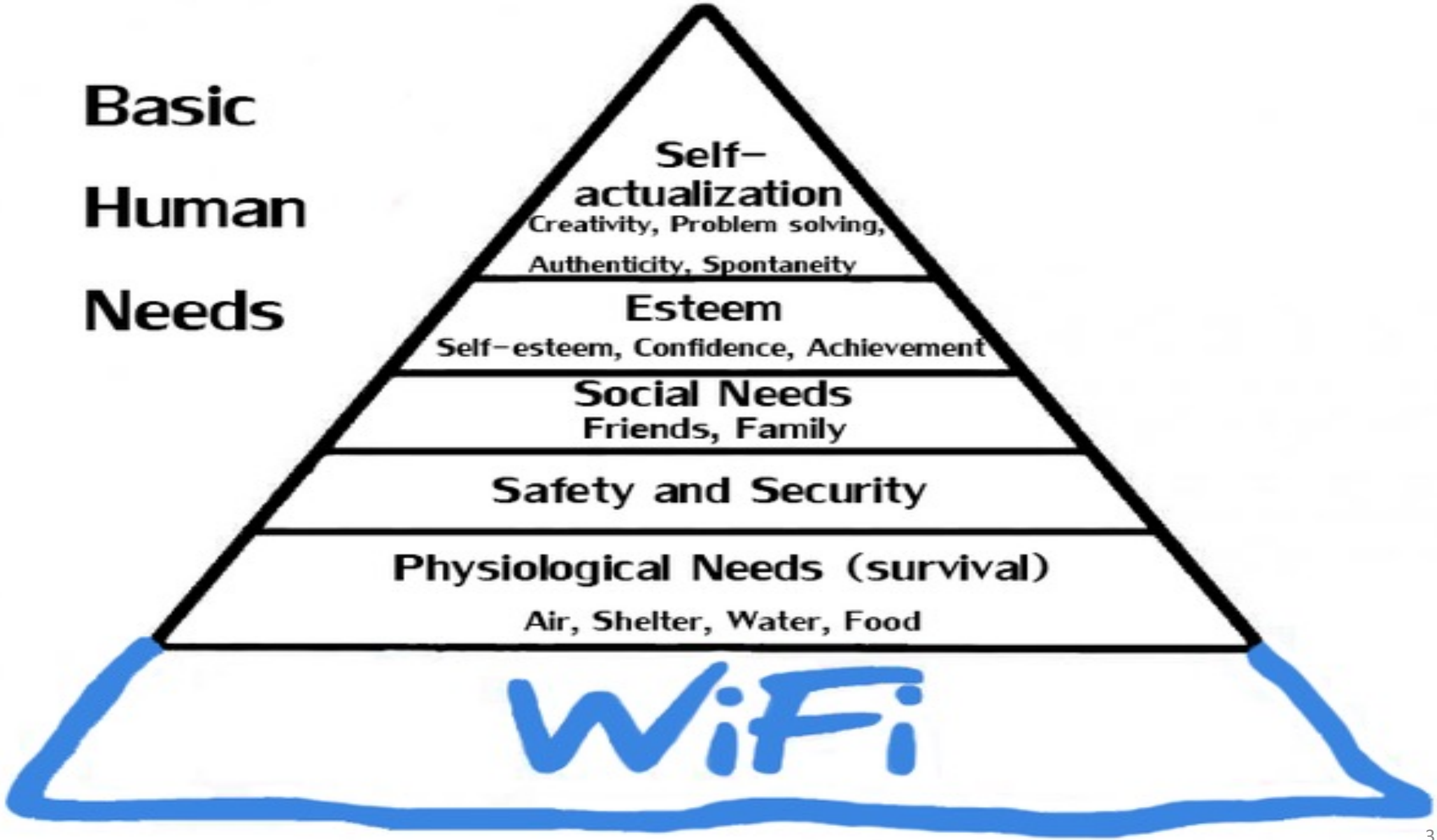
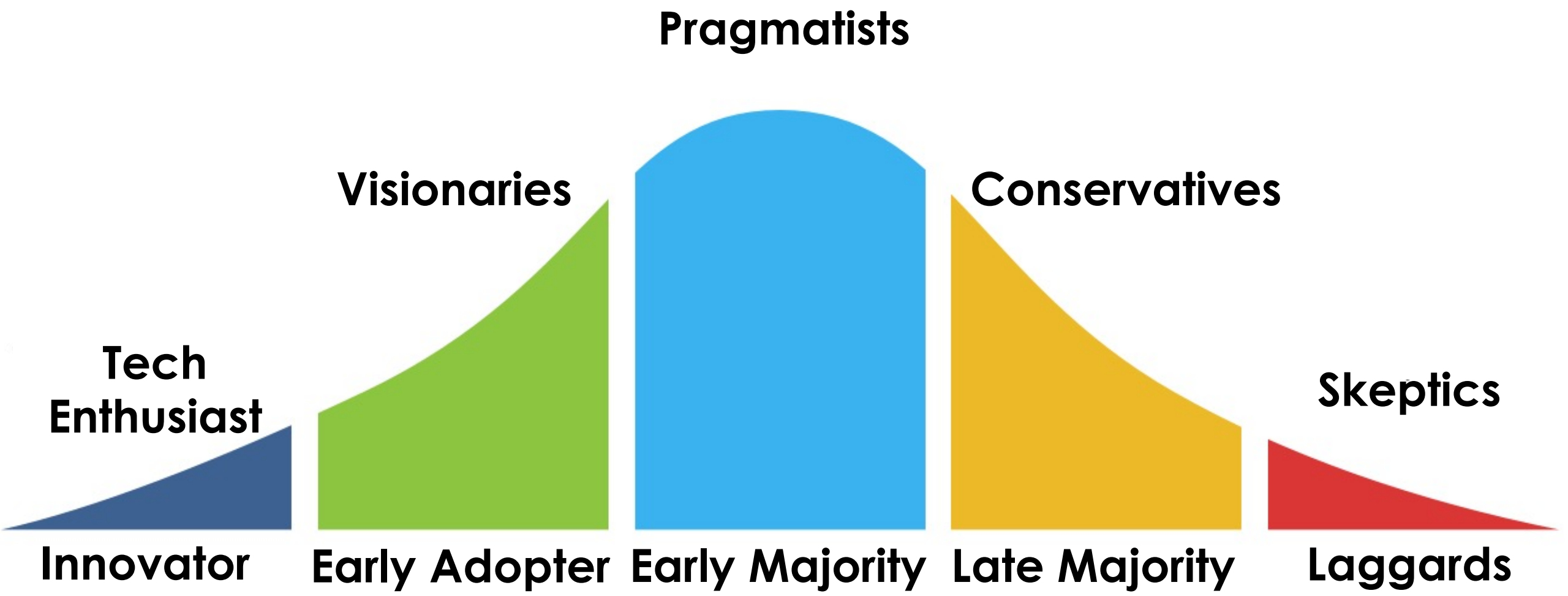
The Internet Changed Everything


Basic
Human
Needs
Self–
actualization
Creativity, Problem solving,
Authenticity, Spontaneity
Esteem
Self–esteem, Confidence, Achievement
Social Needs
Friends, Family
Safety and Security
Physiological Needs (survival)
Air, Shelter, Water, Food
WiFi

Technology Adoption Curve



Beal & Bohlen (1957) via "**Crossing The Chasm**" By Geoffrey Moore

Old World
vs.
New World

BLOCKBUSTER VIDEO®
BLOCKBUSTER VIDEO®
Serving the Peninsula Since 1988
SKYHOOK
GMC
4432DE

New-York

EW-YORK, SUNDAY, DECEMBER 28, 1879.---TRIPLE SH

EDISON'S ELECTRIC LIGHT

CONFLICTING STATEMENTS AS TO ITS UTILITY.

THE INVENTOR SAYS HE HAS SUCCEEDED IN GETTING A CHEAP SUBSTITUTE FOR GAS—A PUBLIC EXHIBITION PROMISED

their own medicine to
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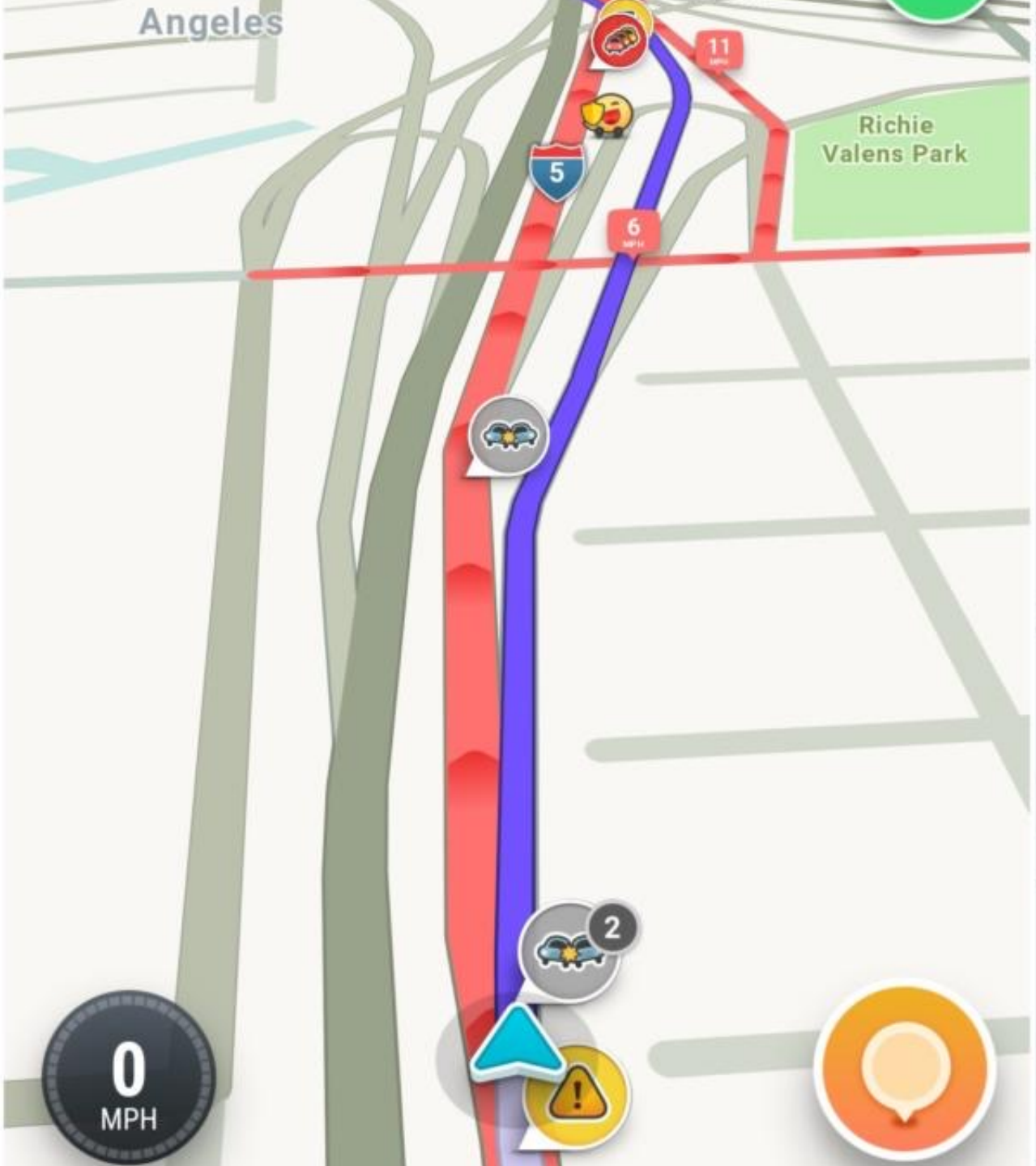
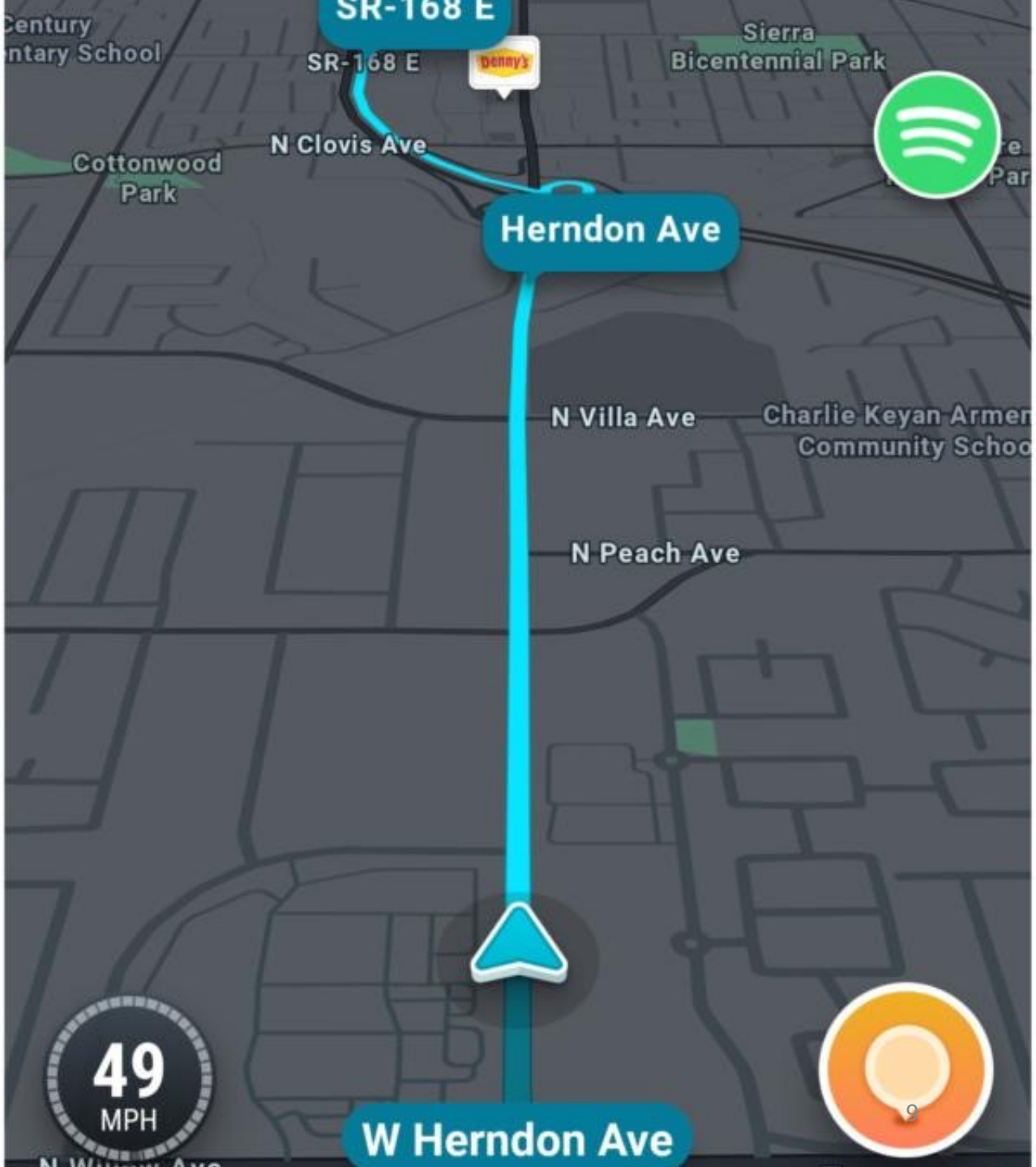
NEXT ON WALL STREET

UNDERSTANDING AI'S INEVITABLE IMPACT ON TRADING

HOWARD GETSON

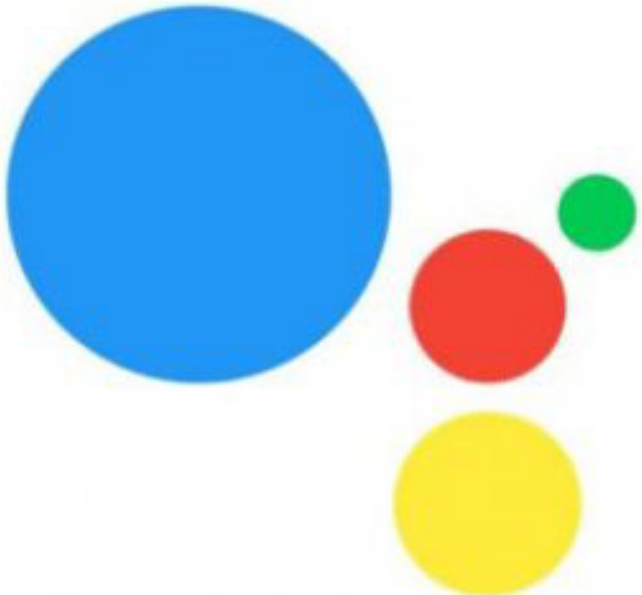

Angeles
Richie
Valens Park
5
11
6
2
0
MPH


SR-168 E
SR-168 E
Sierra
Bicentennial Park
N Clovis Ave
Cottonwood
Park
Herndon Ave
N Villa Ave
N Peach Ave
49
MPH
W Herndon Ave

Living Room
Kitchen
Entryway
Dining Room

“Hey Alexa”

“Hey Siri”

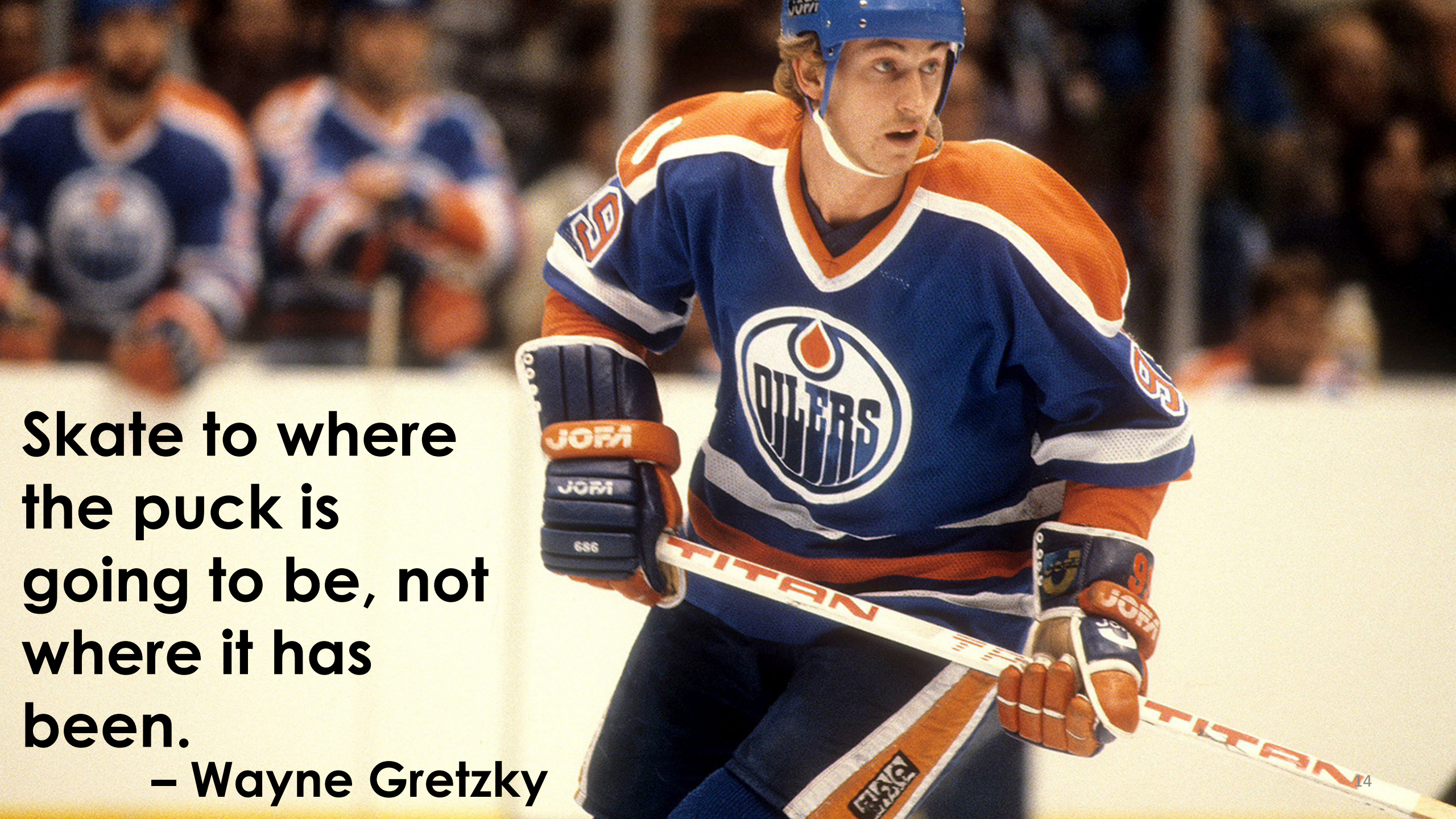


“Hey Google”

Amplified Intelligence

- Better Decisions
- Smarter Actions
- Improved Performance

BUCS
12
NFL
BUCCANEERS

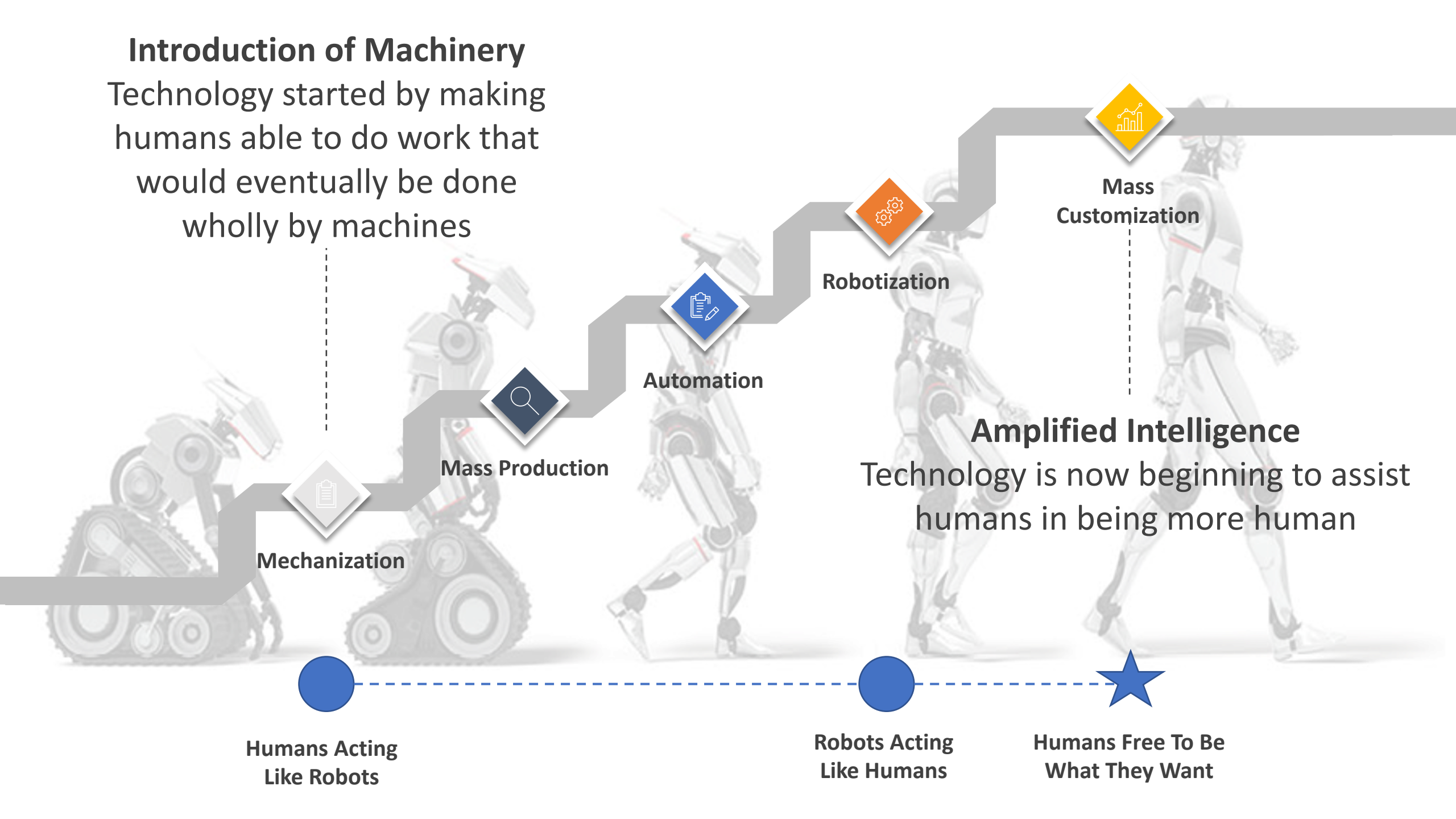


Skate to where the puck is going to be, not where it has been.

– Wayne Gretzky

The Four Seasons

The Law Of The Farm


Introduction of Machinery
Technology started by making humans able to do work that would eventually be done wholly by machines
Mechanization
Mass Production
Automation
Robotization
Mass Customization
Amplified Intelligence
Technology is now beginning to assist humans in being more human
Humans Acting Like Robots
Robots Acting Like Humans
Humans Free To Be What They Want

SEPTEMBER 20 1849

GOLD! GOLD! GOLD!

CALIFORNIA GOLD REGION SEEMS INEXHAUSTIBLE!

After James W. Marshall's great discovery at Sutter's Mill in Coloma, Forty-Niners have been arriving in droves, some from as far away as Europe and Asia, to get their hands on the valuable dust.

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“Your Imagination Is The Ultimate Competitive Advantage”

Stage 1: So What? Who Cares?
(New Capability)

- Does it help you do what you already do, better?
- Helps you play the game you're already playing
- Key metrics are typically based on efficiency, effectiveness, and certainty
- Satisfies old desire, but also creates new desires. Makes you want more

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Stage 2: What's Next?
(Prototype)

- What could you do, or should you do?
- Typically requires stopping some things to make room for others
- Still playing the same game, but with more capabilities and better results

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Stage 3: Re-invention
(Product)

- What can you release as a product/service/offering that is strategic & unique?
- Has to be good enough for people you don't know to achieve desired outcome
- Playing a new game requires new metrics

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Stage 4: Transformation

(Platform)

- What core capabilities create a platform for others to build upon?
- Attracts new audiences to use your products in unanticipated ways
- Changes the game or the playing field for other people

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Technology Adoption Model

Emerging technologies are a great opportunity

But many people make the mistake of jumping straight to changing their whole business to capitalize on the hype. That's a recipe for being a flash in the pan.

A systematic approach is necessary to translate this opportunity into long-term growth and a sustainable competitive advantage

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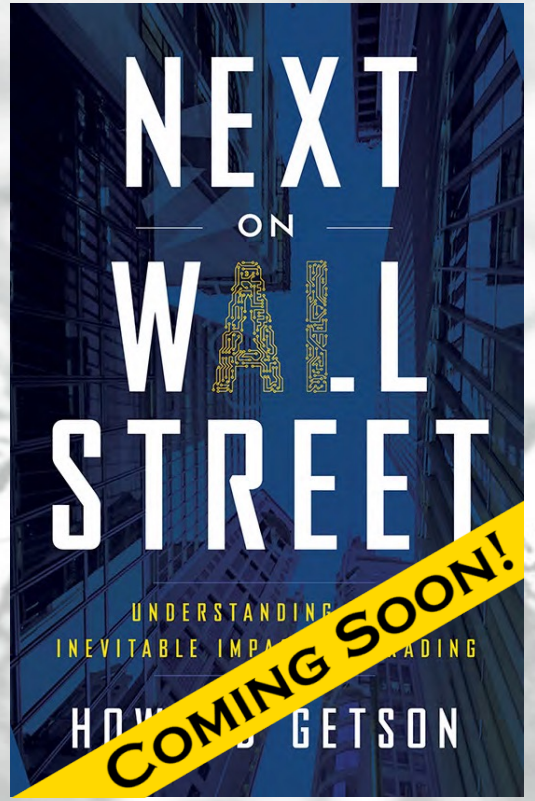

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Howard Getson

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	New Capability
Key Capabilities:	- Algorithmic Trading Systems
Constraints:	- Predicting Random - Computing Power - Clean Data

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	New Capability	Prototype
Key Capabilities:	- Algorithmic Trading Systems	- Algo Trading at Scale - Lots of Data - Proprietary Metrics & Analytics
Constraints:	- Predicting Random - Computing Power - Clean Data	- Tradeworthy - Risk Management - Trading Costs - Funding

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	New Capability	Prototype	Product
Key Capabilities:	- Algorithmic Trading Systems	- Algo Trading at Scale - Lots of Data - Proprietary Metrics & Analytics	- Fund Run By Autonomous AI - Insight Engine
Constraints:	- Predicting Random - Computing Power - Clean Data	- Tradeworthy - Risk Management - Trading Costs - Funding	- Real-Time Insights - Distribution Partners

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	New Capability	Prototype	Product	Platform
Key Capabilities:	- Algorithmic Trading Systems	- Algo Trading at Scale - Lots of Data - Proprietary Metrics & Analytics	- Fund Run By Autonomous AI - Insight Engine	- Amplified Intelligence Platform - Many Products - Many industries - JV Biz Model
Constraints:	- Predicting Random - Computing Power - Clean Data	- Tradeworthy - Risk Management - Trading Costs - Funding	- Real-Time Insights - Distribution Partners	- Industry Partners - Opportunity Filtering

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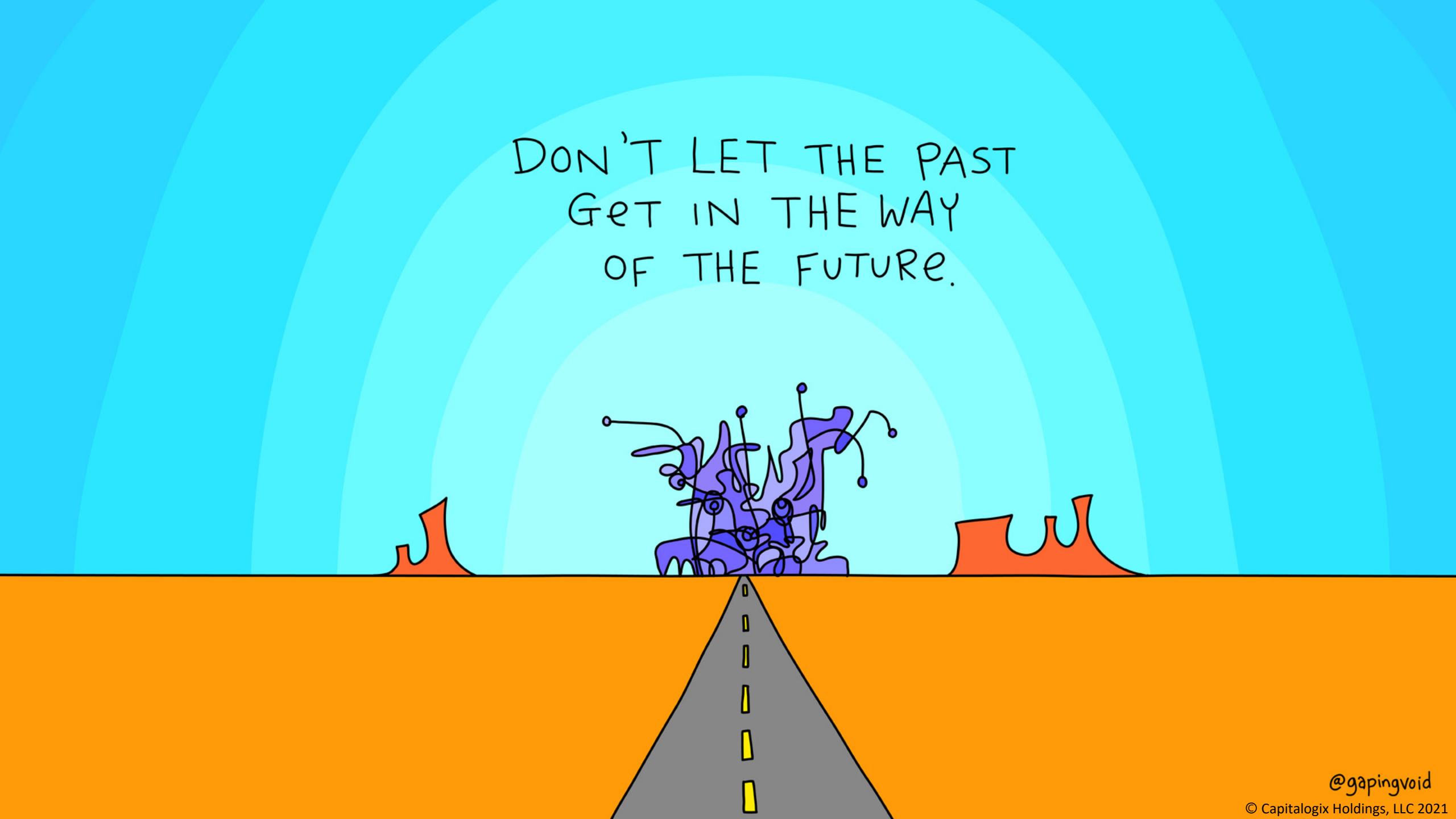

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the old style
of trading is dead

luckily for us
not all the old
traders are

@gapingvoid

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if you don't know what your edge is

you don't have one

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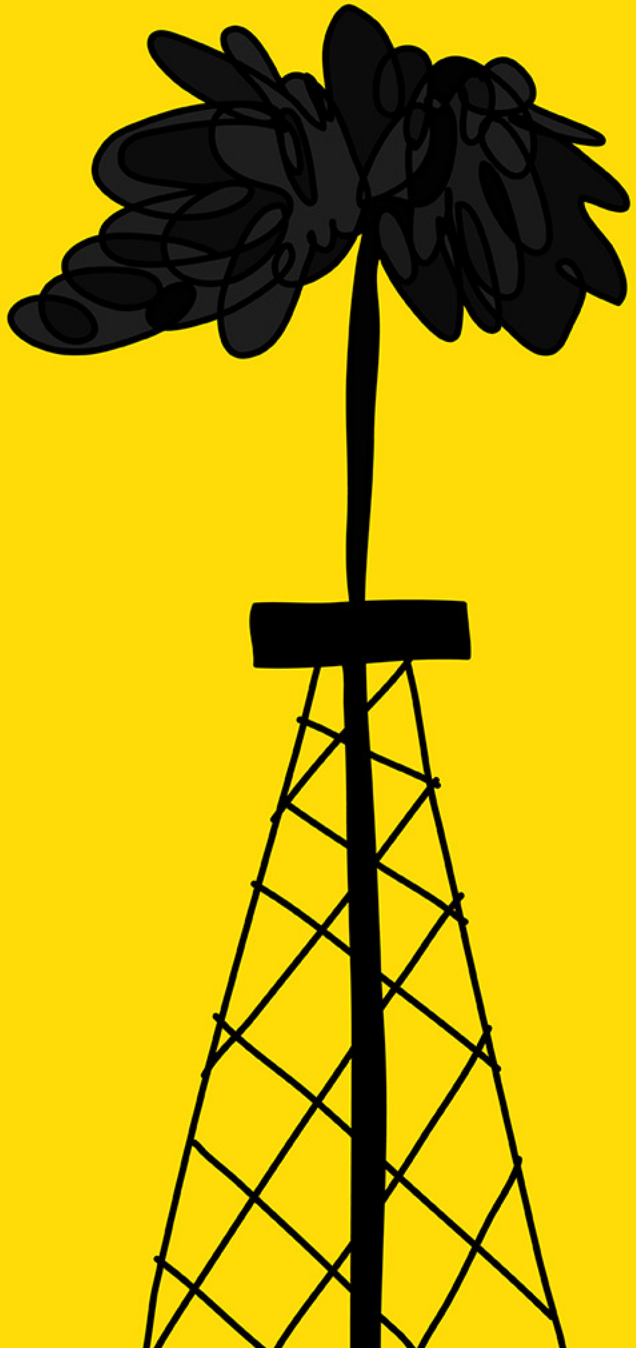

NEW WORLD ECONOMICS:

data is a precious commodity

@gapingvoid

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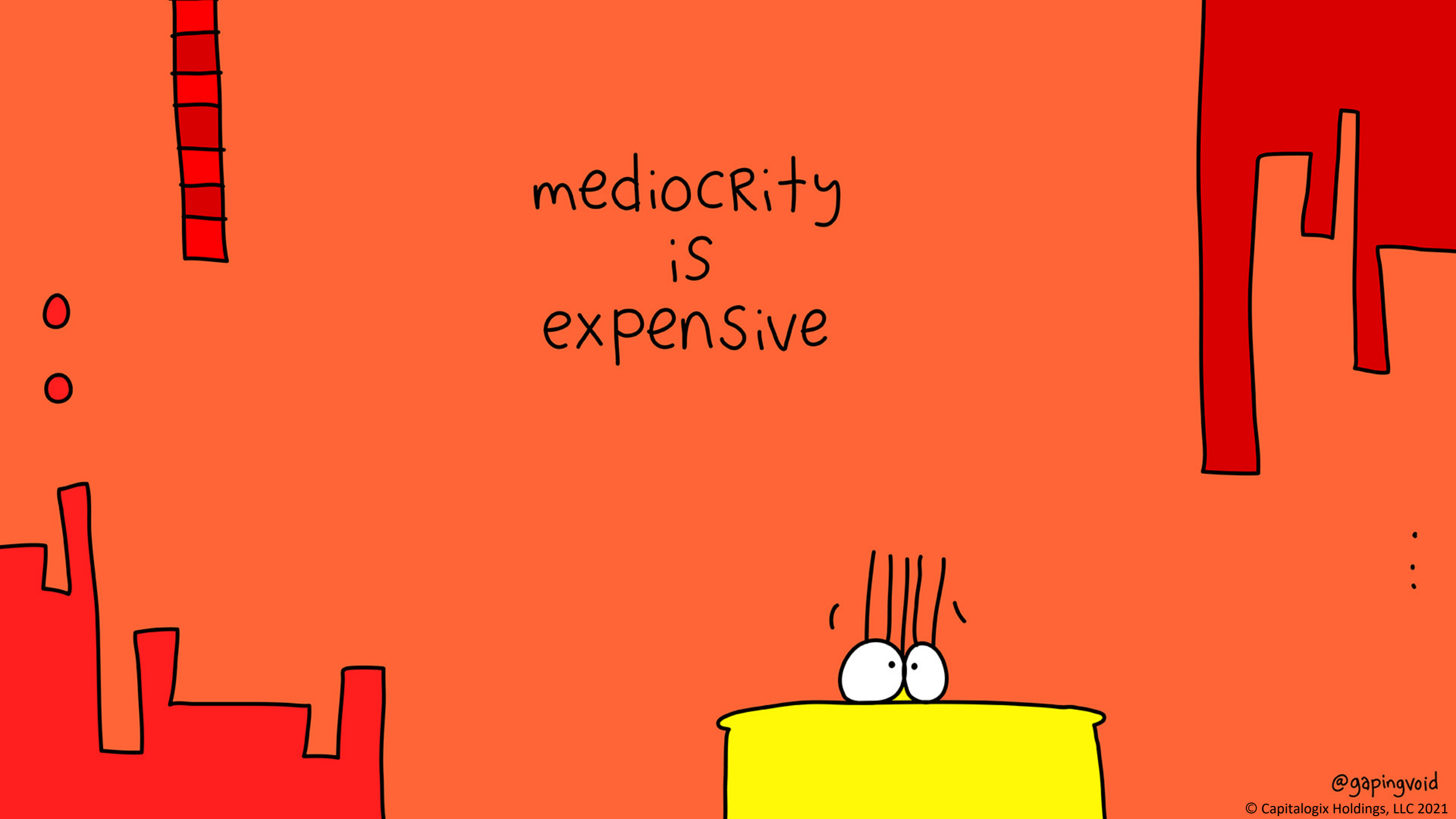

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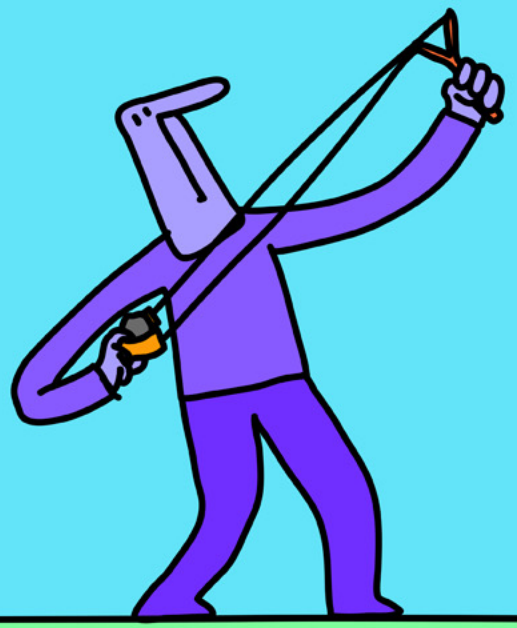
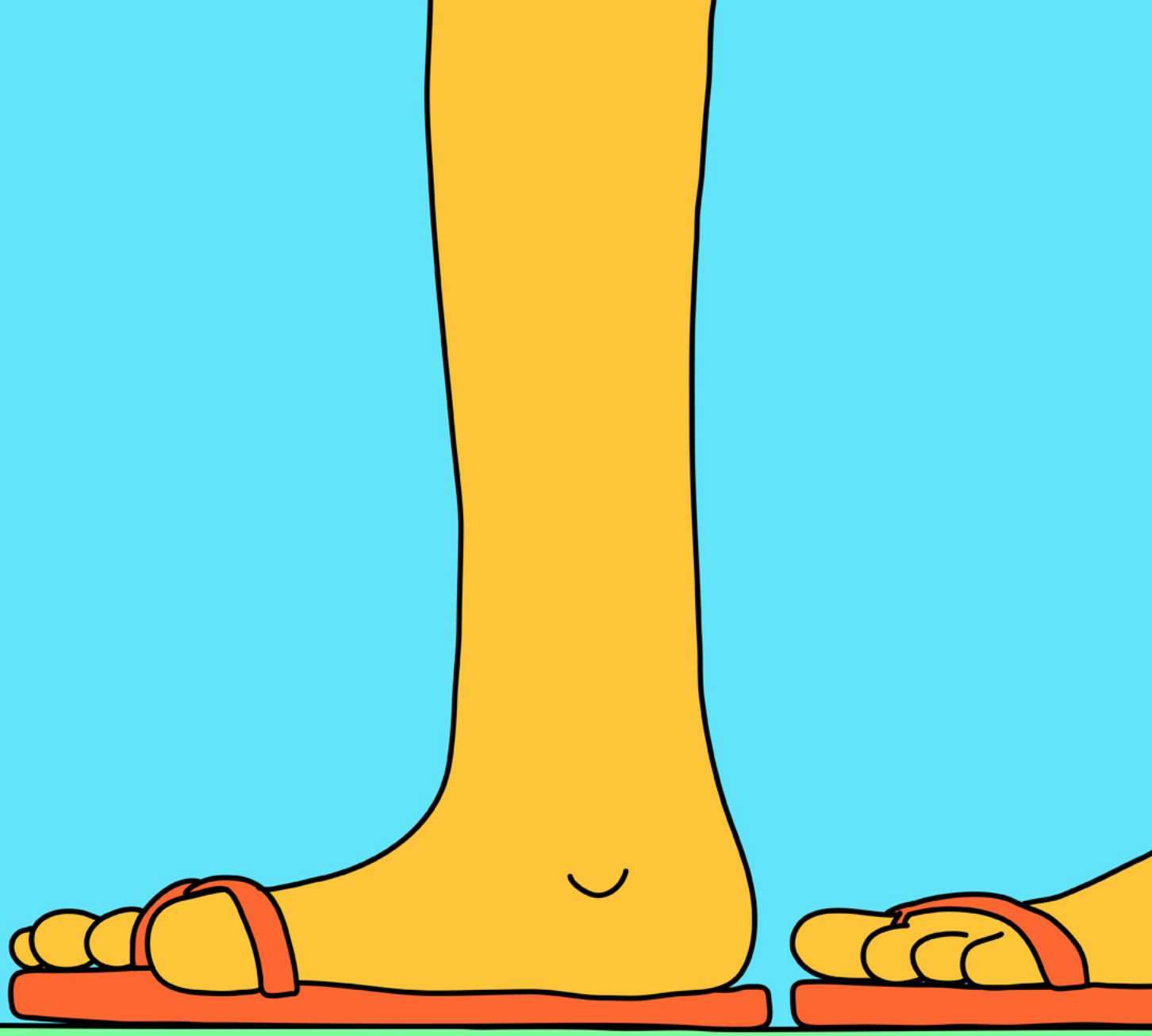
an elegant use of brute force





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What Would You Bet On?

What Would You Bet On Now?

Don’t Just Be Different, Play a Different Game

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To Do The Impossible, Make The Invisible, Visible

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Tech Adoption Model For CEG Roundtable

Name: _____ Date: _____

	Stage 1	Stage 2	Stage 3	Stage 4
	New Capability Who Cares?	**Prototype** What's Next?	**Product** Reinvention	**Platform** Transformation
	Does it help you do what you already do, better?	What could you do, or should you do?	What can you release as a product/service/offer that is strategic and unique?	What capabilities create a platform for others to build upon?
Core Capability:				
Key Indicators: Or Evidence of Success				
Potential Roadblocks: Or Constraints				
Getting to Next:	1	2	3	

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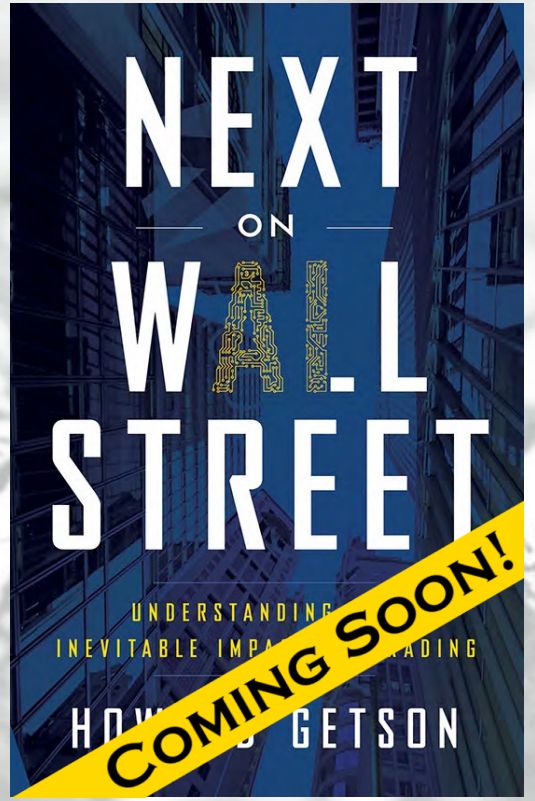

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