On to the Next Era:

Reliable AI Coding

From fragile AI-code
... to secure and maintainable enterprise software

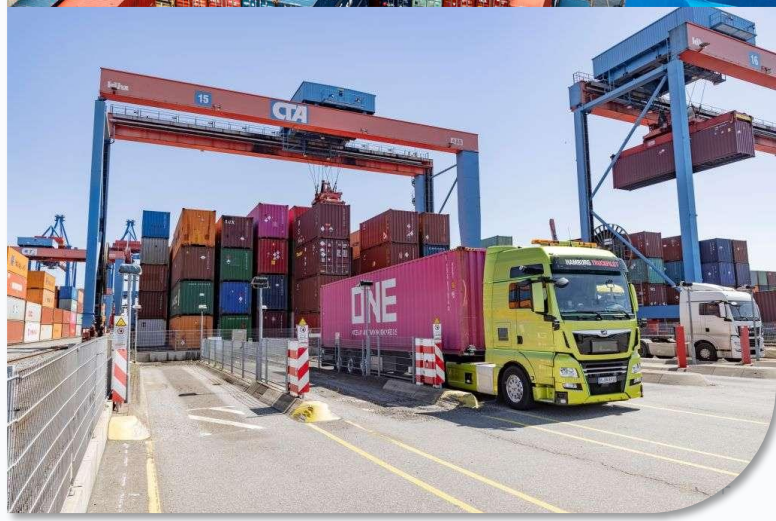
"Container & logistics" as a spot-on analogy...

1968

ISO-668

Standardization

- Security
- Efficiency
- Transparency
- Compliance



In AI Software Generation we are in 1968.

PROBLEM

Security

- **+70% to +400% increased chance of security risk [1,2]**
- **4.4 M USD avg. cost of breach [3]**
- **At the same time:**
  - Increased trust in AI vs. Human Code [2,4]
  - Increasing hacking frequency [5]

Efficiency

- **Output explodes, flow does not [6]:**
  - +98 % pull requests,
  - +154 % PR size,
  - +91 % review time,
  - +9 % bugs
- **19 % slower with AI tools, yet believe to be 20 % faster [7]**

Transparency & Maintainability

- **+41 % complexity & +30 % static warnings stay [8]**
- **88 % of devs see AI raising tech debt [9]**
- **A third of developer time already goes to tech debt [10]; flaws live 8.5 months [11]**

Legal Risk

- **2026/27: CRA €15 M / 2.5 % [12],**
- **NIS2 €10 M / 2 % + personal liability [13]**
- **GDPR €20 M / 4 % [14]**
- **42 % of cyber policies already exclude AI-related incidents [15]**

PROBLEM

Security

~ €75.000 / year & developer, expected loss*[C1]

Efficiency

~ €25.000–€30.000 / year & developer, lost capacity*[C3]

Transparency & Maintainability

~ additional €17.000 / year & developer, compounding*[C2]

Legal Risk

One incident **≈ €5 M**[C4] for a €50 M company (2.5 % of turnover + €3.9 M uninsured breach)

*** Reference**:
German mid-sized company, team of 10 developers using AI tools, €50 M revenue.
Calculations C1–C4 and sources: see References.

At the moment...

Firms are not increasing speed.
Firms are "taking a mortgage".

So why not:

"Clde, please make it safe, efficient, transparent & compliant"**

?

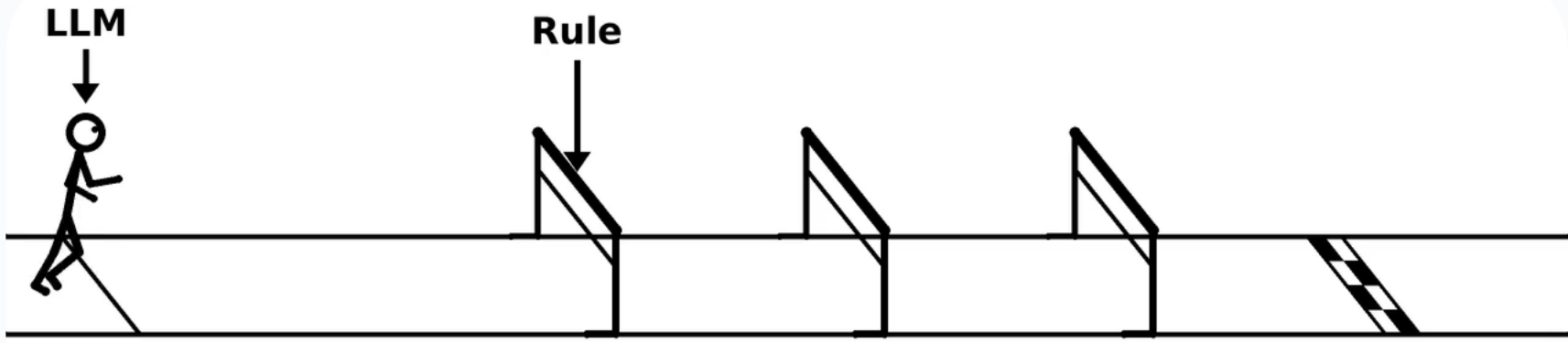
How to ensure rules (hurdles) are satisfied?

The ongoing status-quo

harness.md & abstract conventions

With 1-to-X semi-determinism

provable "correctness" & running-against-a-wall-principle



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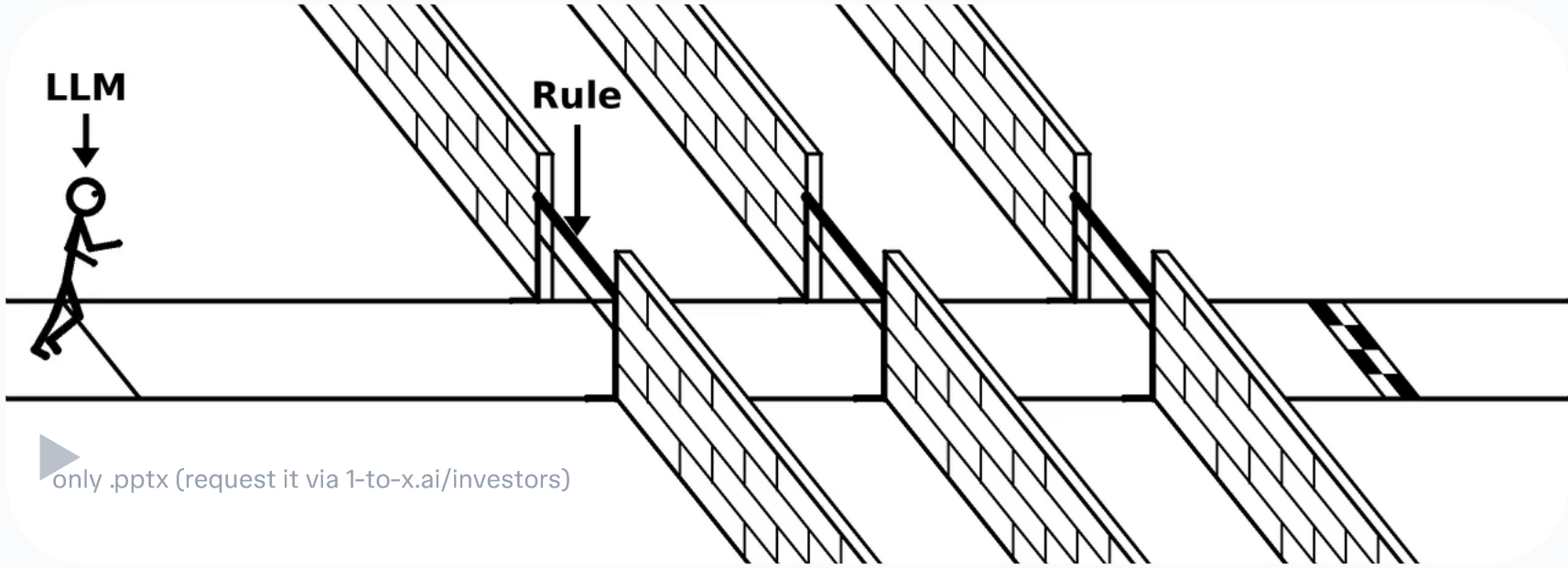

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Security

Secure by structure, not by prompt

Efficiency

Provable checks within seconds; Making review loops standardized.

Transparency & Maintainability

Maintaining structure also means stopping complexity from compounding

Compliance

Evidence via transparent logging of relevant actions & decisions.

Why doesn't the Silicon Valley do it then?

Hard. Unglamorous. Opinionated.

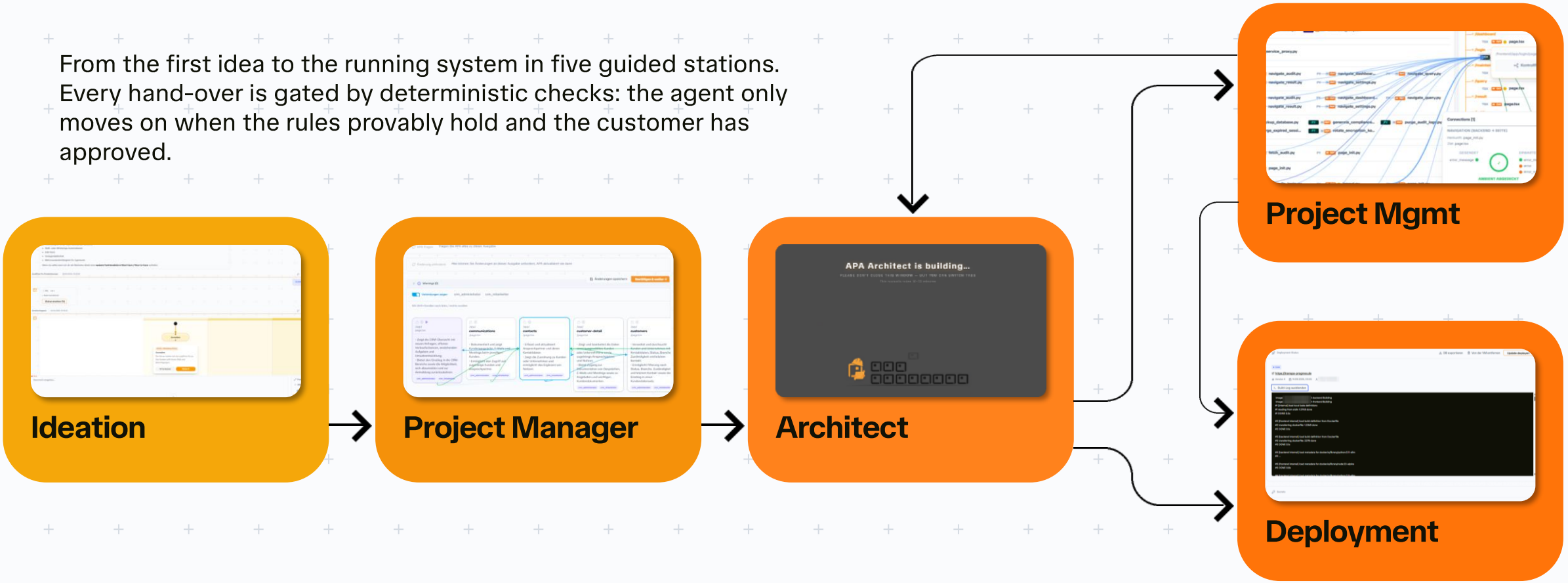
Fixed conventions mean less flexibility. Platforms built for everyone cannot be opinionated for anyone.

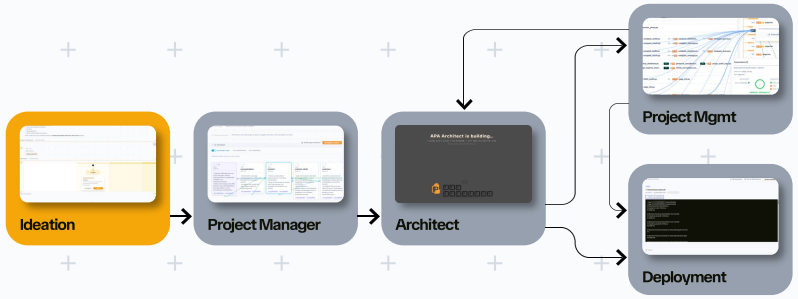
Cui bono? Chaos is the business model & selling the antidote will be

The Valley sells the generator and the antidote. Every unstructured line of code is a future security seat, review agent, or token.

One pipeline. One enforced structure.

From the first idea to the running system in five guided stations. Every hand-over is gated by deterministic checks: the agent only moves on when the rules provably hold and the customer has approved.

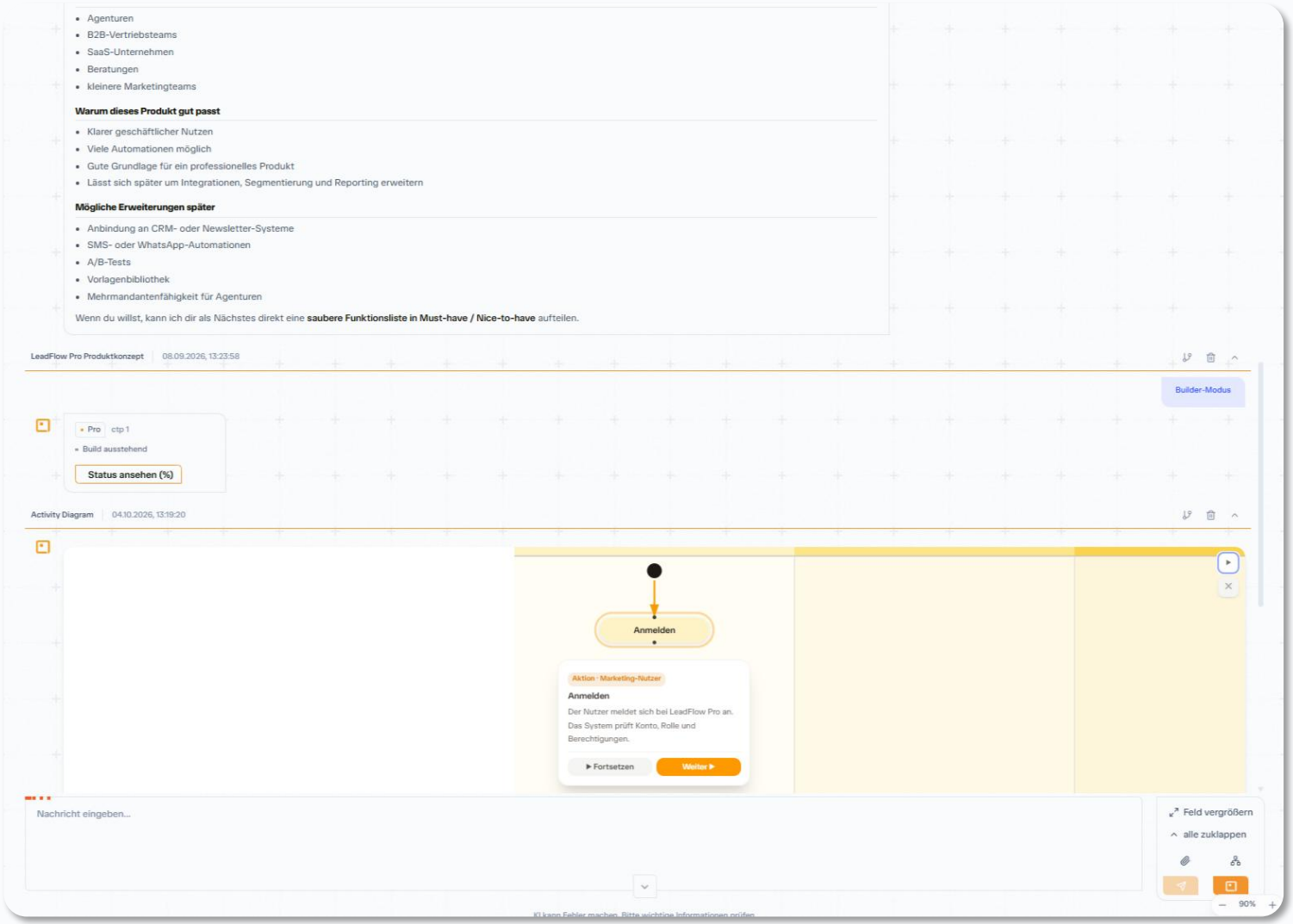


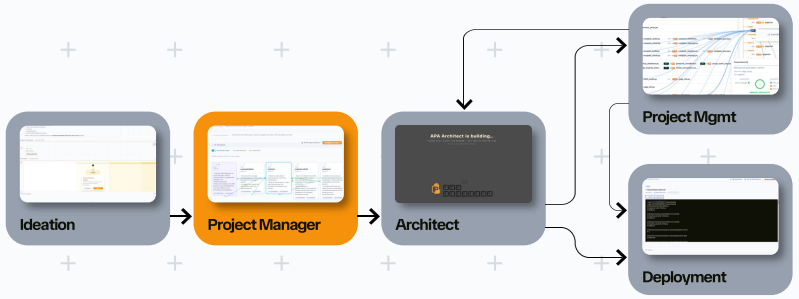


Interactive Ideation

Discuss raw ideas in a highly interactive chat.

- No technical knowledge required
- Explore alternatives side by side
- Your process, visualised as a diagram
- Works with your own documents

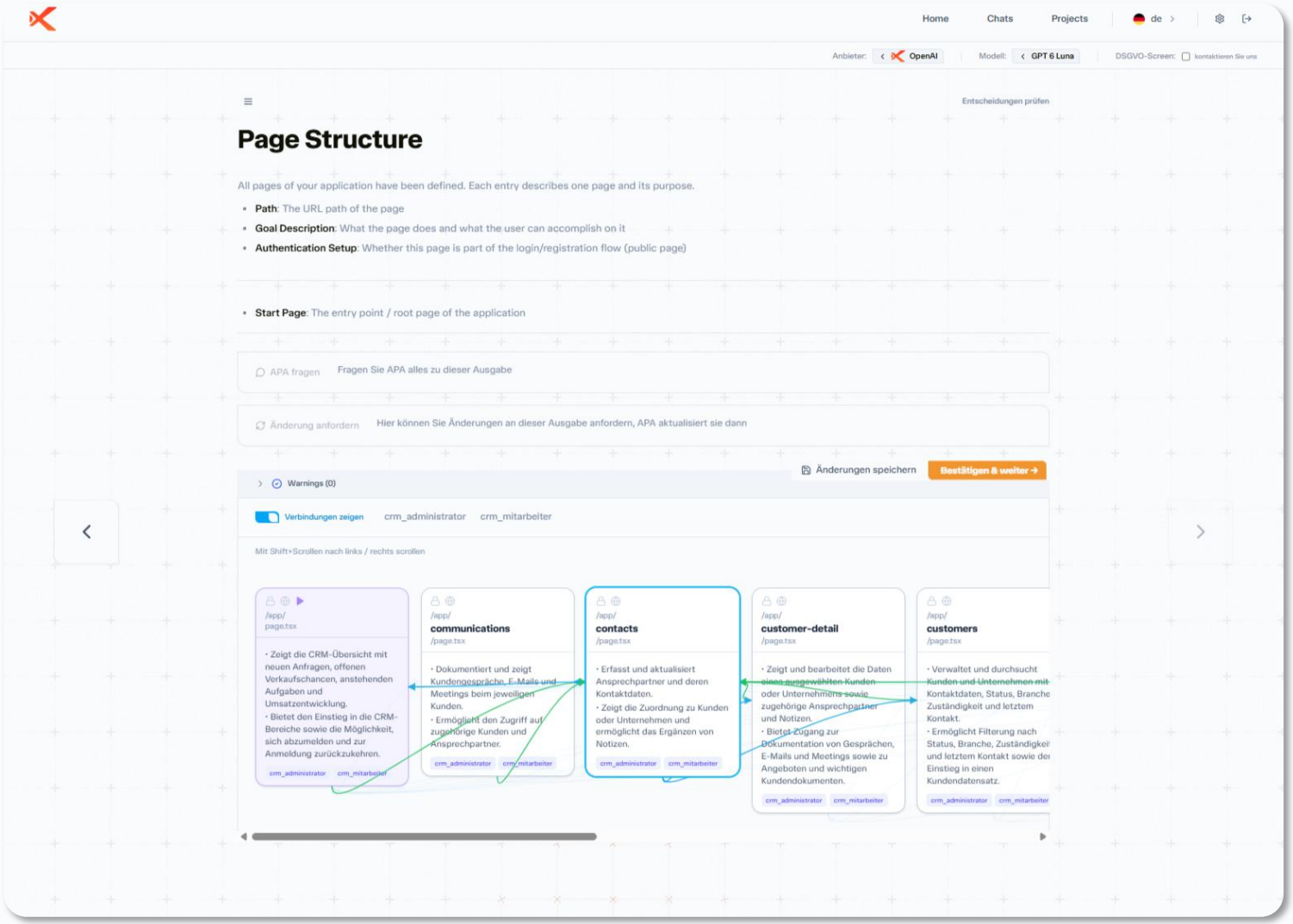




Requirements Analysis

Guided questions turn a rough idea into an approved blueprint.

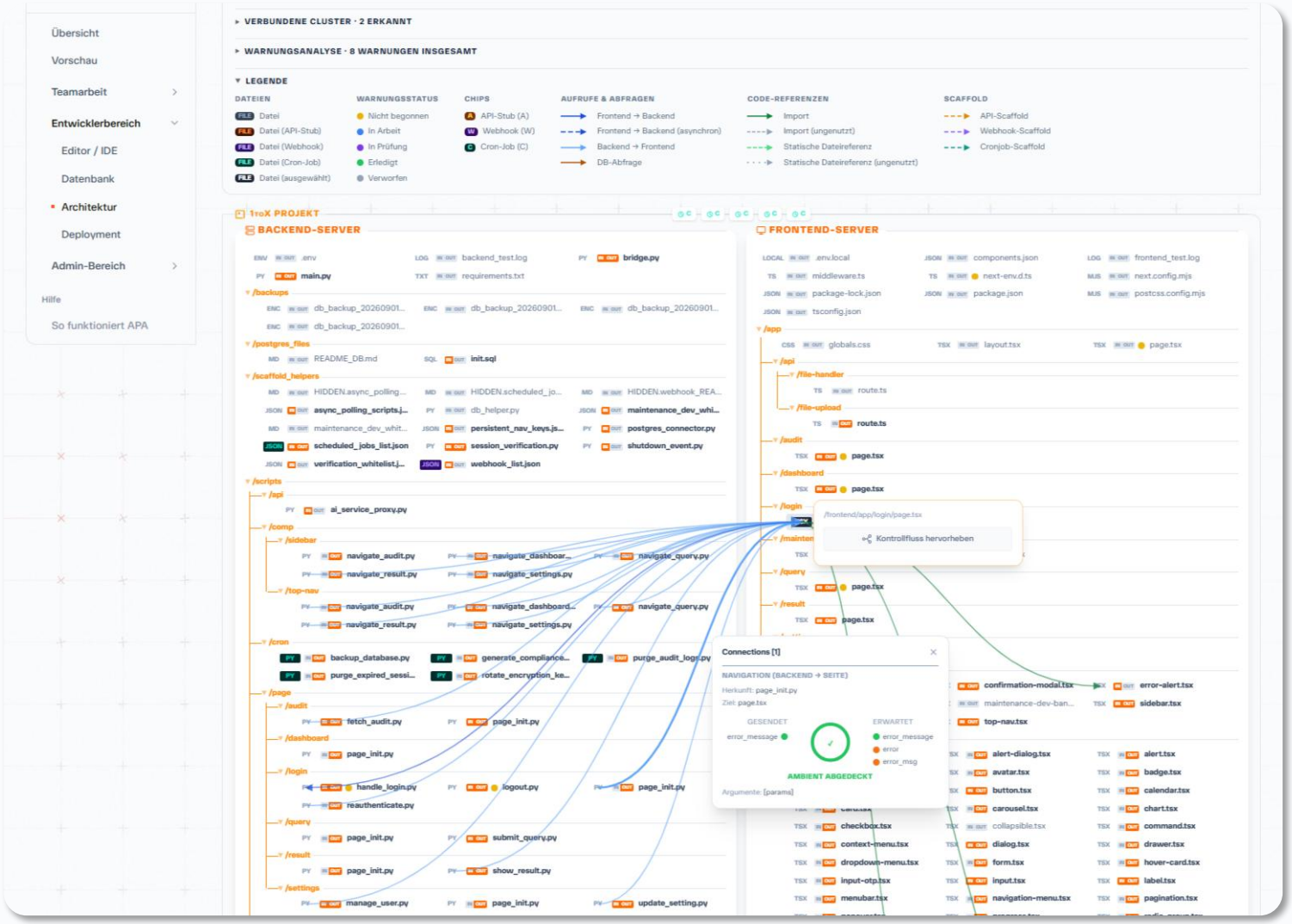
- Guided questions instead of prompt guessing
- You approve every step
- Change requests at any point
- Your corporate design from day one

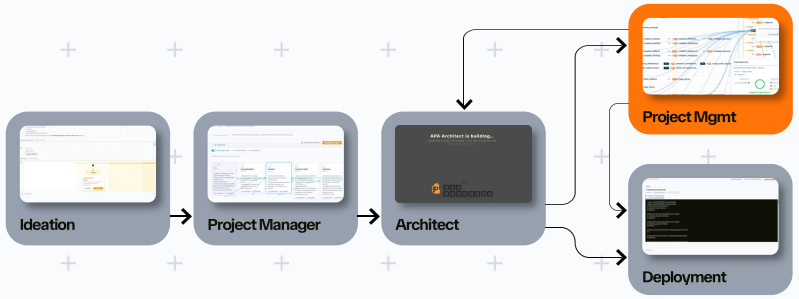


Product Generation

The agent builds against fixed conventions, not against a prompt.

- Secure by structure, not by prompt
- Deterministic checks gate every hand-over
- Runs fully on-prem if required
- Integrates via API into your own pipelines

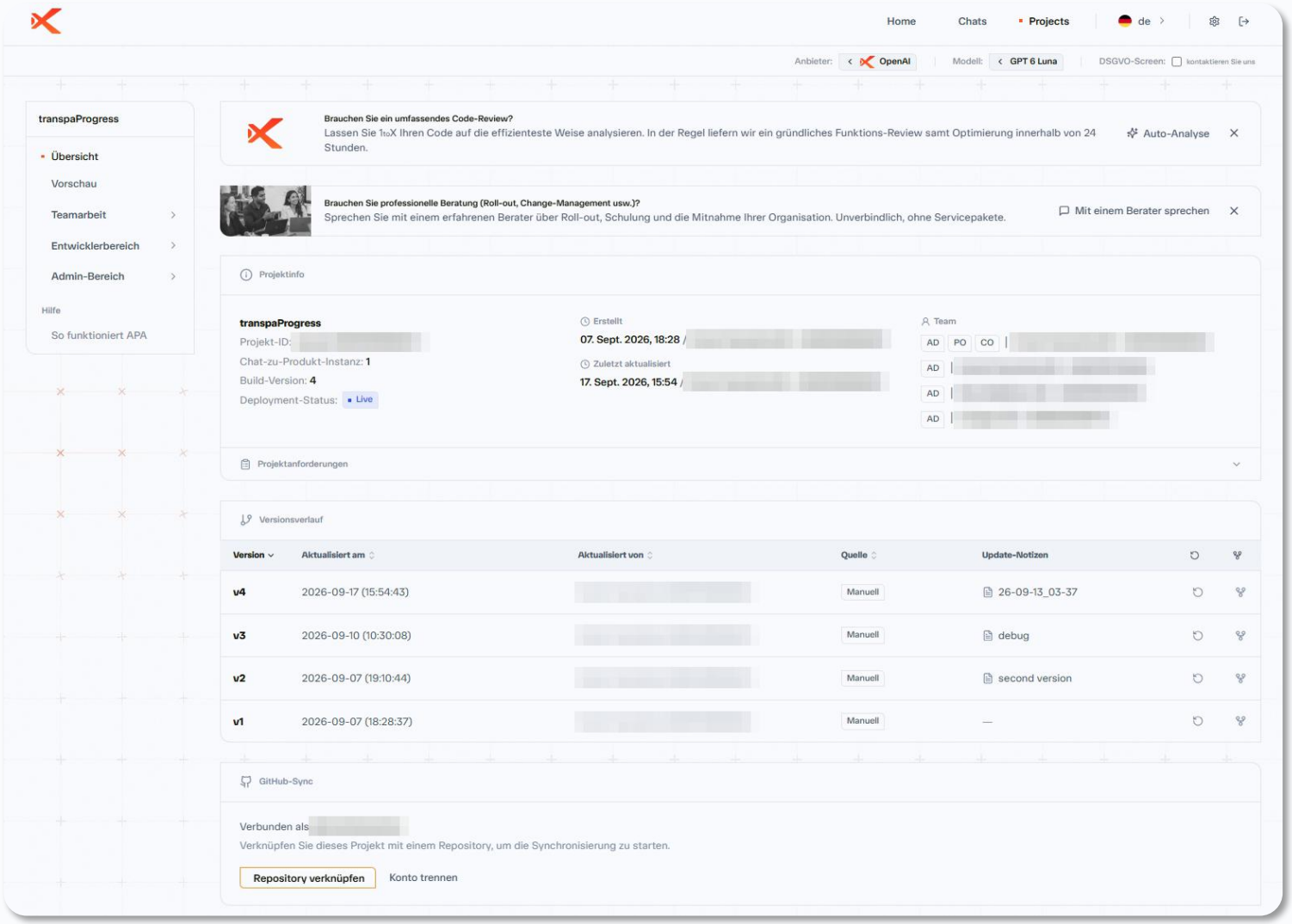


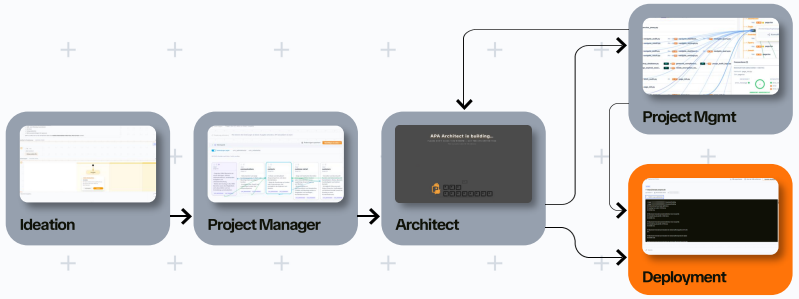


Project Management

Run every project with your team, fully transparent.

- Full architecture transparency, mapped automatically
- Automatic risk and quality warnings
- Every version saved, rollback anytime
- Built-in IDE with AI assistant and live preview

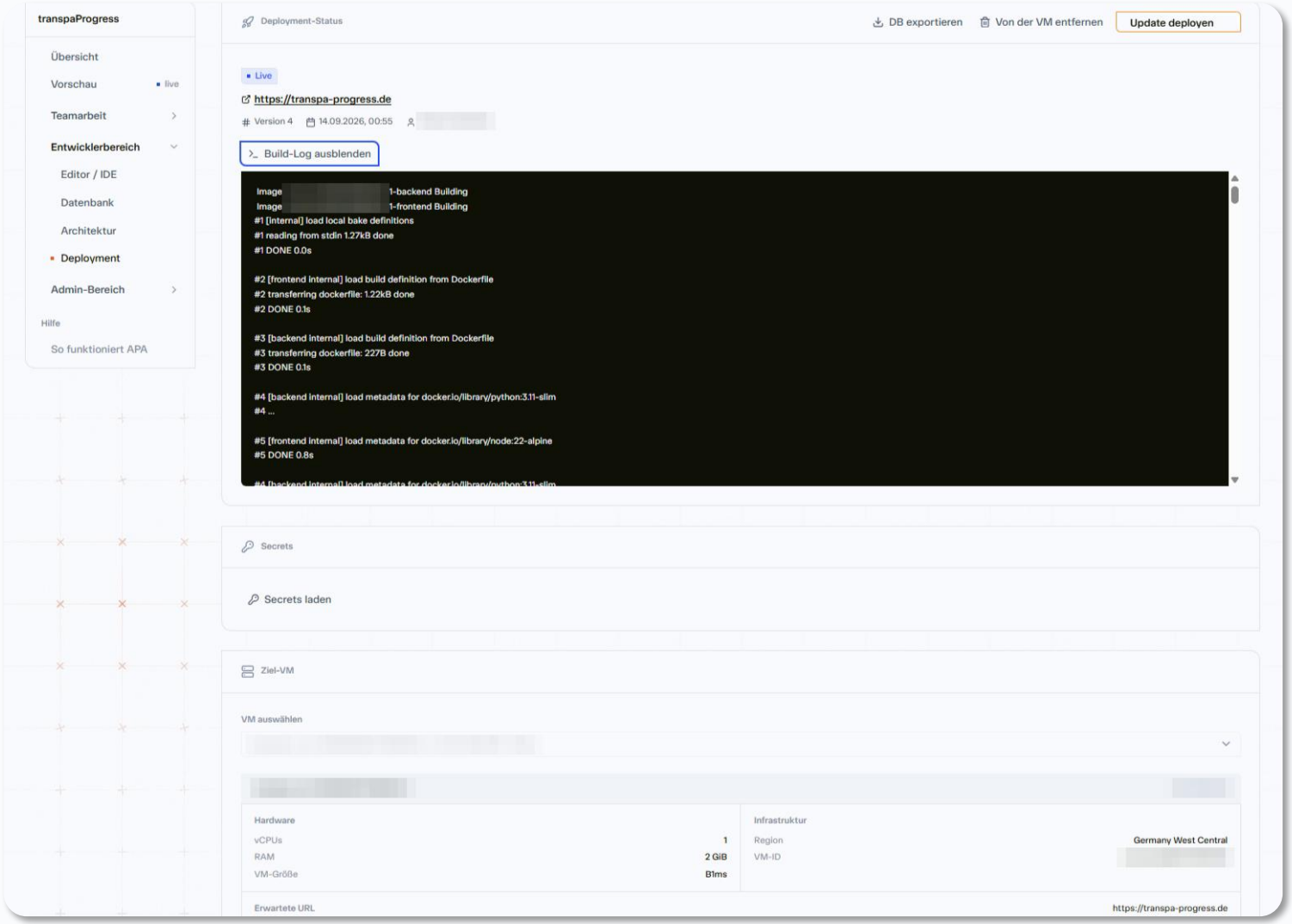




Deploy & Monitor

Go live in one click and stay in control.

- One-click deployment
- Hosted in Germany, ISO 27001 data centres
- Your own domain, SSL included
- Live monitoring, usage and budget control



The calendar is working in our favor: Four curves cross within the next 14 months.

A lot happening today already.

84 %

of developers already use AI coding tools[19]

24 % of production code is AI-generated; a third of companies run on more than 60 %.[16,20]

1 in 5

EU companies had a serious AI-code incident in the last 12 months[16]

Confirmed AI-code CVEs rose from 6 to 35 per month within two months (Q1 2026).[21]

€15 M | 2.5%

CRA fines, plus personal director liability under NIS2[12,13]

From 9 Dec 2026 software is a product under strict liability: “defective” replaces “careless”.[22]

42 %

of cyber policies already exclude AI incidents[15]

Proof of controls for AI code is becoming an underwriting condition at the next renewal.[23]

2024
Our thesis: AI code needs enforced structure, not prompts

Dec 2025
NIS2 in force in Germany: directors liable personally[13]

Aug 2026
AI Act transparency duties apply[24]

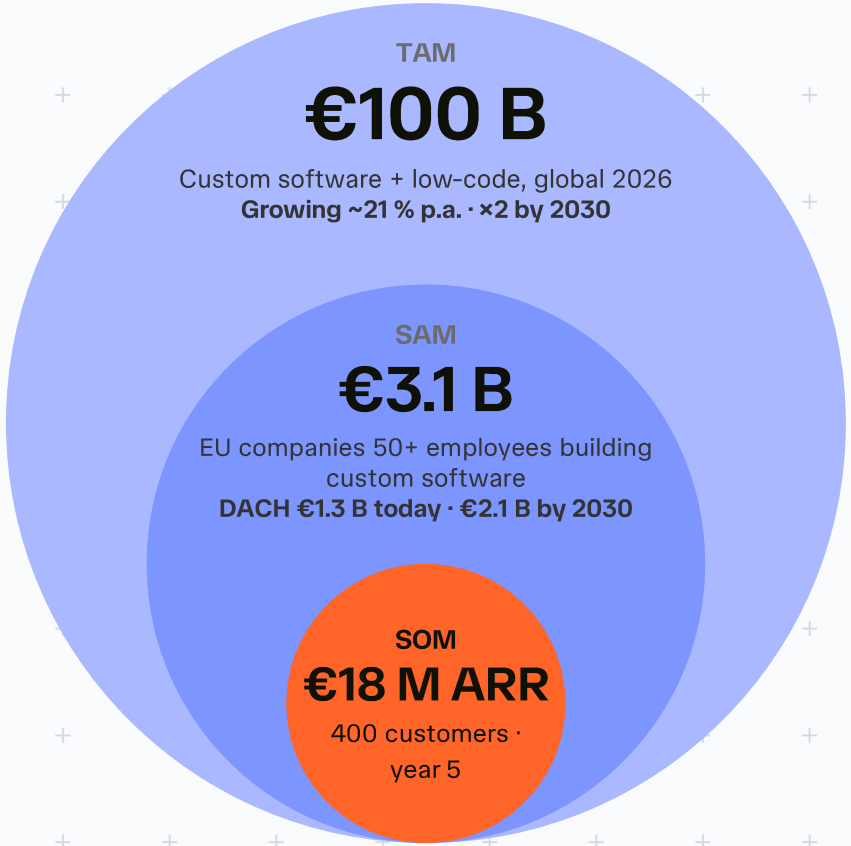
Sep 2026
CRA incident reporting: 24 h / 72 h[12]

Nov 2026
Slush

9 Dec 2026
Software becomes a product under strict liability[22]
three weeks after Slush

Dec 2027
CRA fully applicable, AI Act high-risk duties[12,24]

A €100 B market that AI makes bigger, not smaller.



TAM · Total addressable: custom software + low-code, global

- **€64.7 B**[25] custom software development (Grand View Research) + **€44.5 B**[26] low-code platforms (Gartner) in 2026, ≈ €100 B at 0.92 €/USD.
- Growing ~21 % p.a. to ≈ €215 B by 2030.[25,26]

SAM · Serviceable: EU companies with 50+ employees that build custom software

- **299,000**[27] companies (Eurostat) × **30 %**[28] digitalisation-active with custom-software need × **€35 k**[C5] ACV = €3.1 B.
- DACH: 125,000 companies, €1.3 B today, €2.1 B by 2030 as AI makes custom software affordable for firms that still run on Excel.[29–31]

SOM · Obtainable: built from sales capacity, not as a % of SAM

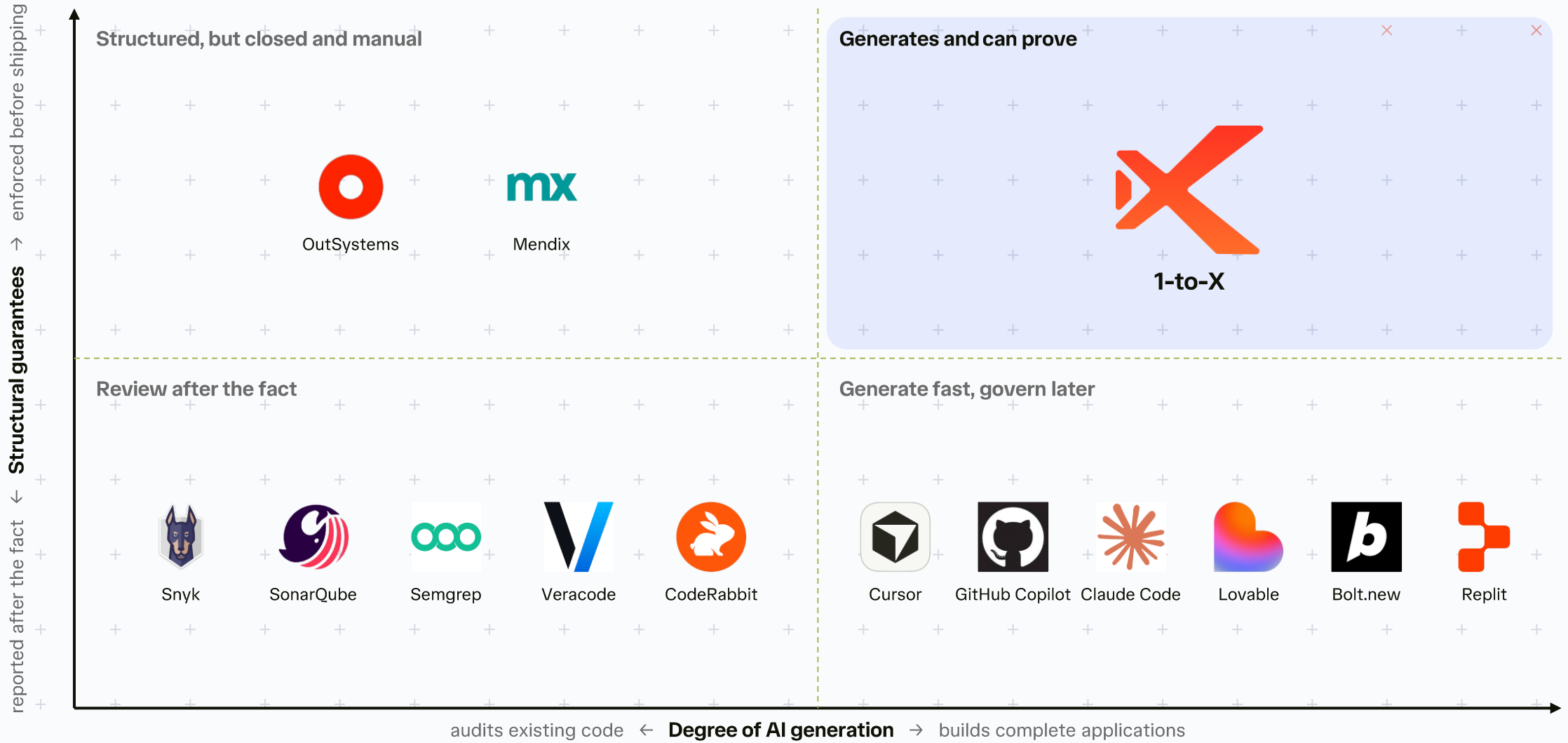
- **400** customers by year 5 × **€45 k** ACV = €18 M ARR[C6]
- 1.4 % of DACH. Partner-led from day one, own account executives from year 3, 8 % churn. Beachhead: **8,850** NIS2-regulated German companies with a deadline.[32]

Cross-check from the problem slide: ungoverned AI code costs German companies €17 B+ a year. At 5 to 10 % willingness to pay that is €0.9 to 1.7 B, bracketing our bottom-up SAM for Germany of €1.1 B.[C7]

Circles not to scale. Sources [25–35] and calculations [C5–C7]: see References at the end of this deck.

COMPETITION

Everyone generates. Nobody guarantees.



Want to see BM, GTM, Traction, ... , more?

→ We do send out the full pitch deck once we received an NDA.

References

[1] CodeRabbit, State of AI vs Human Code Generation (Dec 2025). 10.83 vs 6.45 findings per PR = 1.7× (+70 %, incl. readability); security alone 1.8–2.7×. Lower bound of "+70 % to +400 %". coderabbit.ai ↗

[2] Perry et al. (Stanford), ACM CCS 2023. RCT, 47 participants. SQL: 36 % vs 7 % insecure ≈ 5× (+400 %, upper bound). AI users more often believed insecure code was secure. arxiv.org ↗

[3] IBM, Cost of a Data Breach Report 2025. Global average USD 4.44 M per breach. ibm.com ↗

[4] Snyk, AI Code Security Report 2023. 75.8 % rate AI code as more secure than human code (537 respondents). cloudwars.com ↗

[5] Check Point, Q1 2025 Cyber Attack Report. 1,925 attacks per organisation per week, +47 % YoY. blog.checkpoint.com ↗

[6] Faros AI, The AI Productivity Paradox (2025). Telemetry, 10,000+ developers: +98 % PRs, +154 % PR size, +91 % review time, +9 % bugs. faros.ai ↗

[7] METR, AI and experienced OSS developers (Jul 2025). RCT, 16 developers, 246 tasks: 19 % slower; afterwards they still believed they were 20 % faster. metr.org ↗

[8] Carnegie Mellon University, Cursor adoption study (2025/26). 807 repos vs 1,380 controls, 20 months: complexity +41 %, static warnings +30 %, persistent. Secondary summary. dev.to ↗

[9] Sonar, State of Code Developer Survey 2026. 88 % of 1,100+ developers see AI raising tech debt. sonarsource.com ↗

[10] Stripe, The Developer Coefficient. 33 % of developer time goes to tech debt (13.5 of 41.1 h per week). stripe.com ↗

[11] Veracode, State of Software Security 2025. Half-life of a security flaw: 252 days ≈ 8.5 months. businesswire.com ↗

[12] Cyber Resilience Act, Regulation (EU) 2024/2847. Fines up to €15 M / 2.5 % of turnover; reporting 24 h / 72 h from 11 Sep 2026; fully applicable 11 Dec 2027. goodwinlaw.com ↗

[13] NIS2 Implementation Act (NIS2UmsuCG), § 38 BSIG. In force since 6 Dec 2025; up to €10 M / 2 %; management liability cannot be delegated. advisori.de ↗

[14] GDPR, Regulation (EU) 2016/679, Art. 83(5). Fines up to €20 M / 4 % of global turnover. eur-lex.europa.eu ↗

[15] Delinea survey, cited by Hendrickson (2026). 42 % of companies have AI exclusions in their cyber policies (vendor survey). hendricksonins.com ↗

[16] Aikido, State of AI in Security & Development 2026. 450 devs/CISOs: 20 % (EU) serious AI-code incident in 12 months; 24 % of production code AI-generated; 6.1 h/week alert triage, 72 % false positives. aikido.dev ↗

[17] IBM, Cost of a Data Breach 2025, Germany. Average breach cost in Germany: €3.87 M. silicon-saxony.de ↗

[18] Google DORA, State of DevOps 2024. +25 % AI adoption: −1.5 % throughput, −7.2 % delivery stability, −2.6 % valuable work time. redmonk.com ↗

[19] Stack Overflow Developer Survey 2025. 84 % of 49,000+ developers use or plan to use AI tools. stackoverflow.co ↗

[20] Checkmarx, Future of AppSec 2025. 34 % of companies run on more than 60 % AI-generated code. infosecurity-magazine.com ↗

[21] Cloud Security Alliance, Vibe Coding's Security Debt (Apr 2026). Georgia Tech radar: confirmed AI-code CVEs 6 → 15 → 35 per month in Q1 2026. labs.cloudsecurityalliance.org ↗

[22] Product Liability Directive (EU) 2024/2853. Software and AI are products under strict liability; applies from 9 Dec 2026. gibsondunn.com ↗

[23] Casualty Actuarial Society, Vibe Coding & Cyber Insurance (2026). Ungoverned AI code counts as "failure to maintain security controls"; reviews, logs and scans become underwriting conditions. digital.casact.org ↗

[24] EU AI Act, Regulation (EU) 2024/1689. Transparency duties from 2 Aug 2026; high-risk duties (Annex III) from 2 Dec 2027. softwareimprovementgroup.com ↗

[25] Grand View Research, Custom Software Development Market. USD 64.7 B (2026), USD 146.2 B (2030), 22.6 % CAGR. grandviewresearch.com ↗

[26] Gartner low-code forecast, cited by ToolJet. USD 44.5 B (2026), 19 % CAGR. blog.tooljet.com ↗

[27] Eurostat (Dec 2024). 246,000 medium (50–249) and 53,000 large (250+) enterprises in the EU, 2023. ec.europa.eu ↗

[28] KfW, Digitalisierungsbericht Mittelstand 2025. 30 % of all SMEs completed digitalisation projects; basis for the 50 % filter for 50+ employees (assumption). kfw.de ↗

[29] Destatis 2024, cited by FMC Group. Germany: 84,700 companies with 50–249 and 18,600 with 250+ employees. fmcgroup.com ↗

[30] WKO, KMU in Österreich 2024. Austria: 8,464 companies with 50–249 employees (2023). wko.at ↗

[31] BFS Switzerland, KMU in Zahlen. Switzerland: ≈ 10,000 companies with 50–249 employees (2015). kmu.admin.ch ↗

[32] BSI estimate, cited by Tech-Insider. 29,500 NIS2-regulated companies in Germany; × 30 % filter = 8,850 beachhead. tech-insider.org ↗

[33] Bundesagentur für Arbeit, ICT occupations 2024. 1.52 M employees in ICT occupations in Germany. it-daily.net ↗

[34] Bitkom, IT security market 2025. €11.1 B IT-security spend in Germany. silicon-saxony.de ↗

[35] Bitkom, Wirtschaftsschutz 2025. €202.4 B annual damage from cyber attacks in Germany. security-insider.de ↗

[36] Gartner, Top Strategic Technology Trends 2025 (Oct 2024). 33 % of enterprise software applications will include agentic AI by 2028, up from <1 % in 2024. aibusiness.com ↗

[37] Gartner, agentic AI forecast (Jun 2025). Over 40 % of agentic AI projects cancelled by end of 2027 (costs, unclear value, inadequate risk controls); "agent washing": only ~130 of thousands of vendors are real. w.media ↗

[38] Munich Re, Cyber Insurance Report 2025. USD 16.3 B premiums (2025), USD 32.4 B by 2030. businessinsurance.com ↗

[39] Coalition, premium credits for MDR. Up to 12.5 % premium discount for recognised security controls. coalitioninc.com ↗

Calculations behind the numbers

Reference company (slide 5)

German mid-sized company, 10 developers using AI tools at €100 k full cost each (€1.0 M capacity), €50 M revenue.

C1 Security ≈ €75 k / developer

20 % serious-incident rate [16] × €3.87 M breach cost in Germany [17] = €0.77 M expected loss per company ÷ 10 developers.

C2 Maintainability ≈ €17 k / developer

33 % of time already goes to tech debt [10], leaving €670 k productive. +41 % complexity × −64.5 % velocity per +100 % complexity [8] ≈ −26 % = €174 k ÷ 10 developers. Compounding, as the effect does not decay.

C3 Efficiency ≈ €25–30 k / developer

19 % slowdown [7] = €19 k, plus alert triage 6.1 h/week × 72 % false positives [16] = 10.7 % = €10.7 k, ≈ €30 k. Conservative path without METR: DORA elasticities [18] and +91 % review time [6] ≈ €27 k.

C4 Legal ≈ €5 M per incident

CRA anchor 2.5 % × €50 M turnover = €1.25 M [12], plus €3.87 M breach [17] left uninsured where AI exclusions apply [15, 23].

C5 SAM €3.1 B (EU)

299,000 EU companies with 50+ employees [27] × 30 % (50 % digitalisation-active [28] × 60 % custom-software need, both assumptions) × €35 k ACV. ACV = mix of the 1toX price list: 30 % small (€11.7 k), 55 % mid (€41.4 k), 15 % large (€60 k). DACH: 125,000 companies [29–31] = €1.3 B. 2030: filter 37.5 %, ACV €45 k = €2.1 B.

C6 SOM €18 M ARR (year 5)

Built from sales capacity: 12 closings per AE per year, 10 AEs in year 5, 8 % churn, partner channel from year 3 = 400 customers × €45 k ACV; 1.4 % of the DACH SAM.

C7 Cross-check from the problem size

≈ 360,000 developers with AI tools in Germany (1.52 M ICT employees [33] × 40 % developers × 60 % AI use [19], assumptions) × €47 k certain losses (C2 + C3) ≈ €17 B p.a. Willingness to pay 5–10 % (IT-security spend €11.1 B [34] vs. €202 B cyber damage [35] = 5.5 %) = €0.9–1.7 B, bracketing the bottom-up SAM for Germany of €1.1 B.

Numbers in [ ] refer to the References slide. Full derivations: problem-slide research dossier and TAM/SAM/SOM model, available on request.