

AI: spend is easy, impact is hard

Buy AI Licence



Productivity?



Profit?

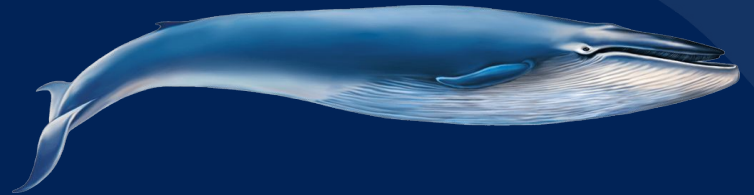


Caveat

1. Science is hard.
2. Your mileage may vary.

A Wide Range of Companies

- Startups
- Scale-ups
- Unicorns
- Enterprise



Quantifying Skills

- **How confident are you in using agentic LLM systems to write code?**
- **Which of the following statements are true about text tokenization for LLMs?**
 1. Tokens are the smallest units of text that LLMs process.
 2. In modern LLMs, tokens are always single words.
 3. How to tokenize is learned by the LLM during training.
 4. LLMs automatically adapt to new, unseen characters by generating new tokens.
 5. LLMs can tokenize at the level of bytes, multiple characters, or entire words.
 6. You can use one LLM's tokenizer to tokenize text for any other LLM.

Learning philosophy

Mental models >> tips & tricks.

Q: What happens if you set `max_token_count` AND you ask for a response in XML?

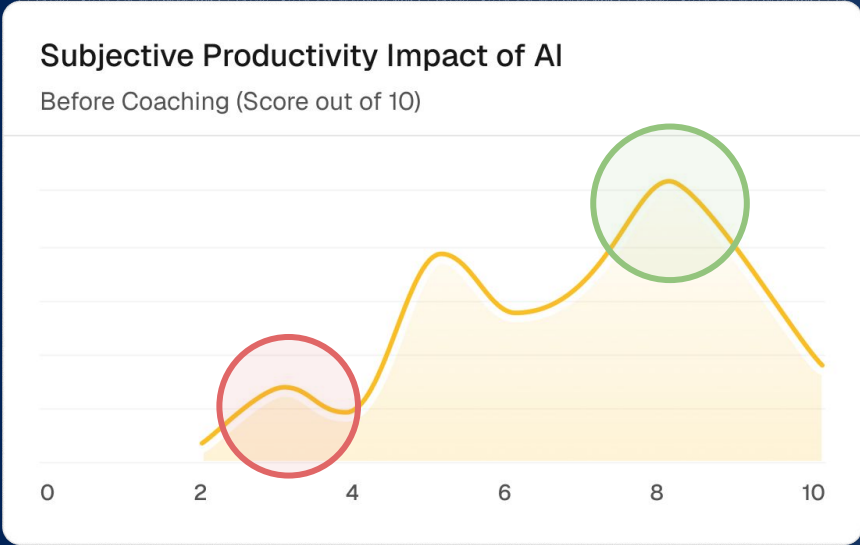
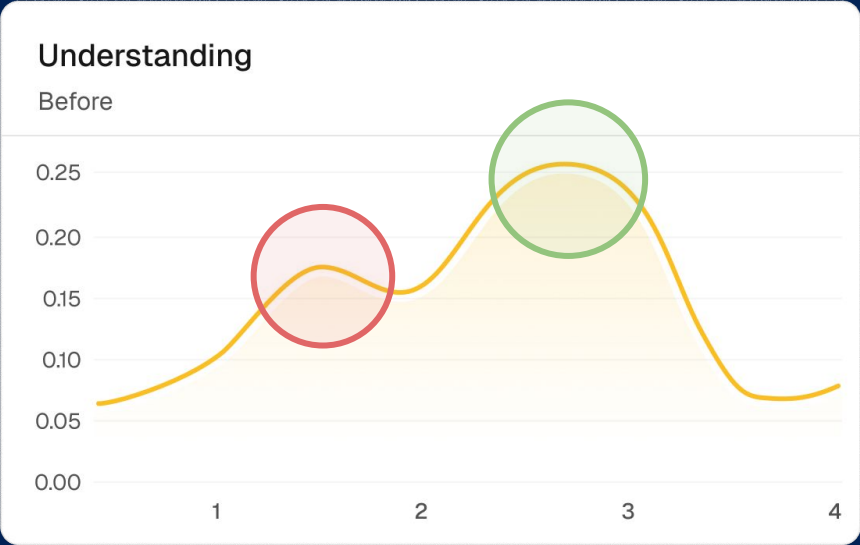
```
1 <A>
2   <B>Soup</B>
3   <C><D>Tomatoes</D></C>
4   <E><F>Mush 'em up</F></E>
5 </A>
```

Terse (unreadable)

```
1 <YourRequestedRecipe>
2   <DishName>Soup Recipe</DishName>
3   <IngredientList>
4     <Ingredient>
5       <Name>Tomatoes</Name>
6       <Amount>Can ✗
```

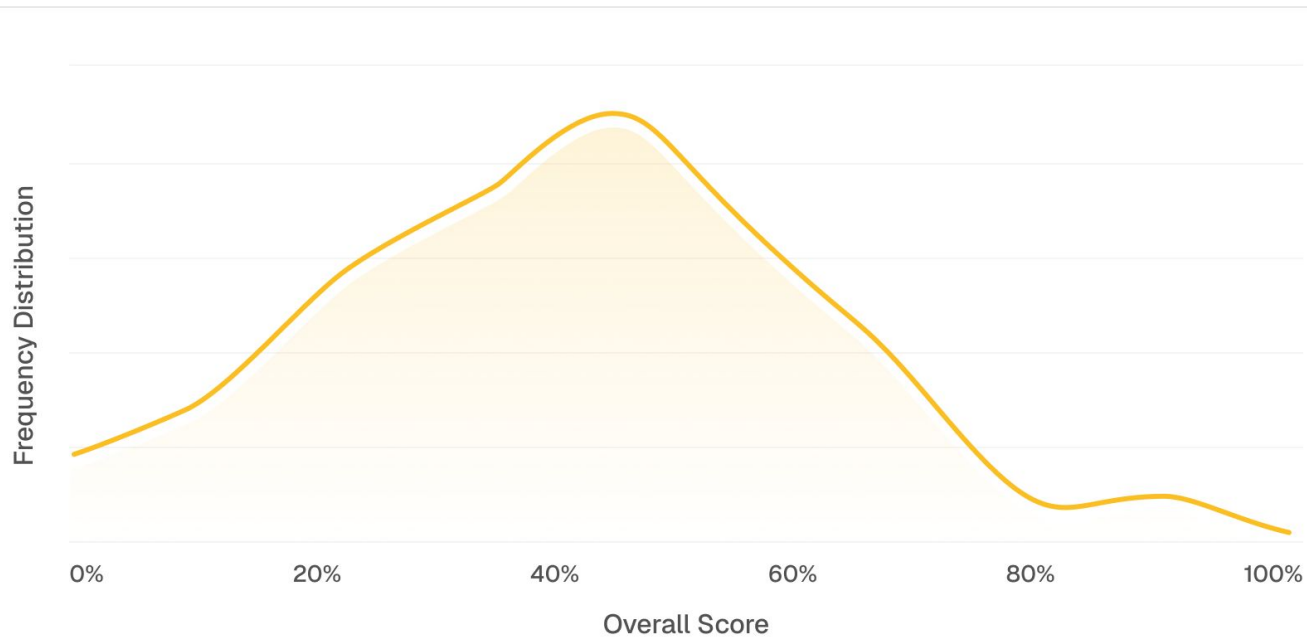
Verbose (truncated)

Reluctant pessimists & Confident optimists



Technical Assessment Scores - Before Coaching

Distribution of Scores



Where intuition helps

Developers without formal training are strongest at:

- **AI tool usage**
- **Security**

Common Gaps...

Most common technical skill gaps before coaching are:

- **Customising AI systems**
(e.g. building RAG, fine-tuning)
- **Agentic Workflows**

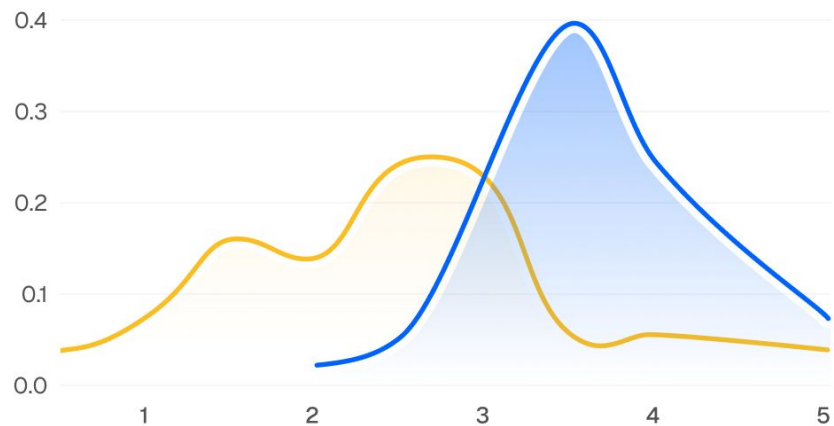
Perceived gaps

Most common self-assessed gaps:

- "Understanding LLMs"
- "Effectiveness at Coding with AI"

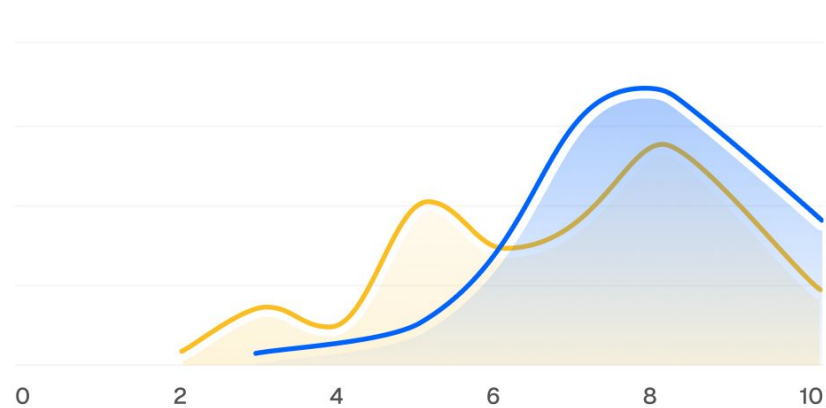
Understanding, After

● Before ● After



Subjective Productivity Impact of AI

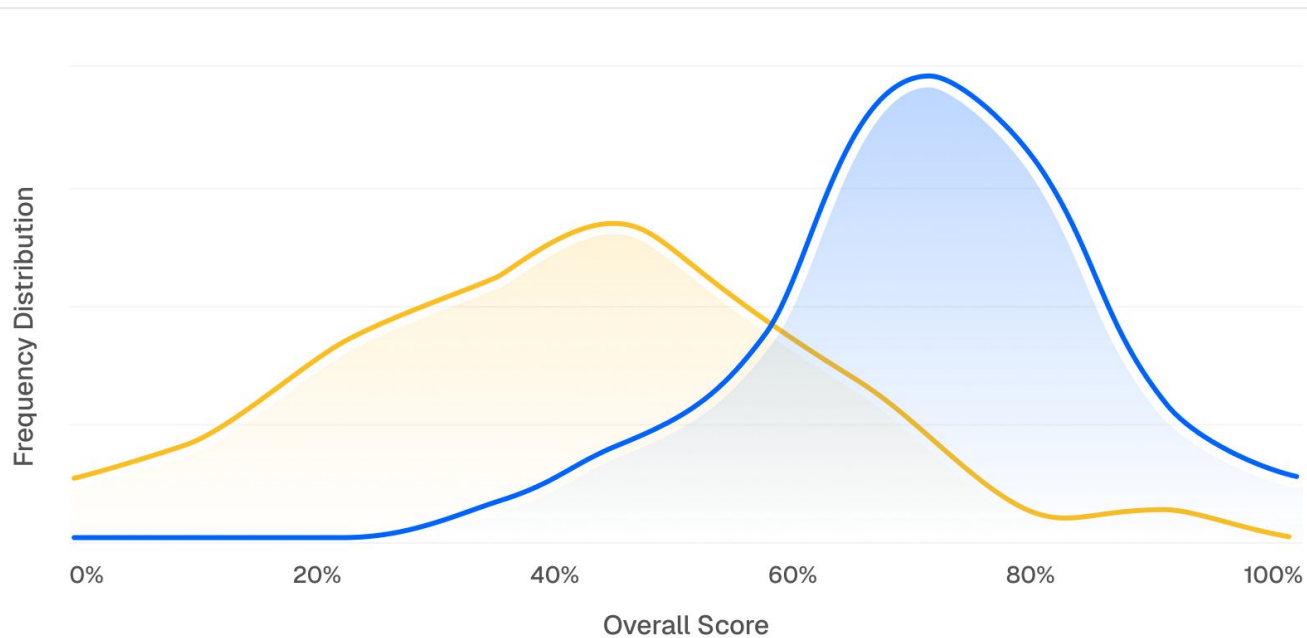
● Before ● After



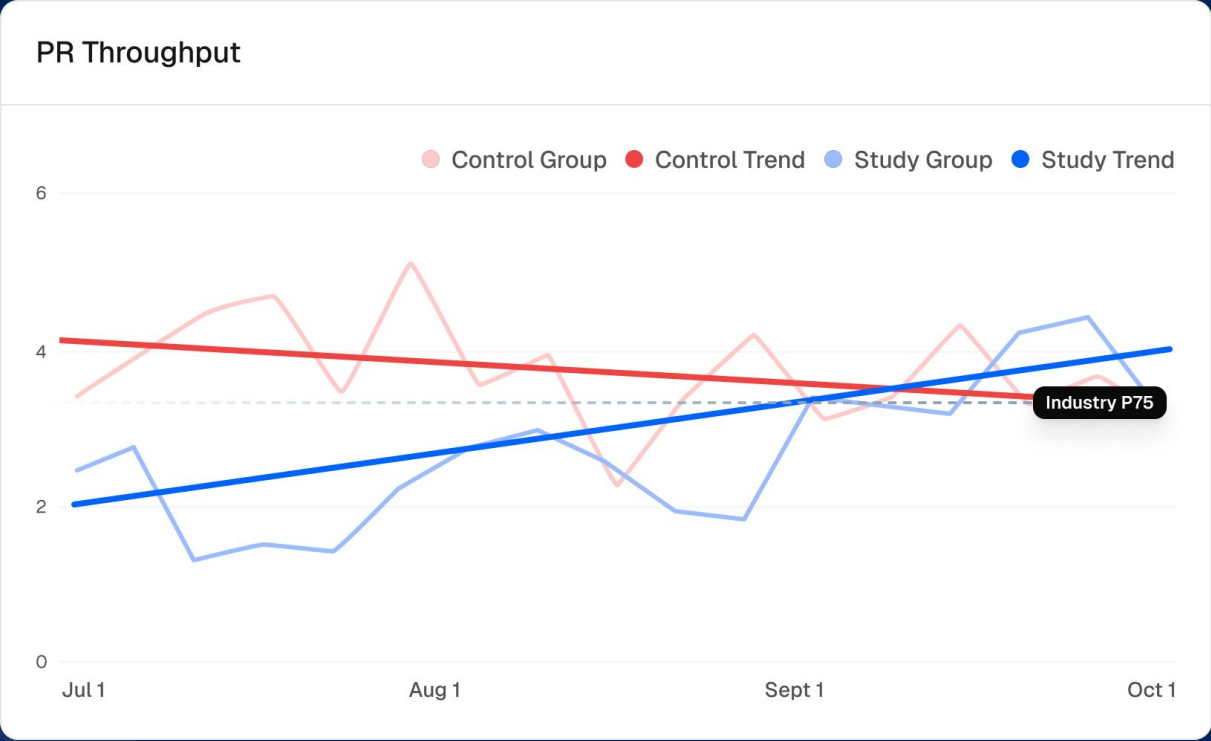
Technical Assessment Scores - After Coaching

● Before ● After

Distribution of Scores



Expertise raises productivity



Time saved = £££

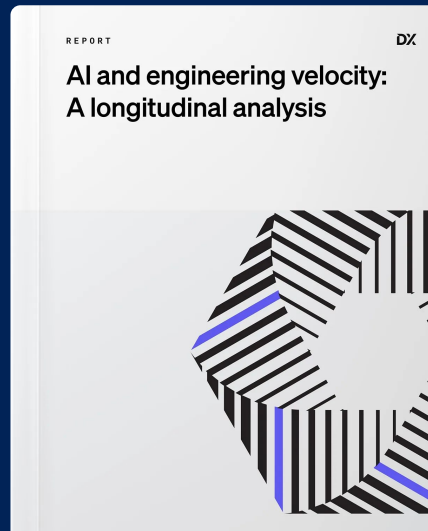
- 44% estimated saving 1–3 hours per week
- 31% estimated saving 3–6 hours per week
- 17% estimated saving 10+ hours per week

£51.6 million saved

Adoption ain't it

"...companies where AI adoption rose sharply. During the study period, AI tool usage increased by an average of **65%**, while median PR throughput increased by an average **7.76%**."

AI and engineering velocity: A longitudinal analysis
DX Developer Intelligence Report

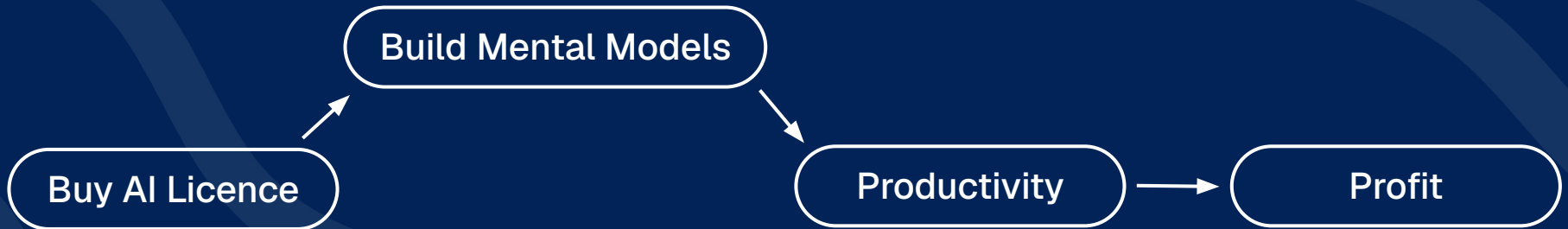


This makes sense

We use mental models in software:

- **stack vs heap**
- **TCP vs UDP**
- **i = 2; vs i = 2.0;**

Teach mental models in AI, to get deeper understanding and see productivity gains.



**You know that thing
I just said you need?**

**Well - crazy coincidence! - we do that
thing and you should come and talk to
us about it at our stand upstairs.**

Or don't, or whatever.



New GenAI Upskilling at Scale →



How it Works Pricing Modules > Use Cases Company > Contact

Login

Book a Demo →

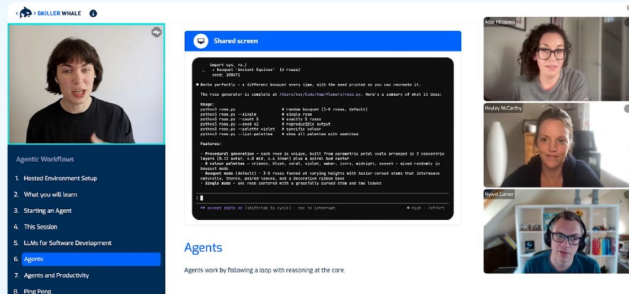
TOOLS x SKILLS = EDGE

Is your team generating value from AI, or just paying for it?

Tools are just overhead until your team knows how to command them

Book a Demo

AI Upskilling Report



TRUSTED BY GREAT ENGINEERING TEAMS INCLUDING

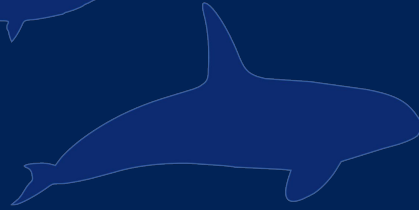
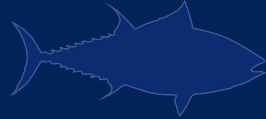




skillerwhale.com

Title

- Startups
- Scale-ups
- Unicorns
- Enterprise





Title

Large text

DX

Small text semi

Small text regular

Learning philosophy

Mental models >> tips & tricks.

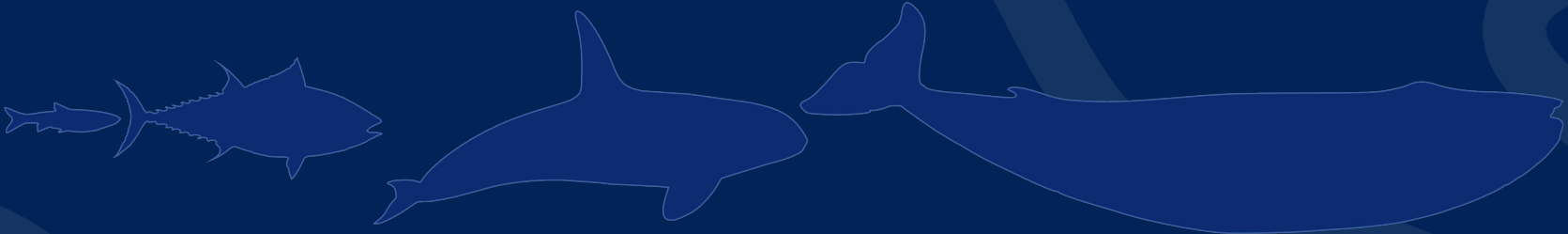
Tip: "All formatted output should be in Markdown"

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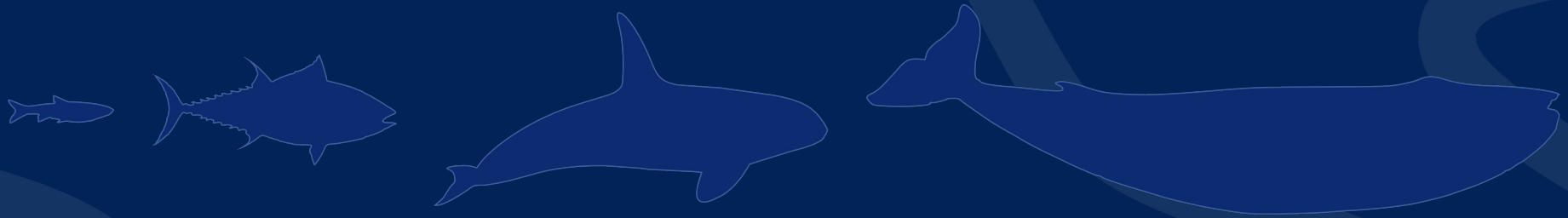
Startups

Scale-ups

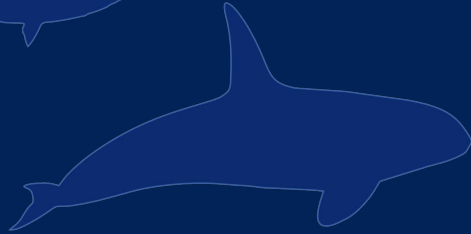
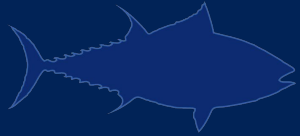
Unicorns

Enterprise

Title



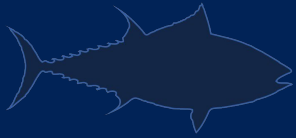
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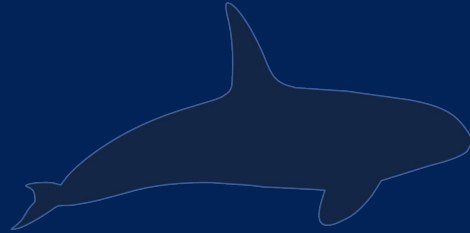
Title



Minnow



Tuna

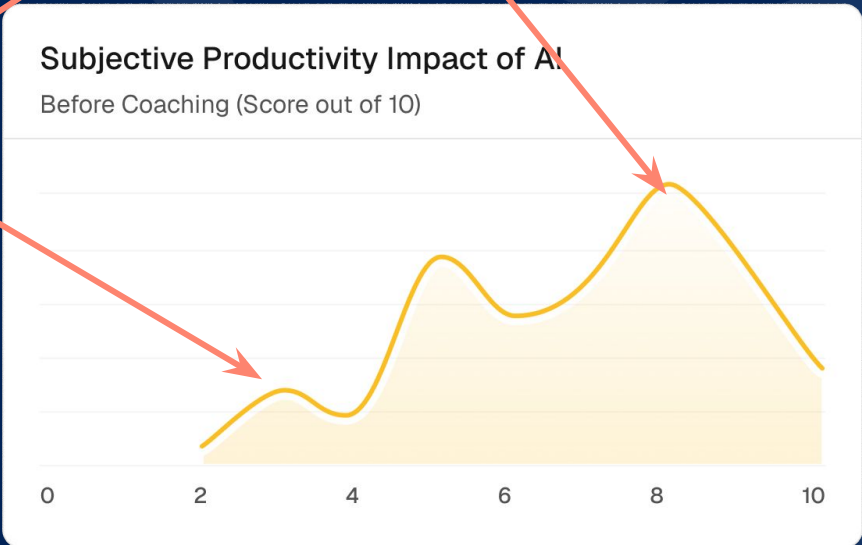
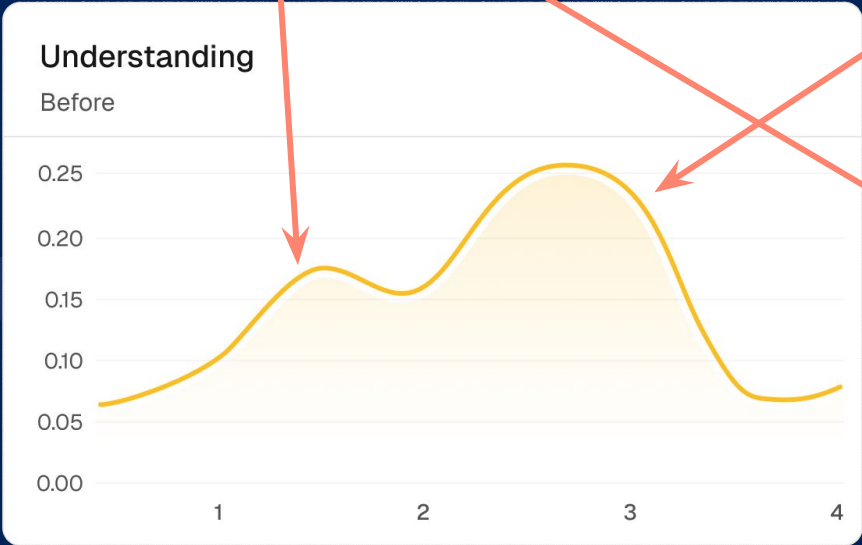


Orca



Blue Whale

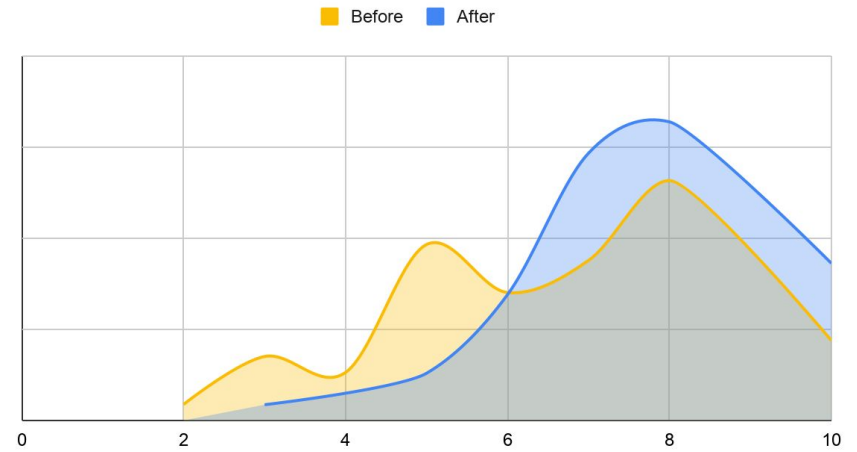
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Understanding, After

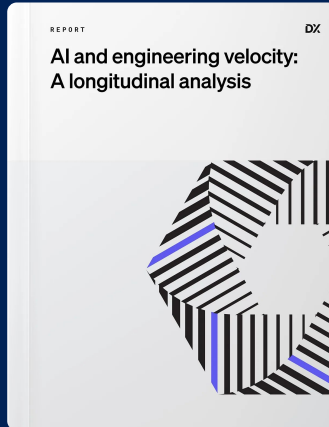


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