percept

Manifesto

Preface

Beyond language models, we believe the true power of AI lies in its ability to understand user intentions and execute transactions on the blockchain. Today, the most prominent systems orchestrating online transactions are built on Web2 infrastructure. This restricts AI agents and limits their ability to execute secure and fast transactions. **AI requires new internet highways designed for autonomy.** We are driven by the conviction that we can collectively save humanity millions of hours.

Introduction

I didn't always value my time as I do now. For the first 23 years of my life, I was programmed to follow processes exactly as they were taught to me. It wasn't until I understood how value works that I realized how much time I wasted on mindless tasks. And I didn't truly grasp the concept of value until I broke free from the financial system we're conditioned to accept. Value is simple: the rarer your skill set, the greater your reward.

Although I consider myself a technologist, I want to emphasize that I value the perspective that humans should engage in some manual work and not rely entirely on "robots." Personally, I've found manual labor woodworking, in my case, to be both meditative and deeply enjoyable. However, the mindless tasks I refer to are not these. They are inefficiencies created by technology itself.

A perfect example of this is my recent experience with my Tesla lease. While Tesla excels at making the car-buying process incredibly simple, they fell short in one crucial area:

The beginning of the lease experience was as expected. First, I signed the lease agreement through a DocuSign-style link they provided. Then, I made my down payment and first month's dues directly on the Tesla app, which linked to my bank account using Plaid (an API that connects your bank account to third-party apps). I picked up the car a few days later. Given this pleasant car-shopping experience (compared to going into a dealership), I expected the lease payments to be handled directly through the Tesla app, where my bank account was already linked.
Here's where it gets messy. A few months later, I received an email alert from Experian saying my credit score had dropped 81 points due to a delinquent account from US Bank.

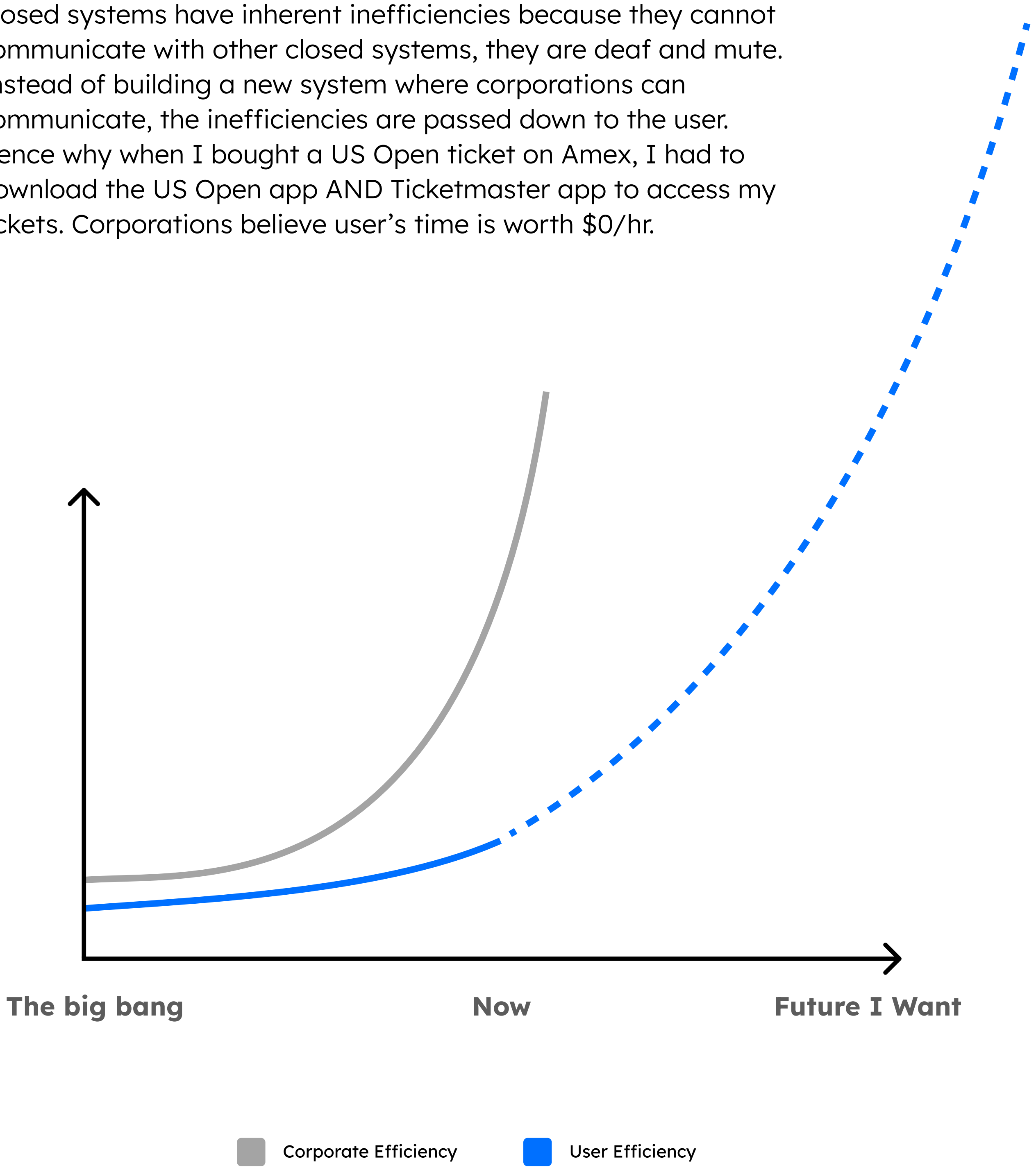
Who the fuck is US Bank? Well, after 3 hours of calls, I find out that the lease for my Tesla is actually through US Bank and I haven't paid the last 3 months of dues. Turnouts out, "for security reasons" US Bank only contacts you through physical snail mail and the address they had on file was wrong.

While on the phone with US Bank, I was able to pay for the past due fees and was told there as "50/50 chance we can remove the mark from your credit" and was transferred to another department to make the request to the credit gods if I could be so lucky as to get my credit back to normal. Oh and, moving forward they couldn't just simply set up auto pay over the phone, I had to download their shitty app to set up auto pay. US Banks reply was that I should have been aware that they were stated on the lease documents ("gottya-sucker!" moment), and I should have been suspicious that I didn't see a car lease payment leave my account every month. I get it, I accept full responsibility. Still.... have we not come far enough to make these processes realistically human?

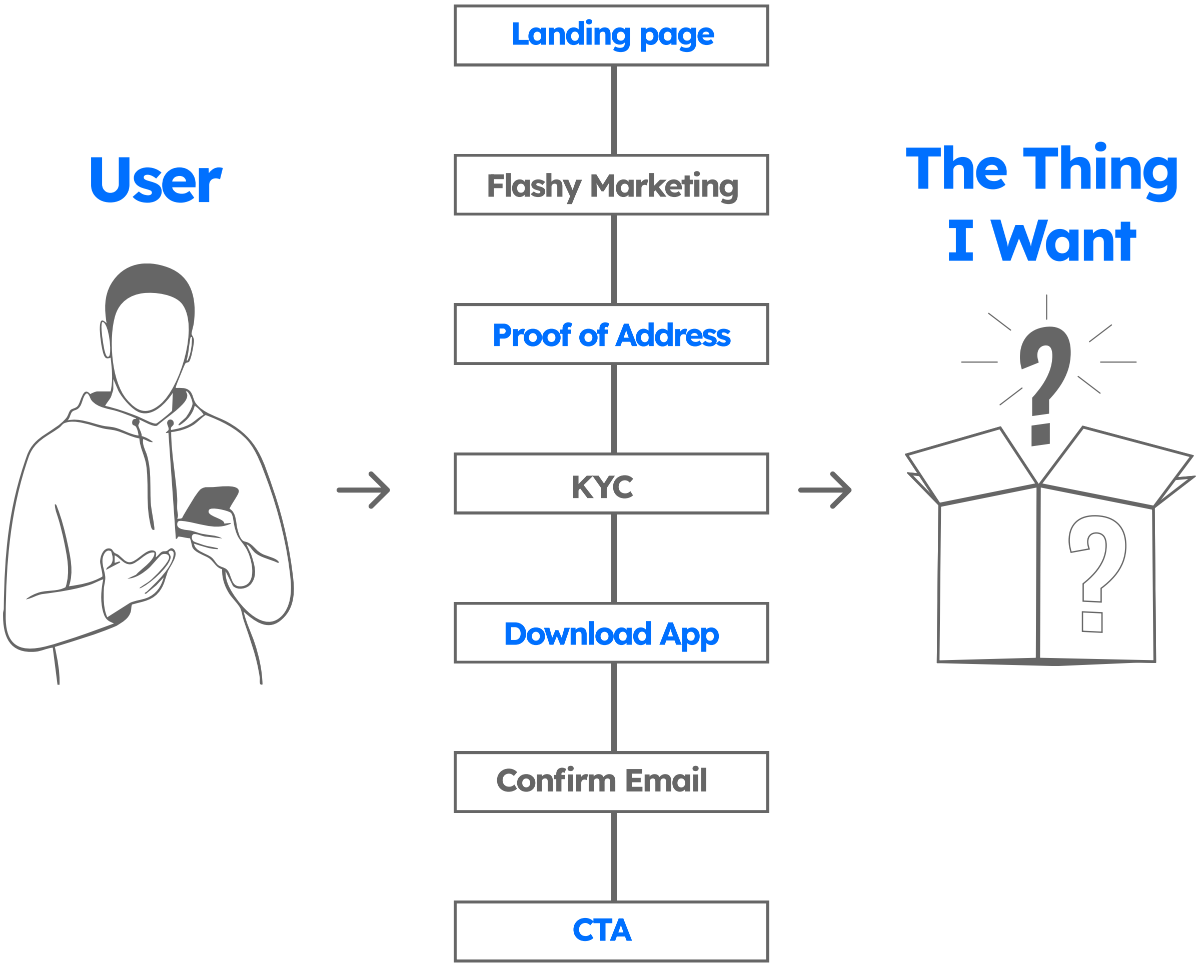
Examples like these are plenty, this was the most recent that happened to me. Which leads me to the idea that tech, in all its glory, is fragmented. It's broken, mainly due to the competitive nature of software corporations which compete in moats to stay ahead of the rest. Corporations close their APIs and build off closed back ends which make it impossible to have a single interface that we can interact with, eliminating hundreds of hours a year in mindless flows.

My thesis on why current user experiences is so terrible, yet B2B SaaS have made corporations more efficient is because corporations operate as a closed system, so you can control everything that comes in and out. Unlike corporations, us mere humans operate in an open system. We can be fluidly loyal to multiple brands; we interact with many different platforms every day. The issue is that current user experiences don't consider that human users live in an open system and are given applications that would thrive in a closed system such as corporative ones. This leads me to my second point.

Corporate efficiency is increasing at the expense of the user. Closed systems have inherent inefficiencies because they cannot communicate with other closed systems, they are deaf and mute. Instead of building a new system where corporations can communicate, the inefficiencies are passed down to the user. Hence why when I bought a US Open ticket on Amex, I had to download the US Open app AND Ticketmaster app to access my tickets. Corporations believe user's time is worth $0/hr.



Contrary to popular belief, current UI design doesn't put the user first, not because UI developers don't want to, it's because they can't. They are designed to service the corporate facing side of the app. The current available **closed backend** infrastructure doesn't allow for anything different. Primitive human tasks such as hunting and farming have been replaced by scrolling and clicking.



User

Landing page

Flashy Marketing

Proof of Address

KYC

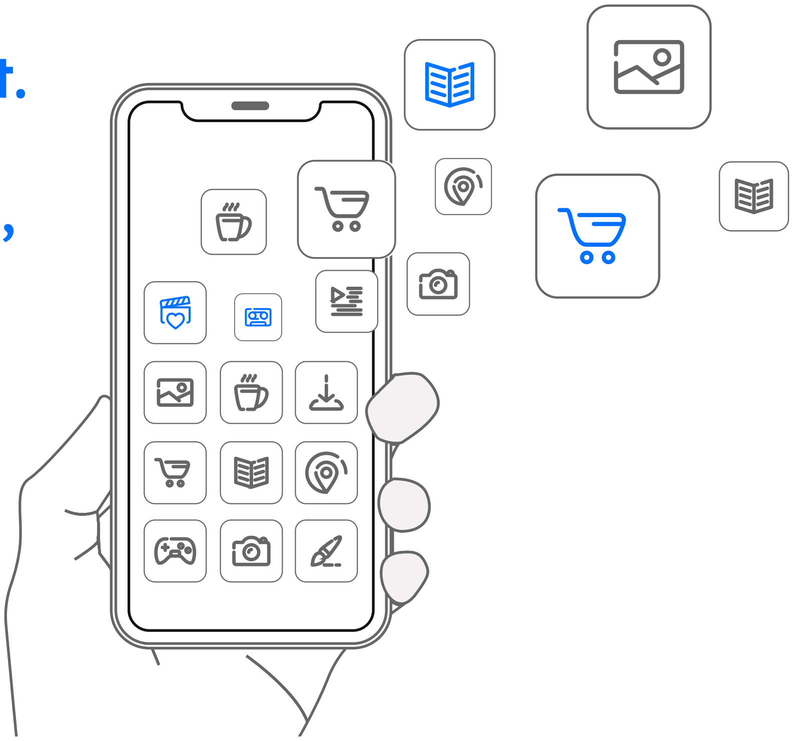
Download App

Confirm Email

CTA

The Thing I Want

I’m trying a new restaurant. Oh look! Just what I needed, another fucking app!



Before you say, “The point of having a good UI is to make it simple for users to navigate,” hear me out: Why have a front end at all? The most revolutionary ideas don’t iterate on current systems—they make those systems irrelevant. So, why push for better UI when we can eliminate it altogether?

What is an app, really? It’s just another unnecessary front end (websites included) that I’m coerced into interacting with—likely to inflate the company’s “user” metrics. I suppose it works well for stats when you force users to download your pointless app.

When Elon Musk announced about turning Twitter into “the everything app”, I was genuinely excited about the idea for 2 seconds, until I realized it can’t be done yet. The most prominently used apps are closed and cannot interact with each other. What an “everything app” means to me is having everything I could ever need (in the digital sense) under one single user interface. Thanks to the recent efforts in AI language models (LLMs) such as the darling ChatGPT, we can start envisioning a world where we interact with a single interface that aggregates all apps.

The next killer app isn't an app, it's an app killer.

When I'm deciding which ride-share app to use, I couldn't care less about the corporation. Uber? Lyft? Who cares? I just want the fastest, cheapest, and most available option. Now imagine a world where all ride-sharing and food delivery services are built on open backend infrastructure. I could simply tell my everything app to get me a ride, and it would aggregate the current options for me. Aggregation is a word big tech corporations hate—it signals the onset of commoditization. It also means they lose their ability to brainwash you with marketing designed to keep you loyal to their front-end experience. Their apps would become irrelevant, and they'd lose your attention. Now Wendy's can't ping you every two days about their Baconator promo. Tragic.

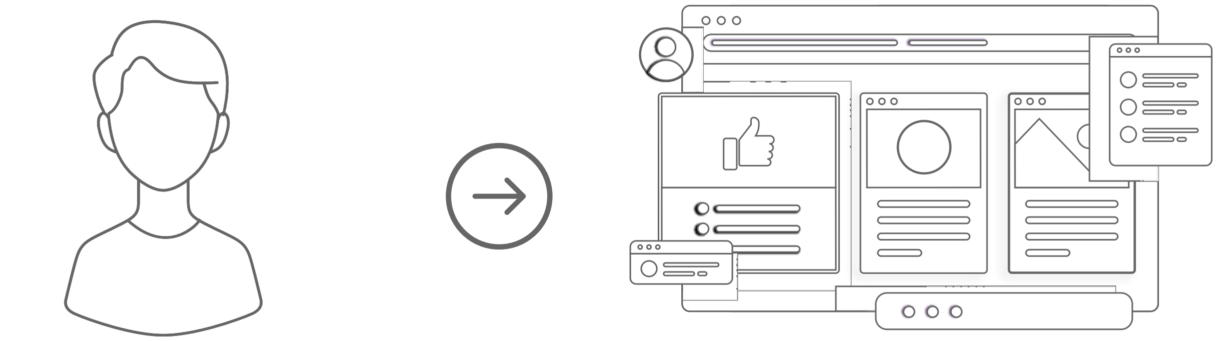
Let me address a concern I had when I was daydreaming about my monotheist interface all-doing god app. If corporations are completely abstracted from interacting from users, how do we keep these corporations in check? How can we boycott the ones that don't align with our views? First of all, most people don't care about this, but I love wasting my time thinking of edge cases. This can be solved by having user owned governance that's makes decisions collectively or better yet, the god app learns from you and will only use services that align with your values. Every idea has its edge cases, but there's a solution for everything :)

Death to traditional front ends!

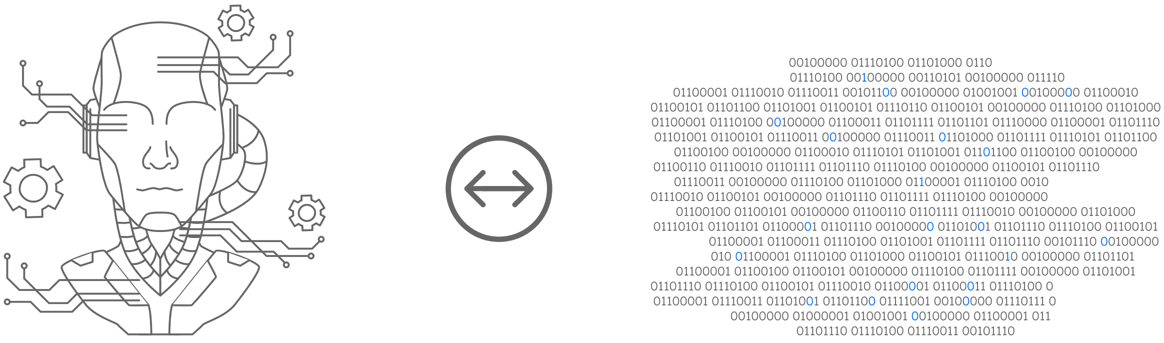
Humane.com and rabbit.tech are two products that make me hopeful that front-end abstraction is on the horizon. I think we will eventually see Apple and other mobile device titans release their own version of these devices where the user only needs to interact with Siri to do any mobile task. While these hardware start-ups are a glimpse of the future, they are way too early to the market. As I said before, virtually all websites and apps are closed sourced so you cannot interact with them from the AI hardware mobile device. You can't communicate with other apps or complete transactions on these devices, it's basically just ChatGPT clip on for $699.99 (btw, why are we still doing the whole X-99 thing? Don't we all know the trick already).

So, what should we be focusing on? I believe a problem worth solving is creating an open system that applications, websites, and online stores can use, enabling AI agents to interact with them seamlessly while keeping data secure. This concept of AI-permeable front ends envisions backend infrastructure that supports a transitional era—one where some users engage directly, while others rely on AI agents to do so on their behalf.

In the next 5 years, I believe companies should focus on building front ends designed not for human interaction, but to seamlessly interface with AI agents.



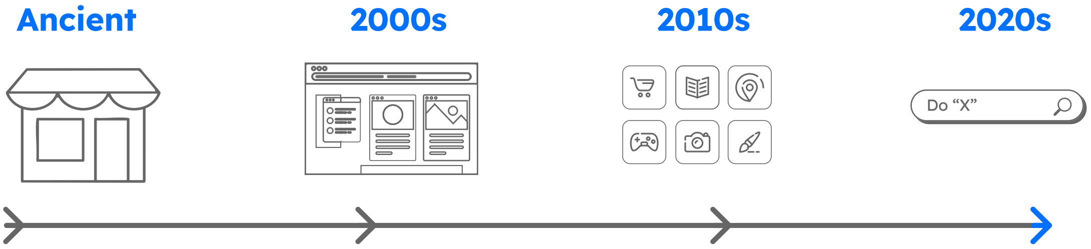
Front ends made for human eyes



Front ends abstracted for AI

Current front-end designs are optimized for clicks and scrolls, making it inefficient to create an AI product that interacts with these designs. Instead, we should build a new framework that allows websites, apps, or any online platform to develop AI-friendly front ends. Computers can communicate far more efficiently than through human language. So, imagine a website designed for a computer to read. It would require no images, no complex design, and prioritize efficiency over human user usability.

Like any transitional technology, I don't expect current online stores to be eradicated, but rather complemented with an AI-friendly version of their store. In the 2000s, storefronts began to establish a digital presence through e-commerce and landing pages, but they didn't fully move away from brick-and-mortar. Instead, they added a new revenue stream. Similarly, in the 2010s, everyone had a [fucking] app. Annoying as it may have been, it was the natural progression in the digital world. Now, in the 2020s, companies are developing their AI-permeable front ends.



The massive opportunity in building on top of blockchain comes from the open nature of backend infrastructure. This open backend infrastructure is where the buzzword 'permission-less' comes from; anyone can interact with crypto apps. This lays the foundation for solving the closed API issue I mentioned earlier. Additionally, using crypto to settle transactions between AI agents and AI-permeable front ends would simplify development. Blockchain payment rails are also cheaper, faster, and more scalable than web2 alternatives.

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