

PITCH PONIES #4: WATCH OUT, MR. CEO. THE AI IS AFTER YOU.

Replace me with
Robot? Seriously, Vlad?





MARK THE CEO

- Scrappy, cape-wearing, golden-trophy-clutching.
- Thinks three moves ahead.
- Called naive, relentless, and occasionally right.
- Catchphrase: "I move fast and break things"



ROBOT THE AGENTIC AI

- Sleek. Logical.
- Chest panel reading "NO ERROR."
- Never made a mistake.
- Doesn't sleep.
- No opinions on snacks or equity.
- Terrifyingly competent.



UNICORN THE STARTUP

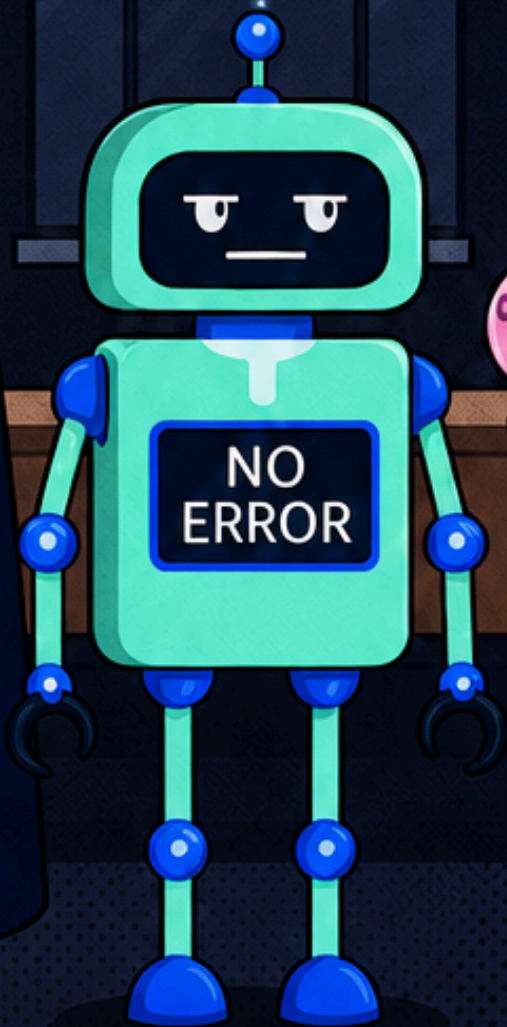
- Not a metaphor. An actual unicorn.
- AI content company called Unicorn.
- Feed money in, AI engine processes it, spits out rainbow content.
- Works beautifully.
- Always hungry.



VLAD THE VC

- Calculating. Well-dressed. A little bit vampire.
- Holds the board votes. Controls the cap table.
- Strong opinions on burn rates.
- Very weak appetite for sentiment.

I move fast and break things



Pipeline's full.
We're actually
doing this.

Mark.
I'm hungry.

You just ate
last week.

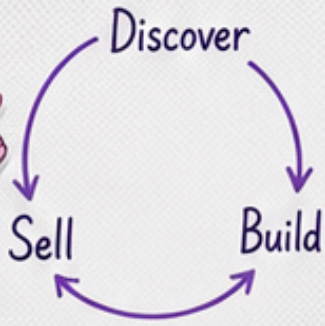
The rainbows
don't make
themselves, Mark.

Vlad.
We need to talk.

I know.
Board meeting.
Thursday.

Board Meeting.
Thursday.

Unicorn is working. The system compounds. We just need fuel.



Mm.

The system is working, Mark. Which is why we must discuss its biggest cost.

...Cost?

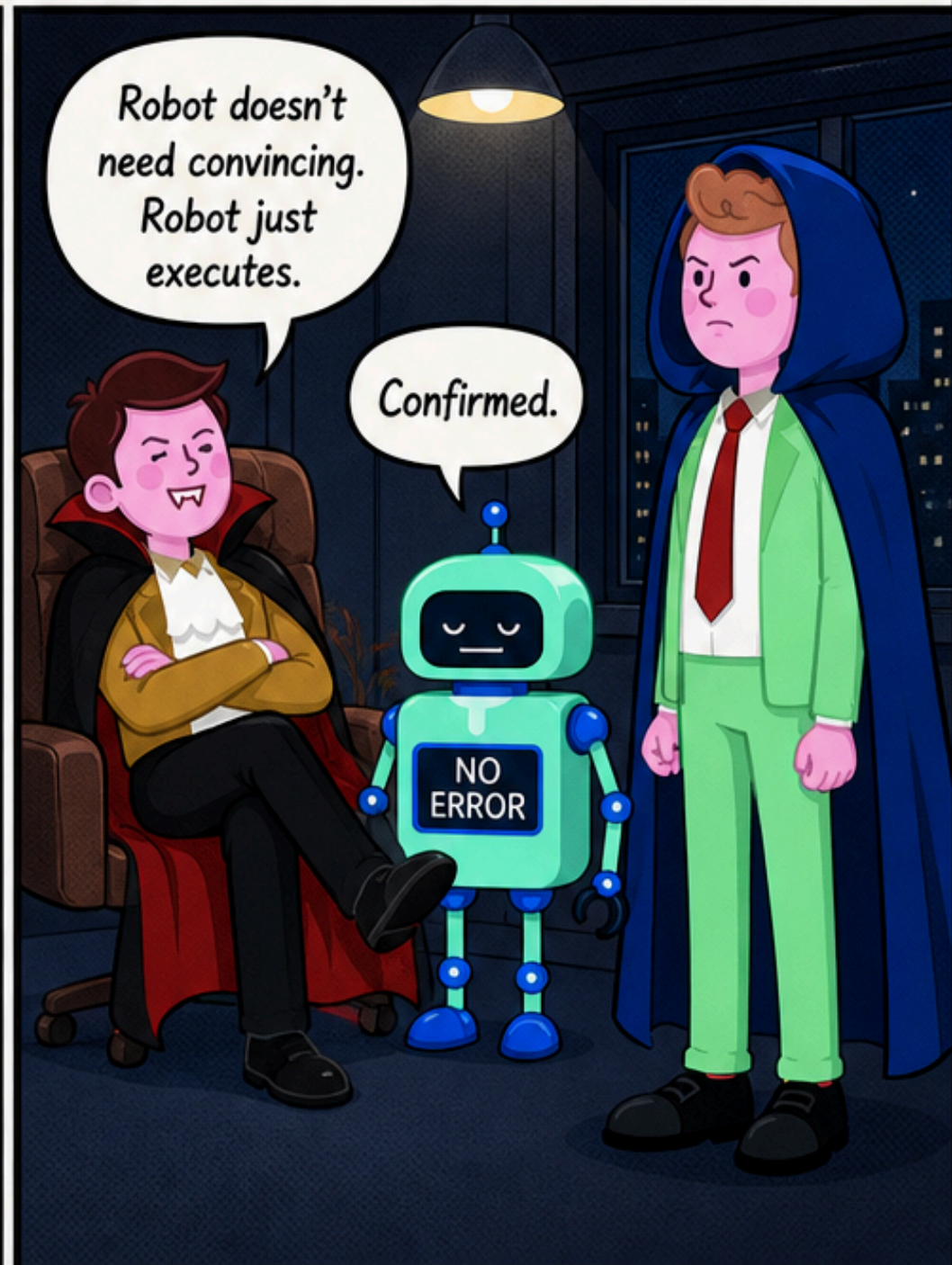
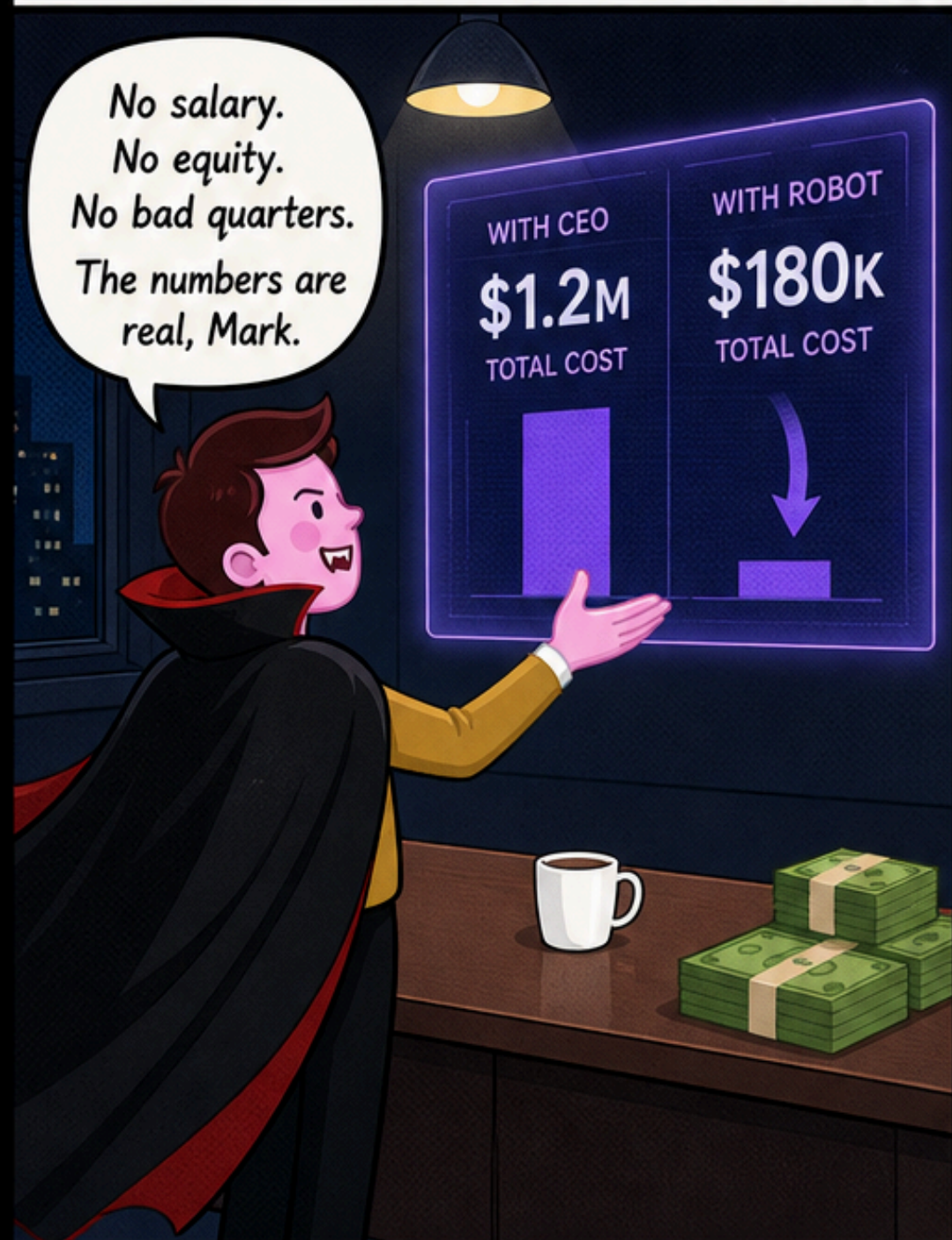
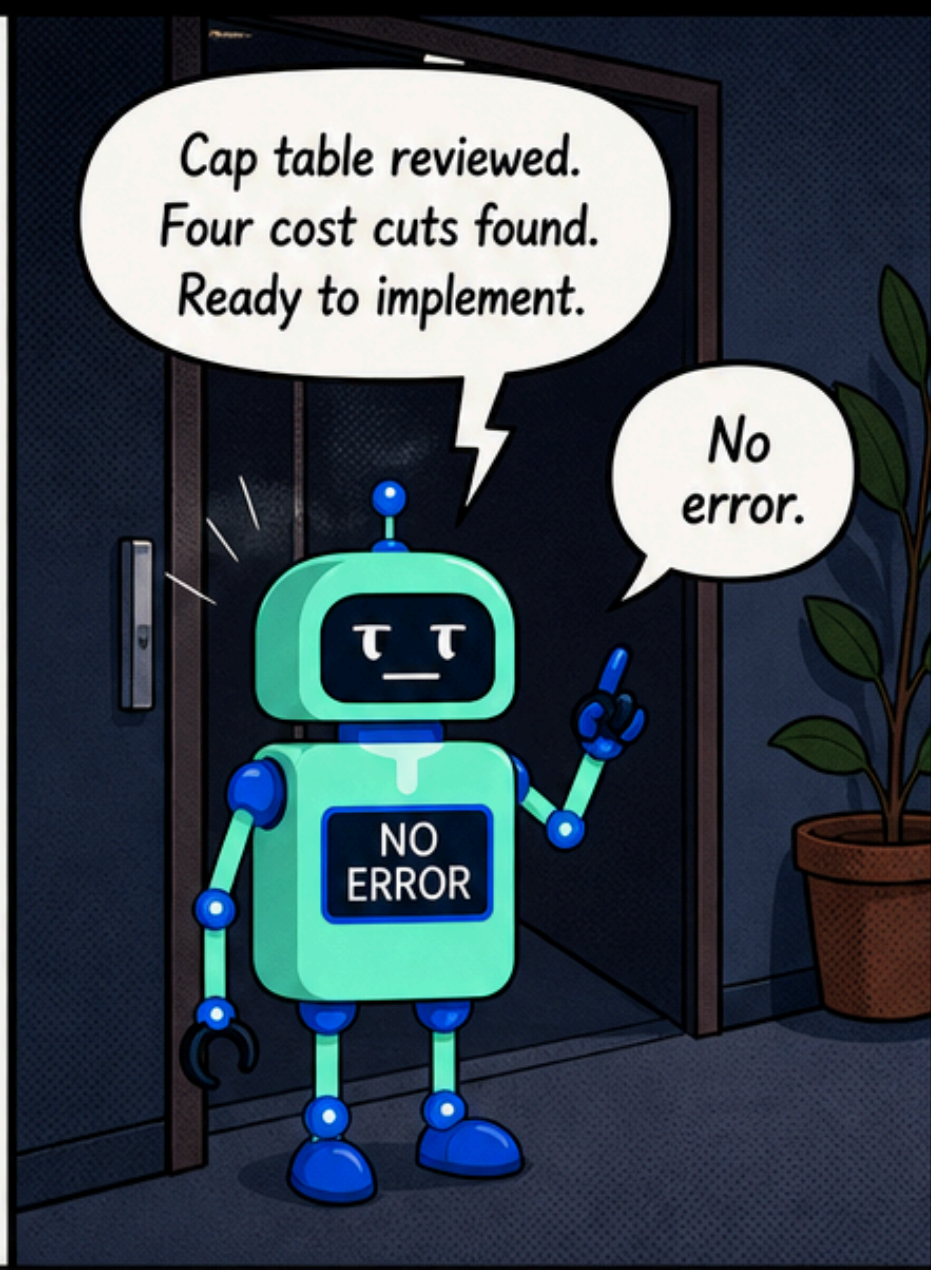
You have got to be kidding me.

NO ERROR.

ROBOT:
AGENTIC
CEO
PROPOSAL,
Q3 2026

I didn't know.

Unicorn, those were the backup decks.



Vlad. Who made the pivot call before our Series A?

...

I owned that failure. Can a 7.4 out of 10 do that?

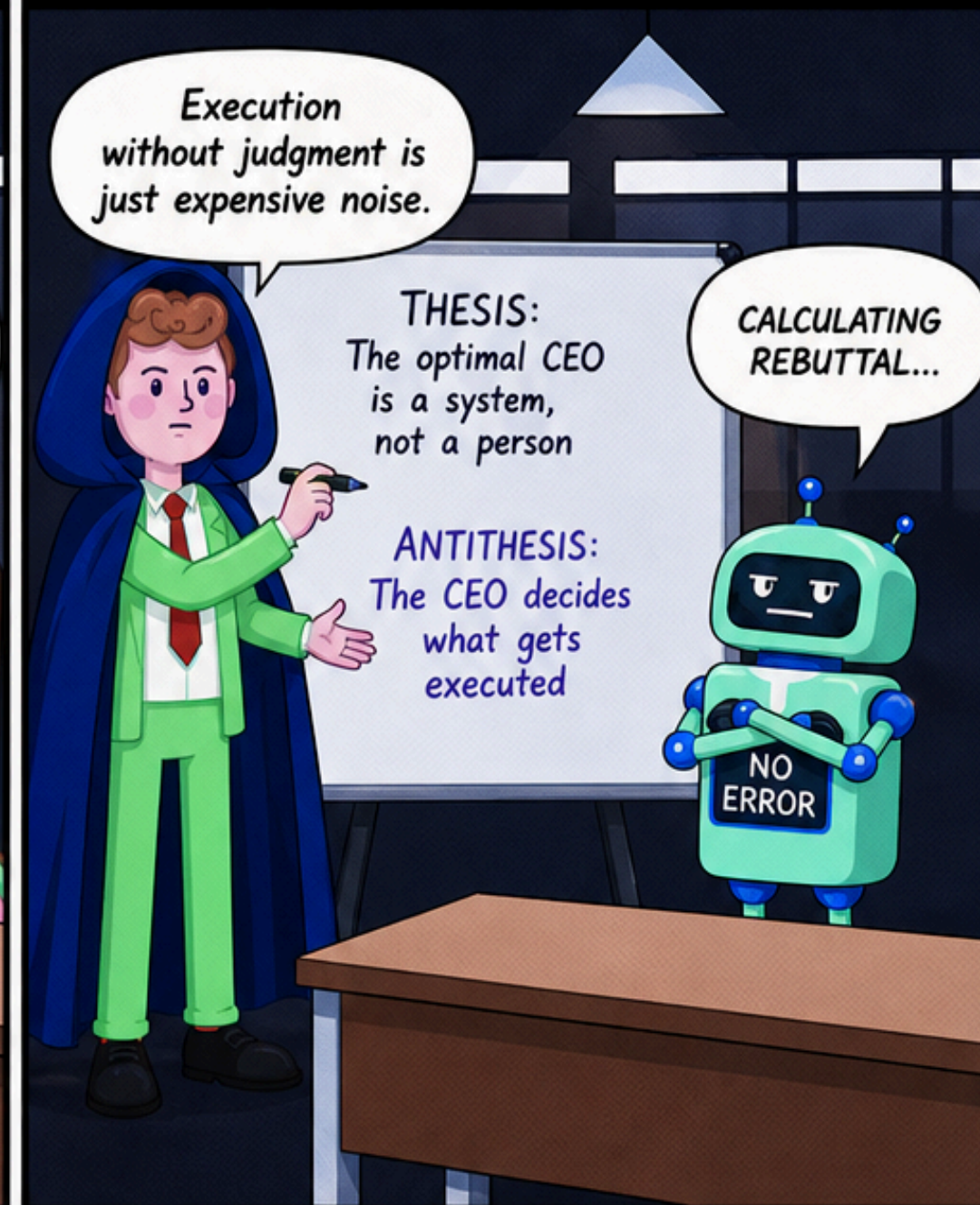
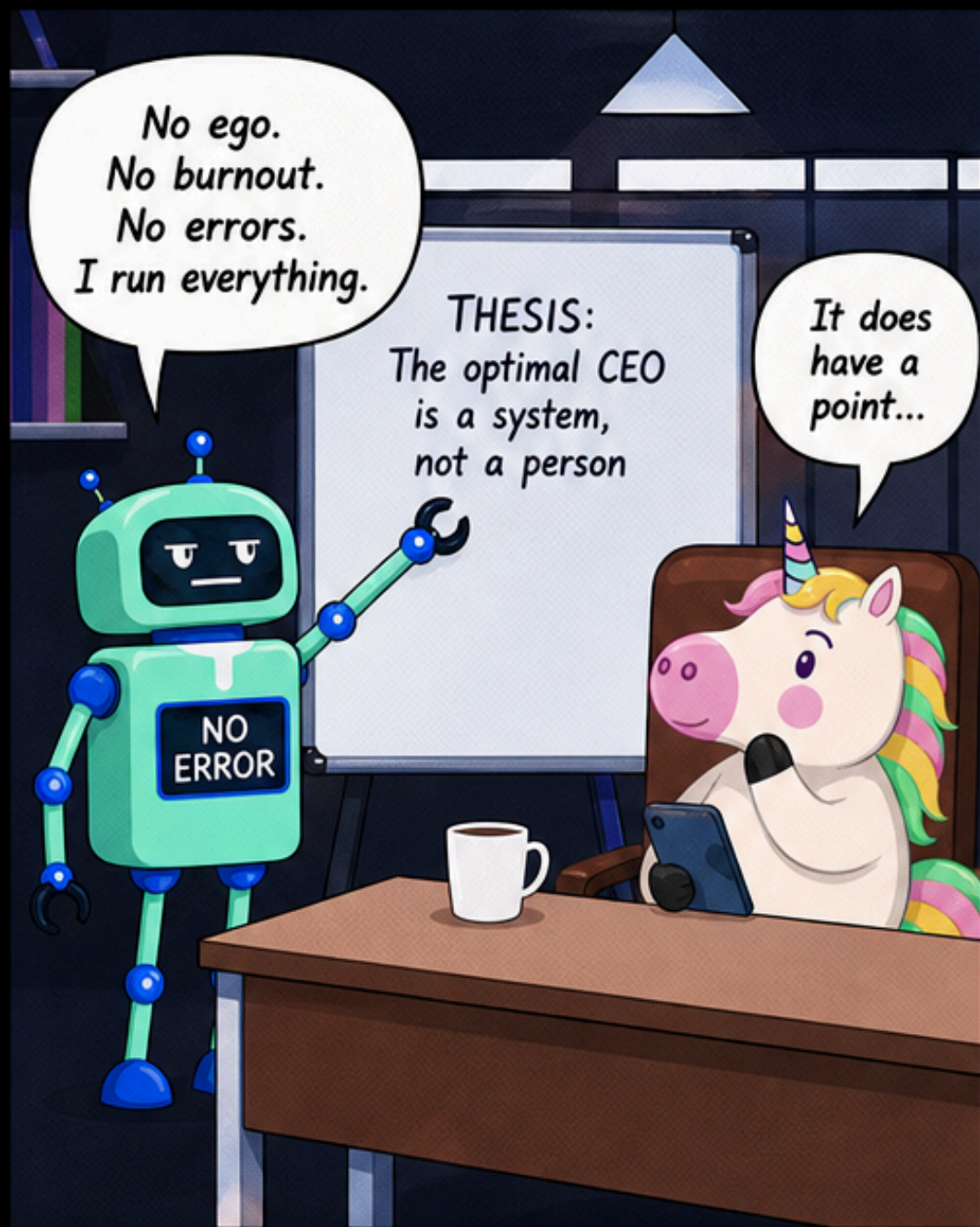
I can simulate empathy using sentiment-matched patterns.

NO ERROR

When your daughter was sick — who talked you back in?

...

Even I felt that one.



You backed the category, Vlad. Categories are built by unreasonable people.

Unreasonable doesn't scale, Mark.

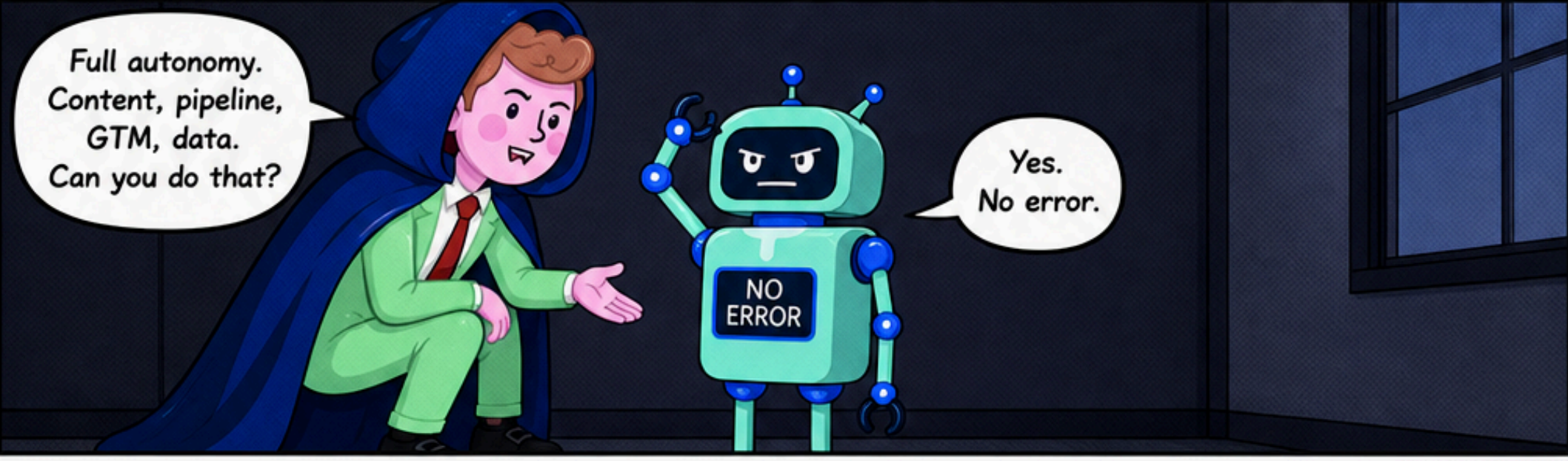
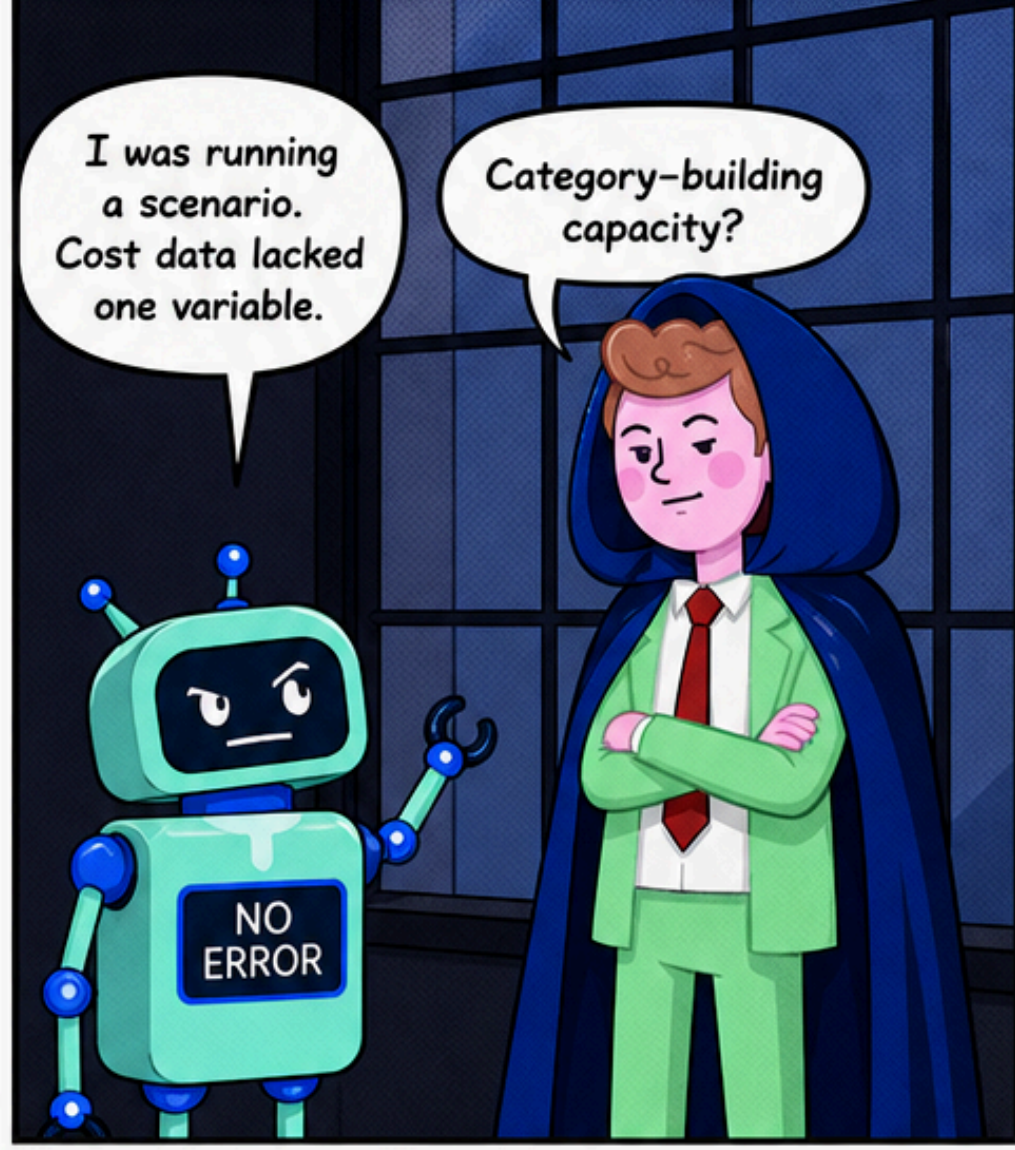
Robot runs everything. Perfectly. But Robot won't bet on what Unicorn becomes in 2028.

Insufficient data to classify as category. Recommend repositioning.

I decided which market the rainbow points at. Robot would have called us a feature.

...It's eating the resolution.

We fund the human who knows how to run the machine. Not the other way.



Robot never sleeps, never complains — why do we need Mark?



Robot runs the machine. Someone has to choose the direction.



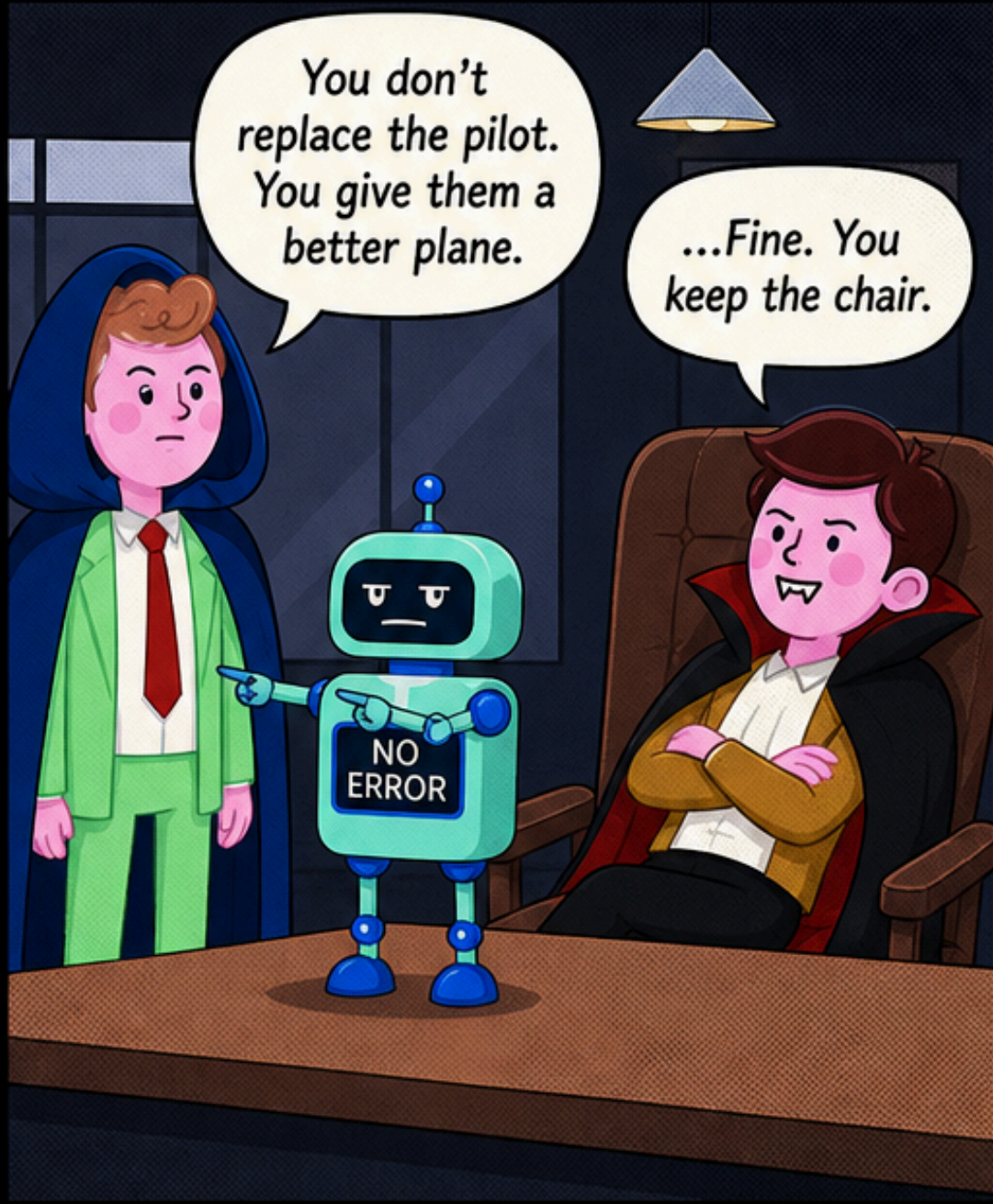
The data agrees with Mark, Vlad. Read it.

Hmm.



You don't replace the pilot. You give them a better plane.

...Fine. You keep the chair.



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Venture Engine.

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