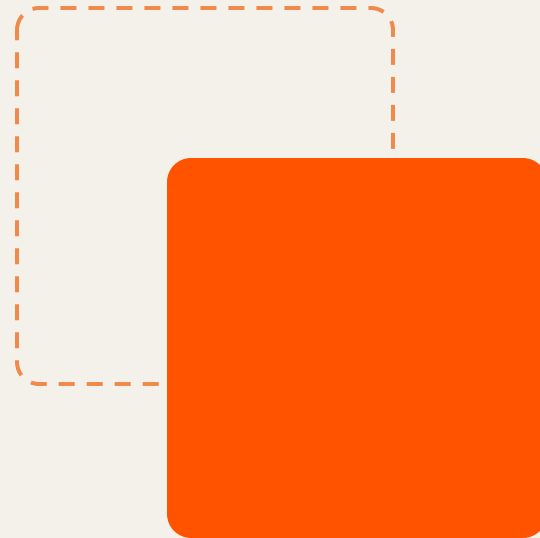


The Road from *AI Prototype to Product*

Making better decisions about AI-built features
before they become technical debt



David Abramson
CT0, Qrvey

About Qrvey

The leader in multi-tenant embedded analytics

- Designed specifically for SaaS companies
- Most powerful and flexible platform in the industry
- Supporting tens of thousands of tenants and users

Unmatched experience and expertise

- Founded in 2016 by analytics experts
- 20+ years of embedded analytics experience
- Thousands of deployments

Recognized by Industry
and Customers



Features that took weeks now get
prototyped in hours.

That changes how we should decide what to build, and what to ship.

AI is the fastest way to *test an idea*



Hours, not sprints

A working prototype in an afternoon puts a real idea in front of real users this week.



Cheap to be wrong

When a test costs hours, killing a bad idea stops hurting. You can try five.



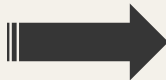
Show, don't spec

A clickable feature settles debates that a requirements doc never will.

The demo is *not the product**

Prototype

- The happy path
- Sample data
- One user, one tenant
- Built by one person



Where teams get stuck

Product

- Every edge case
- Real data at real volume
- Every customer at once
- Owned for years

*Validated by SaaS leaders in conversations and on LinkedIn.

Where AI-built features start creating *more work than they save*

THE PROTOTYPE PROVED

Can we build it?

PRODUCTION DEMANDS

Can we secure it, run it, and support it for every customer, for years?

AI compresses the build. *It doesn't compress the ownership.*

Customer-facing analytics

Dashboards and reports embedded in your product, used by your customers.

Why it's easy to *prototype*

- A chart library + query make a demo in hours
- It looks finished the moment it renders
- Stakeholders see it and say "ship it"

Why it's hard to *productize*

- Every customer's data, in one feature
- Every customer wants it a little different
- Always on, and always in front of users

CHALLENGE 1 OF 3

Multi-tenant security

IN THE PROTOTYPE

One dataset, one login. Everyone sees everything, and nobody notices.

IN PRODUCTION

Every query scoped to the right tenant, user and role. One missed filter is a data breach, not a bug.



Ask: Who can see what, and how do we prove it?

CHALLENGE 2 OF 3

Performance at scale

IN THE PROTOTYPE

Sample data, a single user, and charts that load instantly.

IN PRODUCTION

Real data volumes and many customers querying at once, while every dashboard still has to feel fast.



Ask: What happens at 100X the data and the users?

CHALLENGE 3 OF 3

Customization and ownership

IN THE PROTOTYPE

One set of charts that fits the demo perfectly.

IN PRODUCTION

Every customer wants their own views, exports and self-service, and each request lands on your roadmap.



Ask: Who owns this in a year, and what does it cost us?

Three questions before an *AI-built feature ships*

01

Secure

Who can see what, and can we prove it?

02

Scale

What happens at 100X the data and the users?

03

Own

Who maintains it in a year, and what does that displace?

Every prototype gets *one of four outcomes*

Build it

Passes all three, and it's core to what makes you different.

Budget first

Fails a question, but core to your product.
Budget the production work before you ship.

Buy or embed

Fails a question, and it isn't your differentiator. Use a proven platform.

Throw it away

It answered the product question. The prototype already did its job.

What to take back to *your team*

- 01 Prototype with AI freely. It's the cheapest way to learn.
- 02 Security, scale, and ownership are the real cost of a feature.
- 03 Decide on purpose, before a prototype becomes a product by accident.

Let's chat

 Connect with me on [LinkedIn](#)

 Send an email david@qrvey.com

 Book a demo on [Qrvey.com](#)



David Abramson
CT0, Qrvey



*Check out what
we're building.*

