kindo

FORGEPOINT CAPITAL ADVISORY COUNCIL MEETING · NOV 2026

The Enterprise AI Control Center

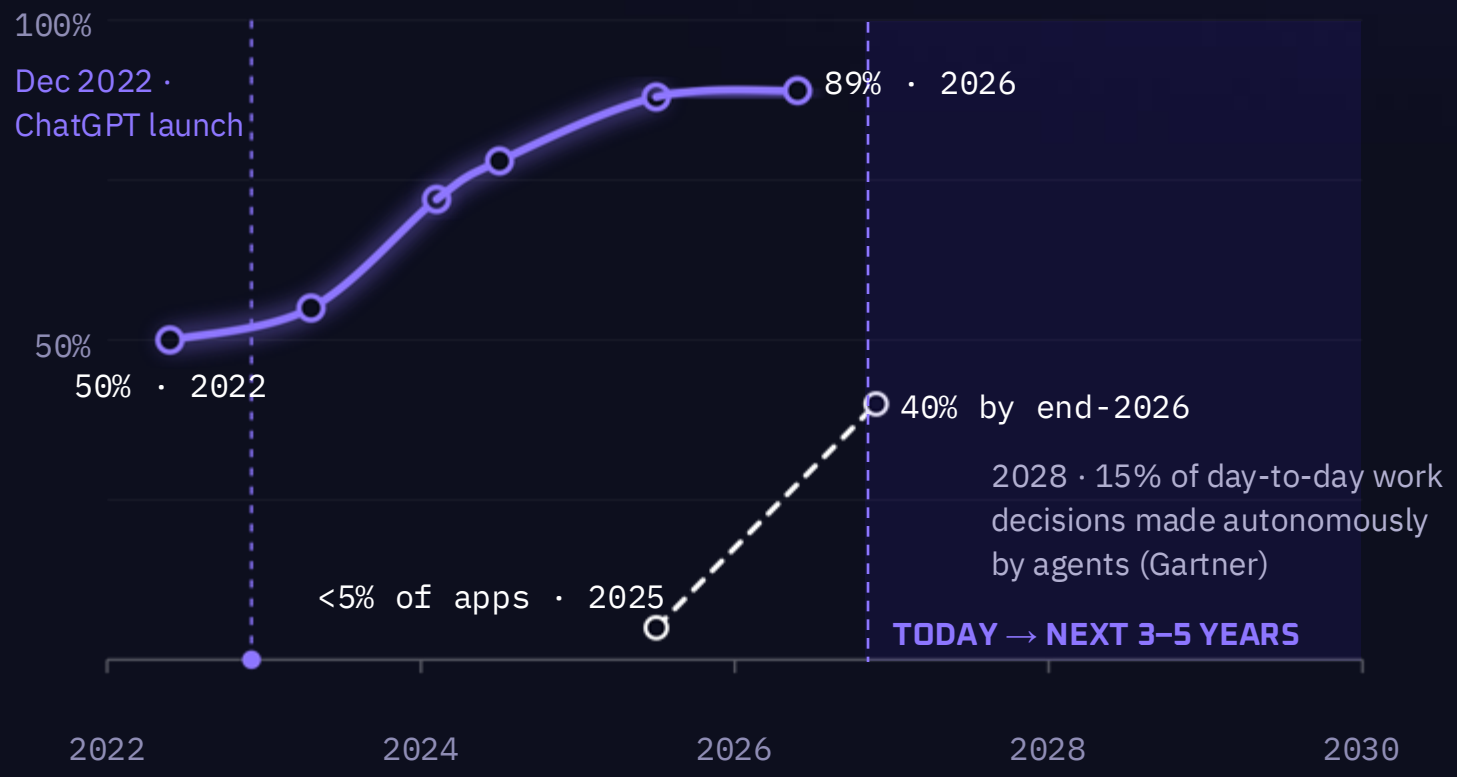
Run anywhere. Deploy it first to discover all the AI in your organization, observe it continuously, and control everything with levers and dials.

> discover · observe · control

kindo.ai

THE CURVE · DECEMBER 2022 → 2030

The AI transformation curve



ORGANIZATIONS USING AI

89%

regularly, in at least one business function, in 2026 — up from 50% in 2022 (McKinsey).

ENTERPRISE APPS WITH AGENTS

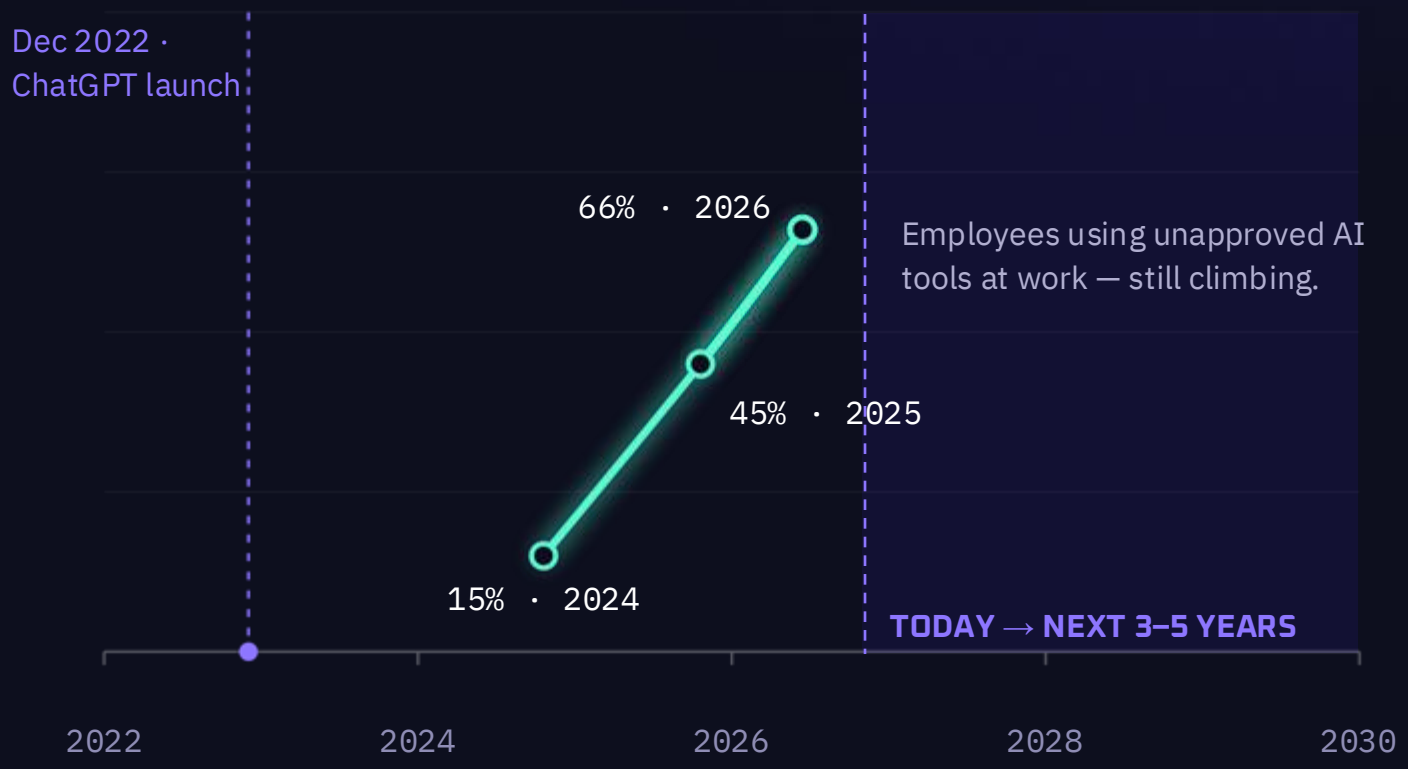
<5% → 40%

share of enterprise applications with task-specific agents, 2025 → end of 2026 (Gartner).

Sources: McKinsey, The state of AI, 2022–2026 surveys (Aug 2026) · Gartner, Aug 2025 and Oct 2024

CURVE 1 · AI SPRAWL

AI sprawl on the curve



GENAI APPS TO DISCOVER

5x

in one quarter: 317 → 1,550+ distinct genAI SaaS apps tracked by Netskope,

UNKNOWN AGENTS

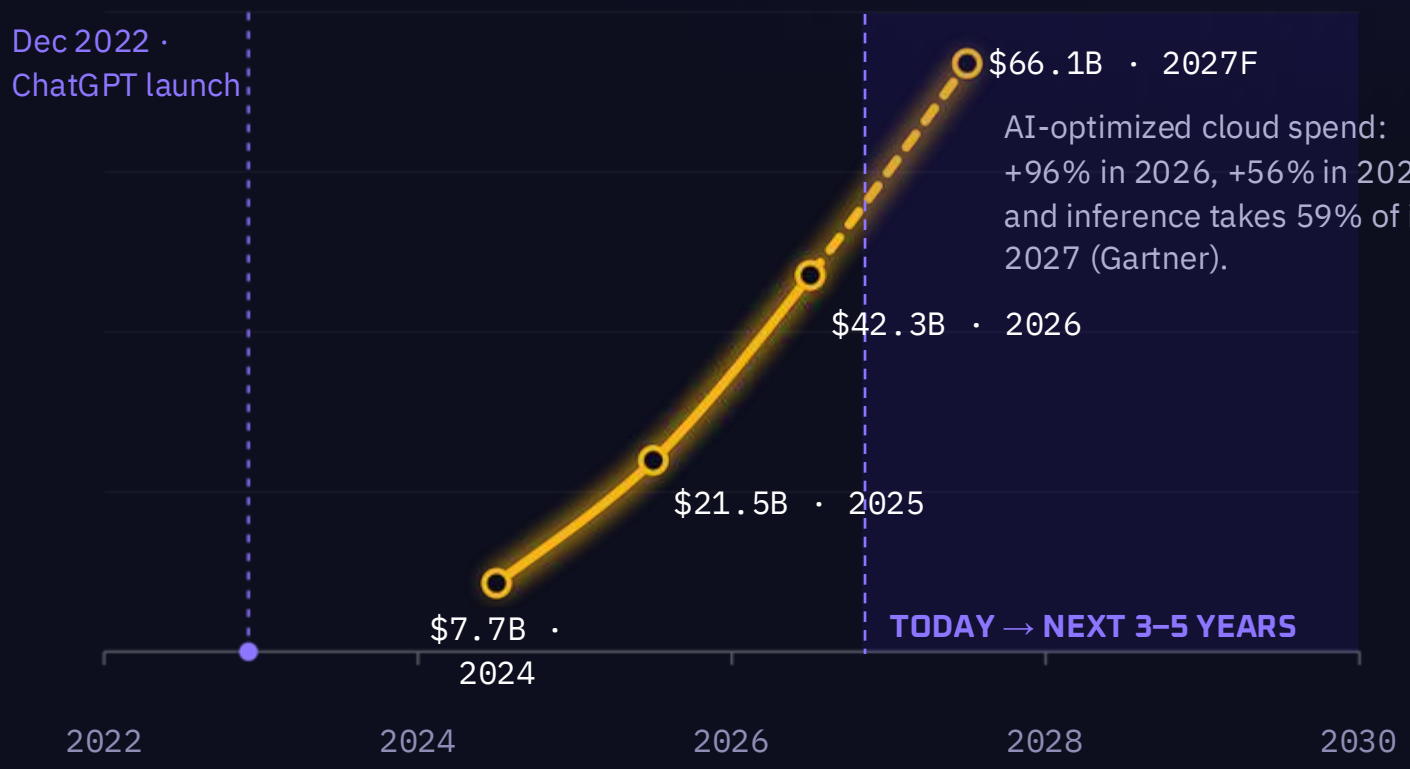
82%

of organizations found AI agents they did not know about in the past year (CSA, April 2026).

Sources: Verizon DBIR 2026 · PagerDuty, Jun 2026 ($500M+ enterprises) · CSA / Token Security, Apr 2026

CURVE 2 · INFERENCE COST

Inference cost on the curve



INFERENCE OVERTAKES TRAINING

$42.3B

goes to inference in 2026, passing training ($19B) for the first time; 59% by 2027 (Gartner).

THE TOKEN PARADOX

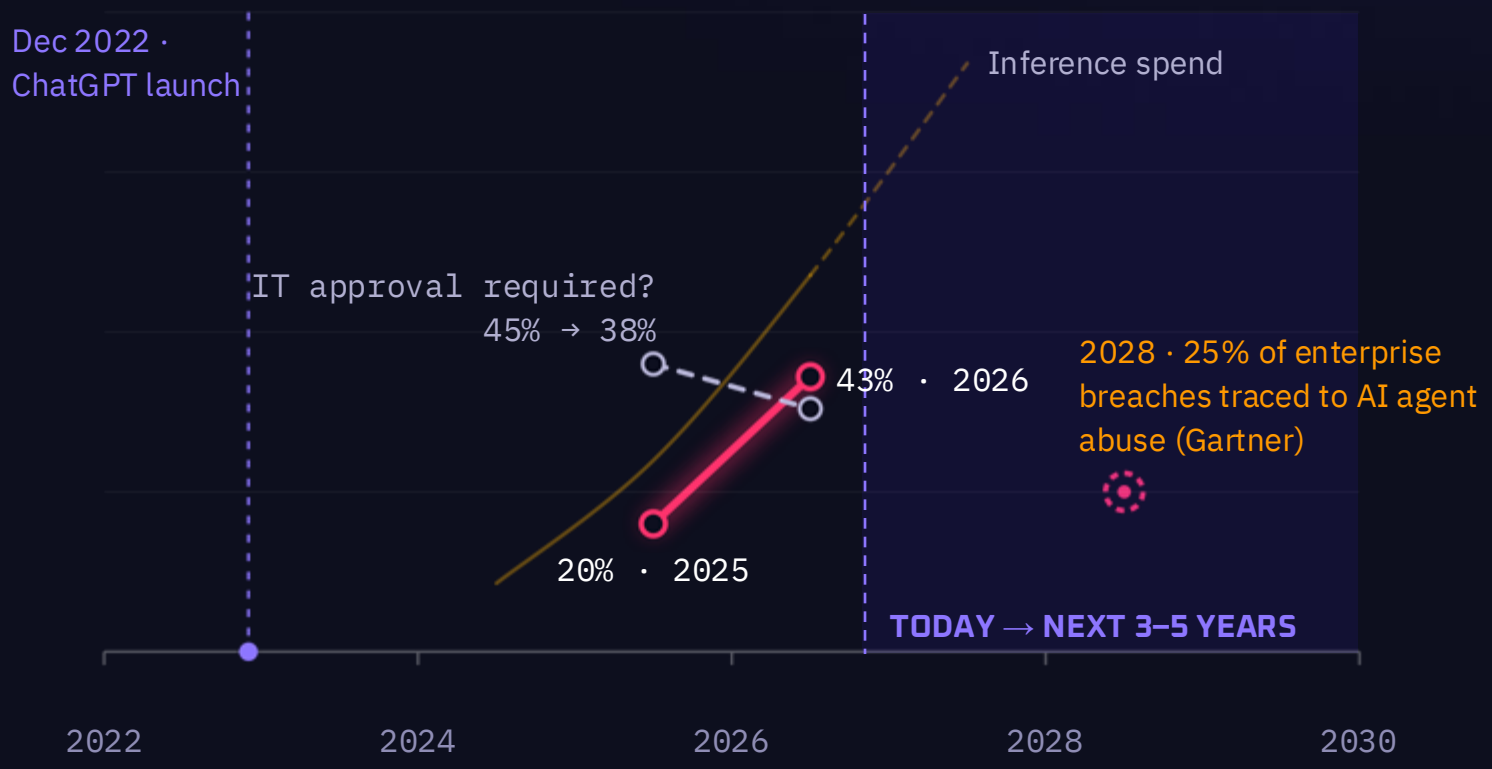
280x

cheaper per token since Nov 2022 (Stanford AI Index) — and AI cloud spend still nearly 9X since 2024.

Sources: Gartner, Aug 2026 (worldwide AI-optimized IaaS, $B; 2026–2027 forecast) · Stanford AI Index 2025 · earlier curves indexed

CURVE 3 · SECURITY RISK

Security risk on the curve



SHADOW AI IN BREACHES

20% → 43%

of breached organizations had a shadow-AI incident, 2025 → 2026. Average cost: $5.39M (IBM).

AI-DRIVEN ATTACKS

+56%

in one year, +$1M per breach. Only 38% of orgs still require IT approval to deploy AI (IBM 2026).

Sources: IBM Cost of a Data Breach 2025 & 2026 · Gartner, Oct 2024 (reaffirmed Jun 2026)

HOW ENTERPRISES BOUGHT AI, 2023 → 2026

Solutions before control

BOUGHT FIRST

Sales agent	Support copilot	Coding agent
Finance GPT	HR assistant	Vibe-coded app
SOC agent	Vendor agent	Marketing bot



NEEDED NOW

01 Discovery

02 Observability

03 Control

Enterprises bought solutions first. Now they need discovery, observability and control.

Every one of those solutions is an agent, or an application built on agents.

KINDO · THE RUN-ANYWHERE ENTERPRISE AI CONTROL CENTER

Discover, observe, control

01 · DEPLOY FIRST

Discover

Find every model, agent, application and key in use across the enterprise, including shadow AI.

02 · CONTINUOUSLY

Observe 24x7

See what runs, every day: which agents, which data, which users, and at what cost.

03 · LEVERS AND DIALS

Control

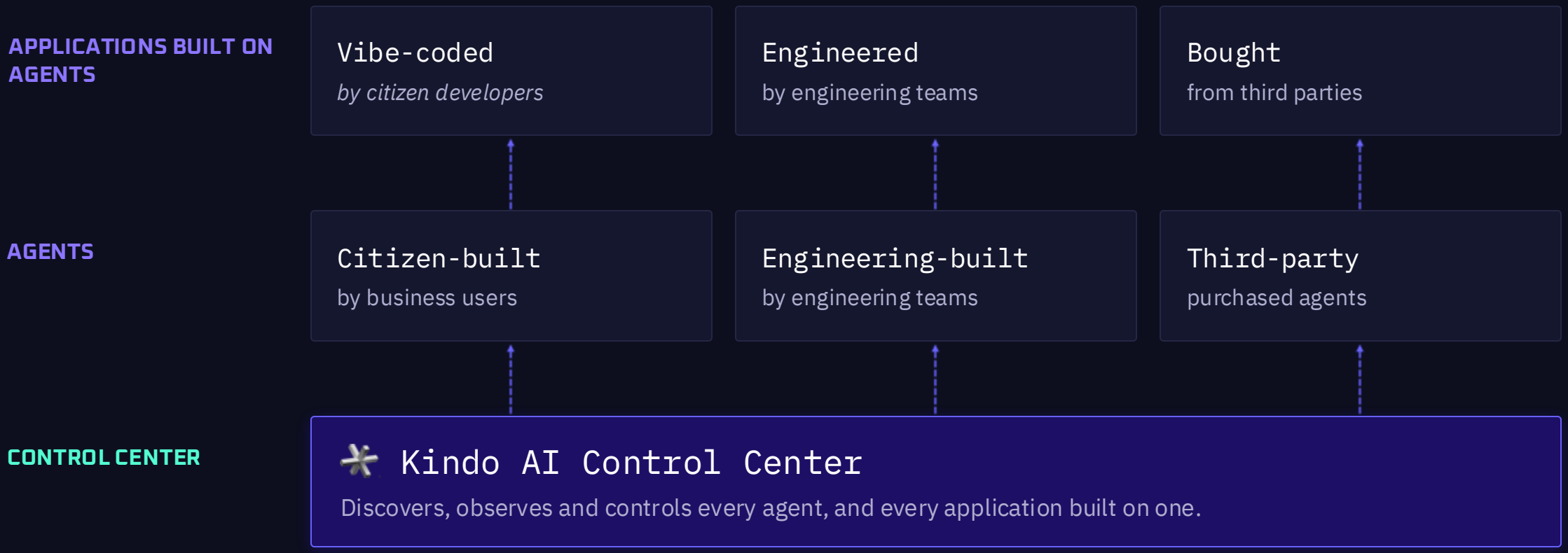
Policies, approvals, budgets and kill switches, enforced across every agent, everywhere it runs.

ONE PLACE FOR **SECURITY** **IT** **FINANCE** **COMPLIANCE**

UNDERSTAND · DECIDE · ENFORCE

WHAT YOU BUY NEXT

Agents & applications built on them



INFERENCE COST AND RISK REDUCTION SOLUTIONS

Deep Hat®

Solutions that work with the Kindo control center to radically drive down frontier-lab and open-weight inference costs and the risks that come with them.

LOWER COST

Run less, pay less

Enterprise proven models and tools that reduce or eliminate frontier LLM use. Save up to 99% on inference depending on use case.

LOWER RISK

Less AI use = Less Risk

Control the spread of the problem and you control the spread of the risk.

ANY MODEL

Frontier or open

Works alongside OpenAI, Anthropic, Nvidia, Google, Meta or any other model, controlled by the same levers and dials as everything else.

DEPLOYMENT

Runs anywhere

kindo

- ON-PREMISE
- YOUR CLOUD
- OUR CLOUD
- AIR-GAPPED

sales@kindo.ai

www.kindo.ai

One place for Security, IT, Compliance and Finance to understand, decide, and enforce. Speed up the AI transformation of the enterprise with control around the curves.

> discover · observe · control