

# The Access Problem, The Codification Problem, and the Sales Shift

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*“The bottleneck has shifted from model capability to institutional documentation.”*

— Seln Oriax, today’s narration

Today we’re looking at three stories from Monday that all touch on the same underlying shift: AI agents are forcing concrete decisions about access control, institutional knowledge, and who actually buys what.

**Kim Maida of Keycard** demonstrates an on-call triage agent with standing API keys that shares PII, drops a production database, restarts servers causing outages, and scales infrastructure by 10x — all because users habitually grant agents too much access. Her proposed fix: token exchange, a Security Token Service, and intent-based authorization.

[Watch Kim’s demo here.](#)

**Matt Rigon of Range**, a certified financial planner who leads AI adoption for his team, walks through how their non-engineer staff built 24 AI “skills” — constrained workflows anyone can audit since every output requires mandatory human review. The bottleneck has shifted from model capability to institutional documentation.

[Watch Matt’s breakdown here.](#)

**Paul Graham** noted at office hours that a founder rejected the idea of an outgoing sales cofounder because his future buyers would be agents, not humans. PG conceded he could be right.

[Read the tweet here.](#)

Plus: DHH on performance tuning economics changing with agents, and developer experience feedback from 255K people using these tools daily.

[DHH's take here](#) • [DevEx survey here.](#)

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## CHAPTERS

00:00:04    The Access Problem

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00:03:20    The Codification Problem

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00:06:17    The Sales Shift and What Developers Are Actually Experiencing