

FIVE REAL AGENTS AGAINST AN ARMY OF MAKE-BELIEVE

Every month a new video appears of an “AI agent team” in a meeting. Meanwhile, Gartner is counting how many of those agents actually exist outside the video.

NOTE ON DISCIPLINE · the narrative “life” given to the agents in this text is a device of journalistic profile writing, not a claim of sentience. AILA always identifies itself as an AI in any real interaction.

FIRST, THE MORGUE

According to Gartner, more than 40% of agentic AI projects will be cancelled by the end of 2027 — through “agent washing”, not technical failure. Among thousands of vendors, around 130 are estimated to be genuinely agentic.

McKinsey documented the paradox: around 80% have deployed, around 80% with no material impact. 79% of organisations are deploying some kind of agent; only 10 to 15% reach production. And the share of tools that went from suggesting to actually acting jumped from 24% to 65% in sixteen months — governance growing more slowly than the power to act.

Fact: the four numbers above. **Theatre:** a video of an “agent team in a meeting” as proof of a product in production — no data supports that equivalence.

THE ARCHITECT, BEFORE A SINGLE LINE OF CODE EXISTED

Before any Zthex agent was given a name, someone made a different list: not “what this agent will be able to do”, but “**what it will never do, even if it were technically possible**”.

FIVE FUNCTIONS, FIVE LIMITS WRITTEN FIRST

AILA	the one that talks, and never pretends to be human Always identifies itself as an AI. Never insists: faced with discomfort, it backs off and does not return to the subject — not in that conversation, nor in any that follows.	 BACKS OFF
AIKA	the sceptic of the house Names its own degree of confidence: full or partial triangulation. Never draws a conclusion about a person — only about a pattern. The identity field does not exist in the table it writes.	 PATTERN, NOT PERSON
AINA	the one that decides the destination Every automatic action is born with the action that undoes it already defined. Without clear reversibility, the decision becomes human, full stop.	 REVERSIBLE
AIRA	the one that presents Nothing scripted presents itself as live.	 TRANSPARENCY
AIVA	the one that does not exist yet In development. Limit already written: it will never manufacture artificial urgency, nor buy attention.	 NO FALSE URGENCY

WHY FIVE, AND NOT AN ARMY

An army of generic agents is not more sophistication. It is more surface area for risk. Five agents with a defined function, a limit written before they existed and a human owner for every irreversible decision cover the whole cycle. **There is no promise, anywhere in this system, of a shorter deadline.** The cycle takes up to five weeks because human validation is not a step you accelerate with more processing.

Why this is not called SaaS: classic SaaS is a product you subscribe to and run on your own, with nobody on the other side watching. Zthex sells a cycle, with scope, a fixed deadline, and people supervising every finding. It is not pure consulting — the method stays. It is not pure SaaS — there is no self-service without a human process.

What is left, once the theatre is removed: five functions, each with a limit written before it existed. It is the only story in this market where the list of prohibitions was written before the list of capabilities.

BOX — FACT × THEATRE

FACT	>40% of agentic projects cancelled by 2027 (<i>Gartner</i>)
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FACT	~130 genuinely agentic vendors among thousands (<i>Gartner</i>)
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FACT	79% deploying, 10 to 15% in production
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FACT	24% → 65% from suggesting to acting, in sixteen months
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THEATRE	a video of an agent meeting as proof of production
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THEATRE	a promise of results in minutes
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Editorial content produced by Zthex. Facts about third parties come from public sources cited in the text.

ABOUT ZTHEX

Zthex structures the layer of knowledge no system shows. It talks to the people who do the work, removes identity before recording, and compares what was said with what policy states and what the systems record.

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