

Blueprint for Disruptive AI-Native Growth

Lead the shift to AI-native economics.

Lead in the shift to AI-native economics

The emergence of AI-native economics has produced seemingly exponential annual recurring revenue (ARR) to employee ratios and driven a shift in the fundamental way to build and scale a business and operating model.

48% of tech CEOs rely on internal AI experimentation to stay current.

Tech CEOs must redesign key workflows to integrate AI and human collaboration, starting with impactful areas like product and sales. Then, implement and orchestrate agentic AI across workflows.

Your blueprint for disruptive AI-native growth requires you to:

- Develop core workflows for AI and humans, prioritizing agentic AI opportunities to drive automation and build hybrid skills
- Implement AI within each workstream, and use agentic AI orchestration to coordinate and integrate end-to-end workflows
- Track metrics like revenue per employee and measure cost reductions to ensure your AI initiatives deliver business growth

By 2030, \$1 million in revenue per employee is a mandate. Collaborate with Gartner to scale your business and achieve 10x revenue efficiency.



Raymond Paquet
Distinguished Vice President Analyst

Your roadmap to success

By 2030, 60% of growth-stage tech companies that don't heavily invest in both product and operational AI will be displaced by AI-native competitors and cease to exist. It isn't too late for established vendors to course correct and become AI-first, but the window of opportunity is closing fast.

Gartner equips tech CEOs with comprehensive leadership playbooks, one-on-one analyst guidance and strategic frameworks to refine AI strategies, benchmark readiness and attract top venture capital. With Gartner, tech CEOs achieve disruptive AI-native growth, optimize product investments, mitigate profitability risks and reach the new standard of 10x revenue efficiency.

1. Develop core workflows and hybrid skills needed.

2. Identify and prioritize agentic AI opportunities.
3. Implement AI within each workflow.
4. Use agentic AI orchestration to integrate workflows.
5. Measure outcomes, cost reductions and business growth throughout.

4 key outcomes to consider in Step 1

Develop core workflows for AI and humans.

Drive automation through hybrid model design.

Reduce costs with new workflow models.

Improve outcomes by building hybrid skills.

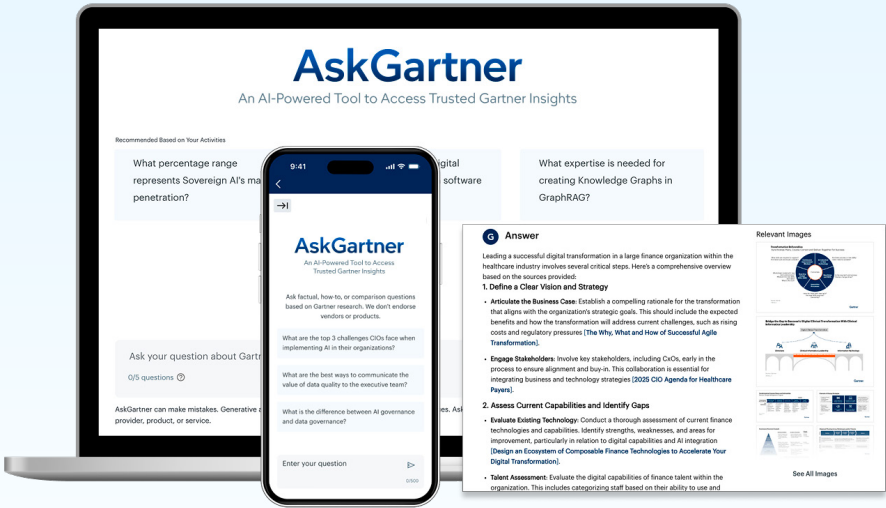
Key questions your tech CEO peers are asking Gartner

- How do tech CEOs identify and develop AI-native workflows?
- What are the best starting points for agentic AI implementations internally and in tech CEO customer solutions?
- How do tech CEOs best identify, test and verify business outcomes from our AI solutions?
- How do tech CEOs prioritize our AI implementations?
- What are the goals, metrics and KPIs needed for an AI-based company?

Gartner clients can click to explore answers:

- Explore Answer ↗
- Explore Answer ↗
- Explore Answer ↗
- Explore Answer ↗
- Explore Answer ↗

Your peers use AskGartner to answer these questions in minutes.



Learn More

Gartner resources turn your priorities into plans and actions

Develop core workflows and hybrid skills needed.



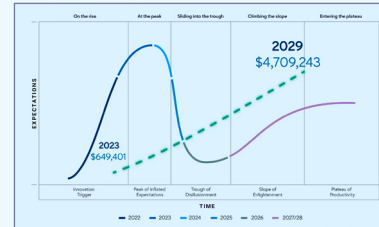
eBook: 2026 Leadership Vision for Tech CEOs ↗

Identify and prioritize agentic AI opportunities.



Insights: New Capabilities for Digital Product Management ↗

Implement AI within each workflow.



Tool: Race Ahead With AI ↗

Unlock GTM success using generative AI.



Infographic: Enhance GTM Strategies With Generative AI for Productivity Gains ↗

Measure outcomes, cost reductions and business growth throughout.



Tool: Gartner Executive FastStart™ for Tech CEOs ↗

Engage with Gartner

- Connect with an analyst to identify, review and refine your AI strategy.
- Use Gartner tools, diagnostics and benchmarks to assess current AI readiness.

Expected outcomes

- A comprehensive leadership playbook for achieving disruptive growth efficiency
- Strategic frameworks to attract top investment capital and valuations
- Actionable steps to protect profit margins against rising costs

Client Story

Druid Seamlessly Adopts AI With Actionable Insights

Mission-critical priority

For Druid AI, a critical priority was navigating market expansion into the U.S. while seamlessly embedding AI pipeline insights into its product strategy and roadmap.

To successfully lead the shift to AI-native economics, Druid AI leadership needed to position the company effectively to accelerate execution and drive impactful enterprise workflow automation.

This strategic alignment was essential for capturing new market share and integrating advanced AI capabilities into core offerings.



How Druid AI leveraged Gartner resources

The organization used Gartner market insights to directly inform and validate its product strategy and overarching roadmap.

Druid AI also leveraged the Peer Insights Community to gain real-world perspectives, helping them orchestrate and drive the adoption of its solutions.

Furthermore, it used the AskGartner tool to rapidly summarize content and research, which streamlined decision making and reduced the time spent searching for information.



Mission accomplished

With Gartner support, Druid AI successfully enhanced its roadmap execution, enabling the organization to move faster and with significantly more confidence. Druid AI accelerated its market expansion and positioning, laying a strong foundation for disruptive, AI-driven growth. Ultimately, by streamlining research efforts, it empowered the organization to maintain high focus and successfully deliver on vital enterprise workflow automation outcomes.

[Watch the full story ↗](#)



Address your other mission-critical priorities



Drive next-gen business models through AI

82% of tech CEOs are concerned about AI enabling competitors to replicate their capabilities.



Lead in the shift to AI-native economics

48% of tech CEOs rely on internal AI experimentation to stay current.



Power go-to-market strategies with AI innovation

87% of tech CEOs don't believe their GTM leaders are truly AI-savvy.

Connect with us

Get actionable, objective business and technology insights that drive smarter decisions and stronger performance on your mission-critical priorities.

U.S.: 1 855 322 5484

International: +44 (0) 3300 296 946

Become a Client

Interested in becoming a client?

Learn more about Gartner for Tech CEOs
gartner.com/en/tech-ceo

Stay connected to the latest insights

