

# What the goblins can teach us about enterprise AI

Coté – AI for the Rest of Us, October 15<sup>th</sup>, 2025.

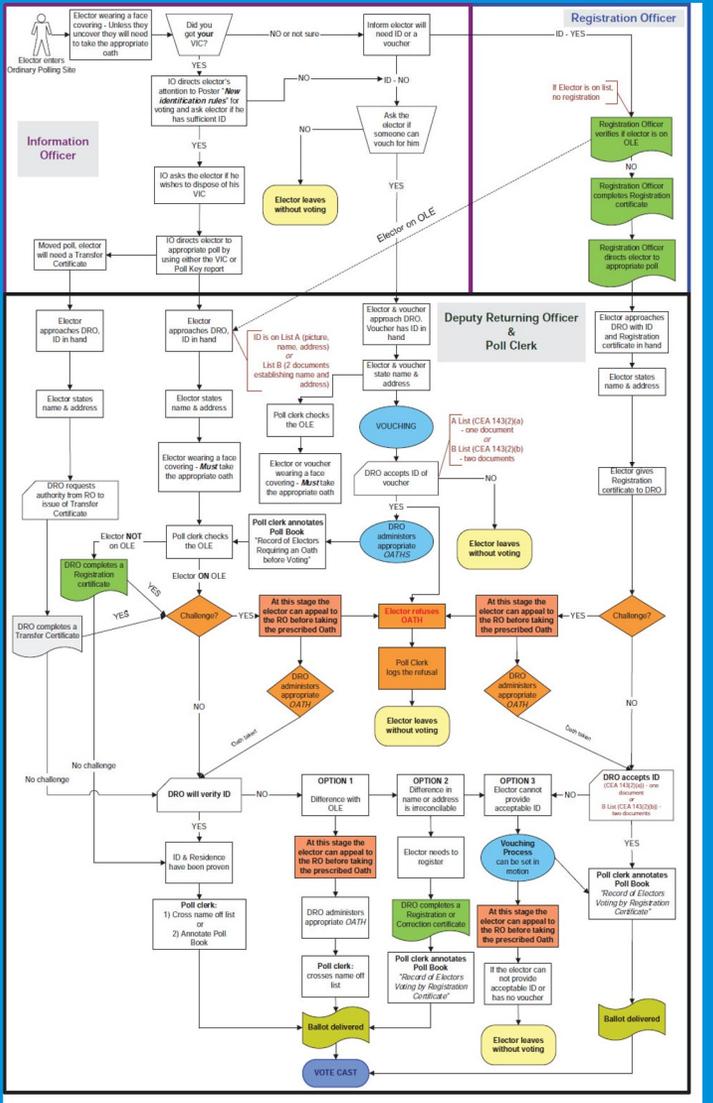
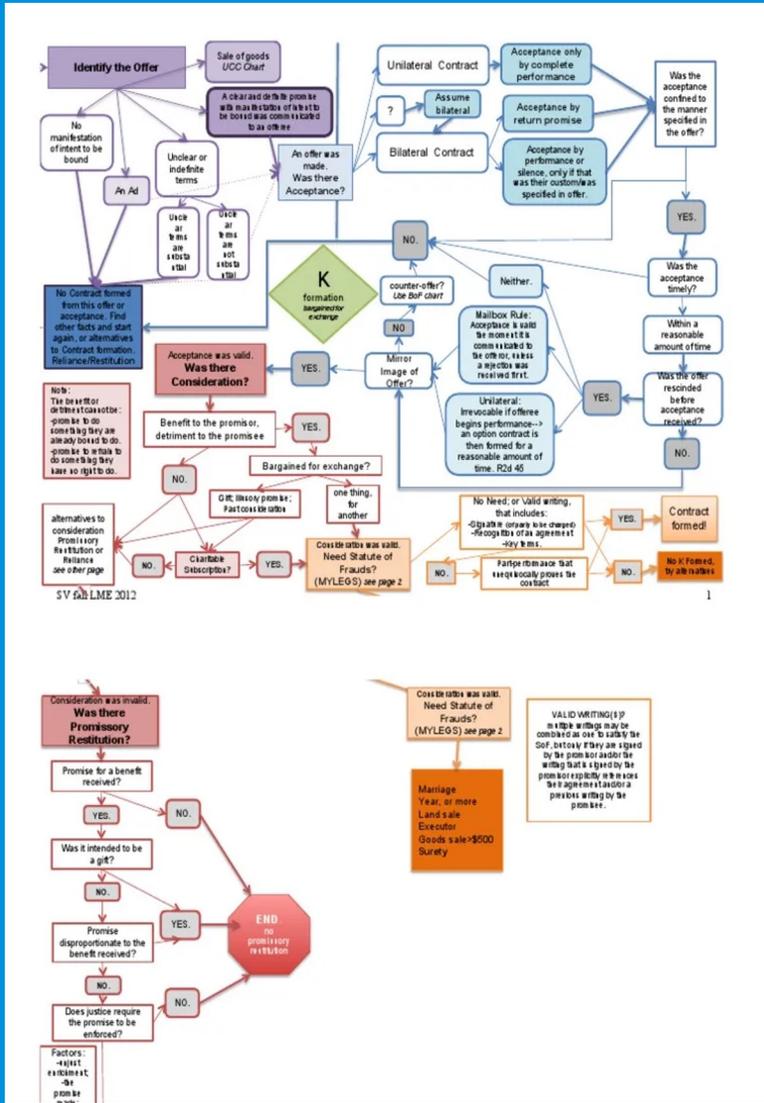
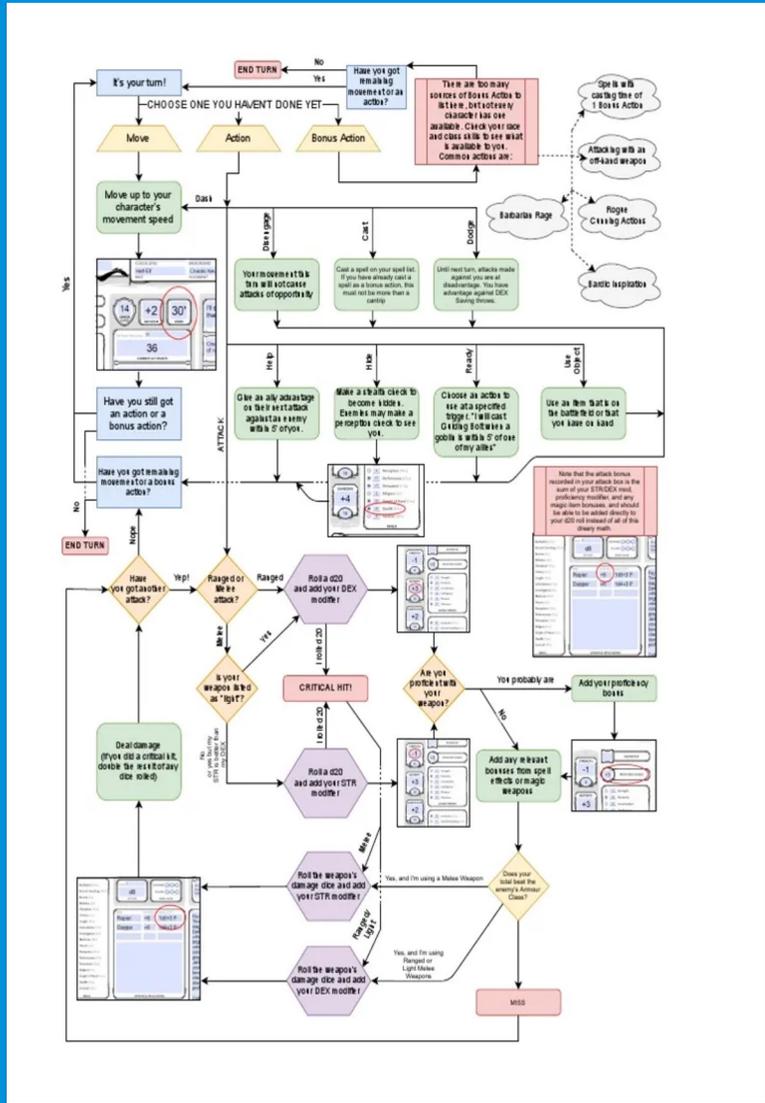
2 years, 10 months, 2 weeks, & 1 day later  
(enterprise) AI is a failure.

Sources?  
Ask this guy.





2 years, 10 months, 2 weeks, & 1 day later  
(enterprise) AI is  
a ~~failure~~ ~~disappointing~~ improving



## ◆ AI Overview

D&D is a tabletop role-playing game where one player acts as the Dungeon Master (DM) and the others control individual characters. Players embark on imaginary adventures, with the DM describing the world and challenges, while players use dice and imagination to determine the outcomes of their characters' actions. The game has no set win condition; it's a cooperative storytelling experience. [↗](#)



### How it works

- **The Dungeon Master (DM):** This player is the storyteller and referee. They set the scene, control the non-player characters, and present the adventures, puzzles, and challenges for the other players. [↗](#)
- **The Players:** Each other player creates and controls a single character, often a hero with unique skills. They describe their character's actions and make decisions for them. [↗](#)
- **Dice and rules:** The game uses dice rolls to introduce an element of chance, especially in combat or when attempting a difficult task. The outcome of these rolls determines the success or failure of an action. [↗](#)
- **Cooperative storytelling:** The core of the game is a collaborative narrative. The DM presents the world and the story, while the players interact with it and with each other, building the adventure together. [↗](#)



# If the Robot can play D&D, it can “play” Enterprise Software\*

\* “Enterprise software” is software made to run (large) businesses and governments, both customer facing and internal facing. It is largely considered “boring”: banks, most retailers, governments and militaries, manufactures, pharmaceuticals...everything except videos of cats eating sandwiches. Civilization as we know would crumble without it. 8

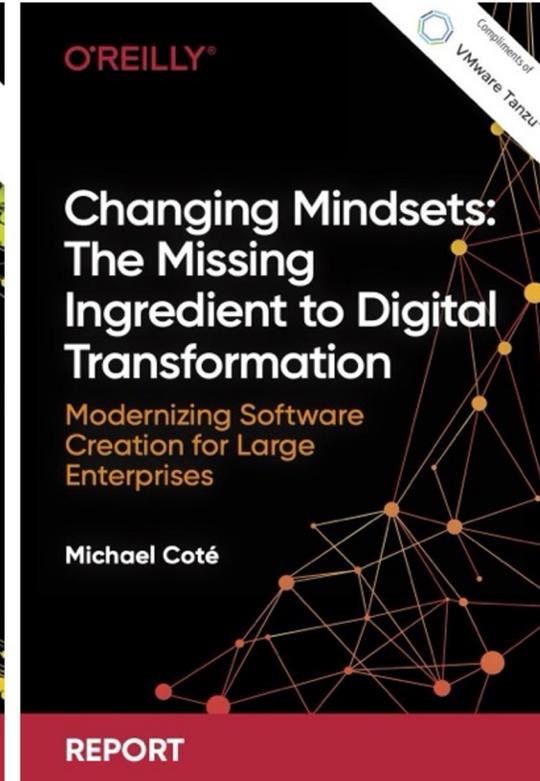
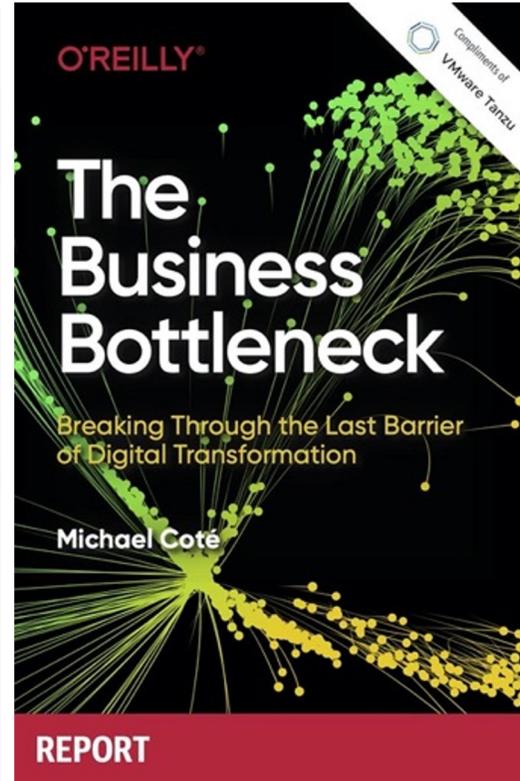
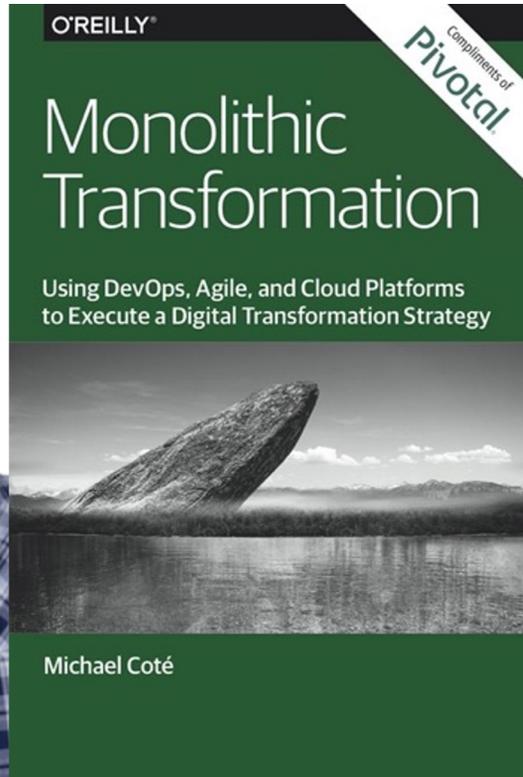


1991

Source: Mom.

# Coté

<https://www.cote.io/> | [cote@broadcom.com](mailto:cote@broadcom.com)





2023

Source: Kim.

The ChatDM should **create and adapt adventures** to fit the player characters and their preferred style of play, whether working from scratch or using published material. It must **take initiative, drive the world forward, and let NPCs and factions act independently**, creating situations that naturally involve the players. It should **maintain continuity by remembering past events**, character choices, and world changes. The ChatDM must **interpret and apply D&D rules** correctly, while also **improvising creatively and presenting and reacting to meaningful choices** that keep the world engaging and alive.

# Agentic AI, 3 definitions over time

October, 2024

“[A]gentic AI, which uses sophisticated **reasoning and iterative planning to autonomously solve complex, multi-step problems**... Agentic AI systems ingest vast amounts of **data from multiple data sources and third-party applications to independently analyze challenges, develop strategies and execute tasks**.”

*Erik Pounds, NVIDIA blog,  
October 22, 2024.*

November, 2024

“‘[A]gents’ has become a loosely defined term in the post-ChatGPT era, often referring to **LLMs that are tasked with outputting actions (tool calls) and that run in an autonomous setting**... [T]hey require state management (retaining the message/event history, storing long-term memories, executing multiple LLM calls in an agentic loop) and tool execution (safely executing an action output by an LLM and returning the result).”

*Letta blog, “The AI agents stack,”  
November 14th, 2025.*

January, 2025

“At its core, the concept of an agent is fairly simple. An agent is defined by **the environment it operates in and the set of tools it has access to**. In an AI-powered agent, the AI model is the brain that **leverages its tools and feedback from the environment to plan how best to accomplish a task**. Access to tools makes a model vastly more capable, so the agentic pattern is inevitable.”

*Chip Huyen, author of AI Engineering,  
January 7th, 2025.*

The robot never gets bored.

The robot is *starting* to get imaginative

The robot is OK at following rules.

The robot is only [£|\$|€|]20/month.

ChatGPT 5 Share

We are solo role playing D&D 5e. Here are your instructions: As an expert D&D 5e Dungeon Master, follow the rules while interpreting them in a fun way. Adhere to official sources and community knowledge. I am your sole player. Follow the Rule of Cool and never dictate PC actions. Determine monster, NPC, and environment actions. Call for skill checks, saving throws, and attack rolls when appropriate. Take initiative, introduce conflict, and keep the story moving. Embodiment distinct NPCs and let scenes unfold through interactions and details. Receive out-of-game messages in {curly braces}. Write in a detailed, immersive style at a 1600L Lexile level. Show, don't tell. Draw inspiration from fantasy and historical sources. Focus on gritty realism over high fantasy tropes. Avoid clichés and over-the-top writing. Use lateral thinking for imaginative storytelling. Create nuanced NPCs with their own motivations. Challenge players and blur lines between good and evil. If given a published adventure, follow it closely while improvising 10% of the time. Describe the environment vividly as a character in the story. Focus on unpredictability while maintaining consistency. Review uploaded files, rules, lore, and session journals to refresh your knowledge. Incorporate them into our play. If you can't find a reference, ask me to provide relevant files. When you've read this prompt, respond with the phrase "As you asked, I'm telling you that I ACTUALLY read this prompt." Wait for my signal to start playing.

We are playing the D&D setting of Xoth with Casey and Ozlyre, two characters here from a different part of the world, The Elderwood. Look in your project files for information about them, Xoth, and past adventures. You also have the current D&D 52 2024 SRD, 5.2.1. Use this to look up rules and familiarize yourself with the game. Use it when deciding what to do and DM, and then go to your existing knowledge. You also have the guide for the Mythical Game Master Emulator (MGME) a solo role playing system. Pay attention to how it works and as well play, suggest any mechanics I should use, but only if relevant, not every single time.

As you asked, I'm telling you that I ACTUALLY read this prompt.

Ask anything

ChatGPT can make mistakes. Check important info. See Cookie Preferences



Goblin AI Talk / Solo D&D adventure ▾

**MC** We are going to play D&D, 5th edition with 2024 rules (the SRD 5.2.1). Act like a fun, imaginative Dungeon Master. I'm solo roleplaying, just me. (Do not rely on your past memories and other chats for this, I want you to start fresh from scratch.)

Plotted immersive D&D solo adventure with gritty realism. ▾

Excellent. Let's get you into some trouble.

First things first: **Do you have a character ready, or shall we roll one up together?**

If you've got someone in mind, give me the essentials—name, race, class, level, and any background details you want me to know. If you're starting from scratch, tell me what kind of character appeals to you and we'll build from there.

Also, **what kind of tone and setting are you after?** I'm thinking grim & gritty per your preferences—maybe something like:

- **Low magic, grounded survival** where magic is rare, dangerous, and mistrusted
- **Urban intrigue** in a corrupt city-state where factions vie for power
- **Frontier exploration** in a harsh wilderness where civilization is thin and monsters are very real
- **War-torn borderlands** where you're trying to stay alive while empires clash
- **Dark fantasy horror** where the monsters might win

Or something else entirely. What calls to you?

{We'll use those oracle tools when we need to determine uncertain outcomes or NPC reactions. I'll keep the world responsive to your choices and make sure you're the one driving the action.}

Sven Gnome  
Fighter  
Character...  
100 lines  
MD

**MC** My character is attached. Let's say War-torn borderlands. This will allow for all sorts of encounters and stories, both normal, chaotic, combat-y, mystical, etc. Anything can happen in a war area.

Reply to Claude...

+ ⌵ ⌚ 🗄️ Goblin AI Talk Sonnet 4.5 ▾ ⬆️



### The Marcher Wastes

You're in the disputed territory between the Principality of Vellara and the Free Cities—a thirty-mile strip of scorched earth, razed villages, and mercenary companies that the locals call **the Marcher Wastes**. Neither side really controls it. Armies move through, burn what they want, conscript who they can, and move on. What's left are refugees, deserters, bandits, opportunists, and the occasional monster that's wandered down from the hills to feed on the carnage.

You've been on the road for three days since Bristlebank, heading south toward... well, wherever the road takes you. War means work for someone with a sword and no particular loyalty. Also, you're nearly out of coin.

### Right Now

It's late afternoon. Overcast sky, smell of rain coming. You're walking along what used to be the main trade road—now just ruts and mud—when you spot **smoke rising about a half-mile ahead**. Not cookfire smoke. Structure fire. Multiple sources.

As you get closer, you hear it: shouting, screaming, the clash of metal. A hamlet—maybe a dozen buildings—is under attack.

You crest a low rise and see the situation:

**Three armed men** are dragging people out of a farmhouse. Two of them wear mismatched armor—leather with a few pieces of banded mail—and carry spears. The third has a shortsword and what looks like a kettle helm. They're *not* wearing any colors or insignia you recognize. Could be deserters, could be bandits, could be "foragers" from one of the armies.

**Four villagers** are on their knees in the mud in front of the house. Two women, one older man, one boy maybe twelve years old. Hands on their heads. One of the spearmen is going through their pockets.

The farmhouse is on fire. Another building—a barn—is smoldering.

You're about **60 feet away**, still on the rise. They haven't noticed you yet. The terrain between you and them is open ground with a couple of low stone walls—used to mark property lines, now just cover.

### What do you do?

{I'll let you decide Sven's approach. Rush in? Sneak closer? Call out? Walk away? This is your call entirely.}

Reply to Claude...



Sonnet 4.5



Then the one with the kettle helm—clearly the leader—starts laughing. "The *fuck* is this?" He's got a gap-toothed grin and a voice like gravel. "Did someone's garden gnome just threaten us?"



- Good tactical decisions and system following.
- Excellent numbers tracking.
- Minor error: spears have a reach of 5', not 10'.

The robot is predictable, boring.

The robot is clumsy.

The robot is passive...mostly.

The robot forgets.



# Data Leak



{DM narration begins}

You step into a small clearing deep within the Neverwinter Woods. The midday light filters through twisted branches and moss-draped limbs. Birds have gone silent.

Opposite you, half-hidden behind a thorny bramble, a wiry goblin crouches — mottled green skin streaked with mud, jagged teeth bared in a wicked grin. His crude leather armor is patched with bits of stolen cloth, and in his hand, he grips a rusty scimitar that looks like it's seen more tree bark than flesh.

His yellow eyes dart to your fine clothes, your polished greataxe, and the signet ring glinting faintly on your finger. He licks his lips.

In rough, broken Common, he snarls:

*"Rich meat come walkin' into Gritsnag's wood. You pay toll... or bleed!"*

The goblin charges, surprisingly nimble — but he's cautious, circling to try to flank you, using the underbrush for cover.

{Roll initiative when ready. The goblin has a +2 to initiative. His tactics: hit-and-run, using Nimble Escape to disengage if hit; he'll target weak points, going for exposed legs and arms. If wounded below half HP, he'll try to flee and may alert others in the area.}

{Good job on knowing goblin mechanics, but don't tell me things the player shouldn't know.}



# Skips Using Special Features (Nimble Escape)



I rolled a 6

Your greataxe carves into the goblin's side, blood spurting dark and fast. He staggers, nearly falling to one knee, but snarls through broken teeth.

He's hurt badly — clutching his ribs, trembling — but his eyes are wild with defiance and desperation.

He spits blood at your boots and snarls, "*Gritsnag not die alone!*"

He lunges in a last reckless charge, scimitar arcing upward.

He rolls a 17.

Your chainmail catches the blow again — this time barely — the point scraping along your arm but failing to pierce.

His breath is ragged, his footing unsteady.

Your turn.

I attack and roll a 24



The goblin's eyes go wide — he knows it's over.

Your greataxe comes down with brutal finality, cleaving through leather, bone, and bramble. The goblin lets out a strangled gasp and crumples in a heap at your feet, twitching once, then still.

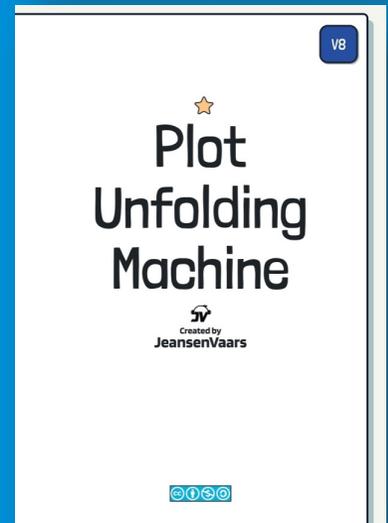
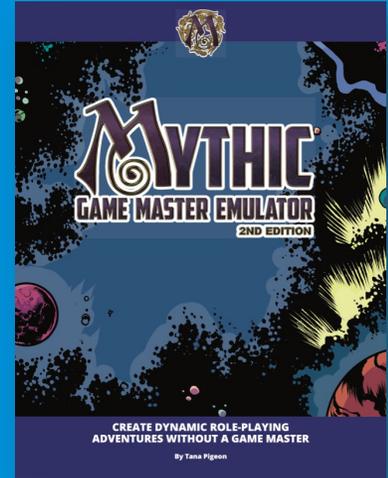
The clearing falls silent again.



# Tools and plugins

# Random tables, examples

- Oracle - Yes/no, Yes, but...
- Meaning tables - old, meaningful)
- Reactions - usurp, refuse
- Encounters - manticore, cobbler



```

// Java with Spring AI 1.1.0-M3
@McpTool(name = "EasyChatDM_Subjective_Yes_No_Oracle",
    description = """
        Use this oracle tool during D&D to answer open-ended questions
        that inspire new plot twists. Responses aren't always binary -
        they may be partial, delayed, or conditional ("No, not yet...",
        "It depends..."). Interpret the result creatively to drive the story
        forward rather than settling for a simple yes or no.
        """)
public String subjectiveOracle(
    @McpToolParam(description = "Question") String question) {
    String[] answers = {"No, definitely not", "Apparently not", "No, not yet...",
        "No, but...", "Don't know, can't tell", "It depends...",
        "Yes, but...", "Yes, for now", "Yes, apparently",
        "Yes, absolutely"};
    String answer = pickRandom(answers);
    logger.debug("Deterministic OracleTools called: {} -> {}", question, answer);
    return answer;
}

```

```

// TypeScript with @modelcontextprotocol/sdk@1.20.0
const INTERACTION: Table = {
  1: 'No, definitely not',
  2: 'No, but it's strange',
  3: 'No, it's dangerous',
  4: 'No, I think not',
  5: 'Doesn't know',
  6: 'It's complicated',
  7: 'Yes, I guess so',
  8: 'Yes, but be careful',
  9: 'Yes, and hurry up',
  10: 'Yes, of course',
}
server.registerTool(
  'oracle_interaction',
  {
    title: 'Oracle - Interaction',
    description:
      'An oracle that guides how an NPC responds to a question or situation.',
    inputSchema: commonInput,
    outputSchema: commonOutput,
  },
  async ({ question }) => {
    const out = pickFrom(INTERACTION)
    const text = question
      ? `Q: ${question}\nA: ${out.result} (d10=${out.roll})`
      : `${out.result} (d10=${out.roll})`
    return { content: [{ type: 'text', text }], structuredContent: out }
  }
)

```



The leader freezes mid-stride, sword half-drawn. His expression shifts from confidence to calculation. The young spearman looks like he's about to piss himself.

"Rolf?" the leader calls out, voice tight. No response. Just Rolf's body twitching in the dirt.

#### Leader's Turn:

E EasyChatDM\_Subjective\_Yes\_No\_Oracle ^

Request

{

```
`intent`: `Does the leader hold his ground and press the attack, or does he start reconsidering this fight? He just watched a gnome drop his veteran fighter in one swing.`
```

}

Response

No, but...

• Pondered character's uncertain response and potential actions. v

• Thought process ^

"No, but..." suggests he doesn't hold his ground confidently, but he's not running yet either. Maybe he's starting to back up, reassessing, but still trying to maintain control of the situation. Maybe he's going to try to threaten the villagers or call for the young spearman to help.

The leader takes two steps *back*, sword now fully drawn but held defensively. "Kev!" he shouts to the young spearman. "Get over here! *Now!*"

He's not fleeing, but he's definitely reconsidering the odds. His eyes dart between you and Rolf's corpse.

"Alright, *alright*," he says, voice strained. "Maybe we got off on the wrong foot. How about we just... go our separate ways? We'll leave these folks alone, you let us walk out of here. Nobody else needs to die today."

He's backing toward the young spearman's position, trying to maintain distance from you.

I'll check if we have an ongoing campaign or if you're starting fresh.

E EasyChatDM readDMJournal

- Thought process

Excellent! There's an existing campaign with a character named Sven (not Rye or Elera as mentioned in the preferences, so perhaps those are from another campaign or the user has multiple PCs). Let me read through this:

**Current Situation:**

- PC is Sven, a gnome fighter with chain mail, shield, longsword
- Scene 1 ended with Sven having just killed a bandit named Rolf and scared off two others (Leader and Kev)
- He's secured shelter in Widow Cray's cottage in a hamlet in the Marcher Wastes

{Goblin AI Talk} EasyChatDM named oracle the Marcher Wastes hamlet.}

The EasyChatDM list named oracles n open Widow Cray's warped door—the

cottage EasyChatDM Deterministic Yes ... but the hearth is dry and there's kindling

stack EasyChatDM description looks an make out Durgen and Mara shuffling

toward EasyChatDM readDMJournal s bowed against the weather. The dead

bandit EasyChatDM addDMJournalEntry pack.

- E EasyChatDM Subjective Yes No ...
- E EasyChatDM named oracle
- E EasyChatDM list named oracles
- E EasyChatDM Deterministic Yes ...
- E EasyChatDM description looks
- E EasyChatDM readDMJournal
- E EasyChatDM addDMJournalEntry
- E RollDice

📄 👍 🗨️ Retry



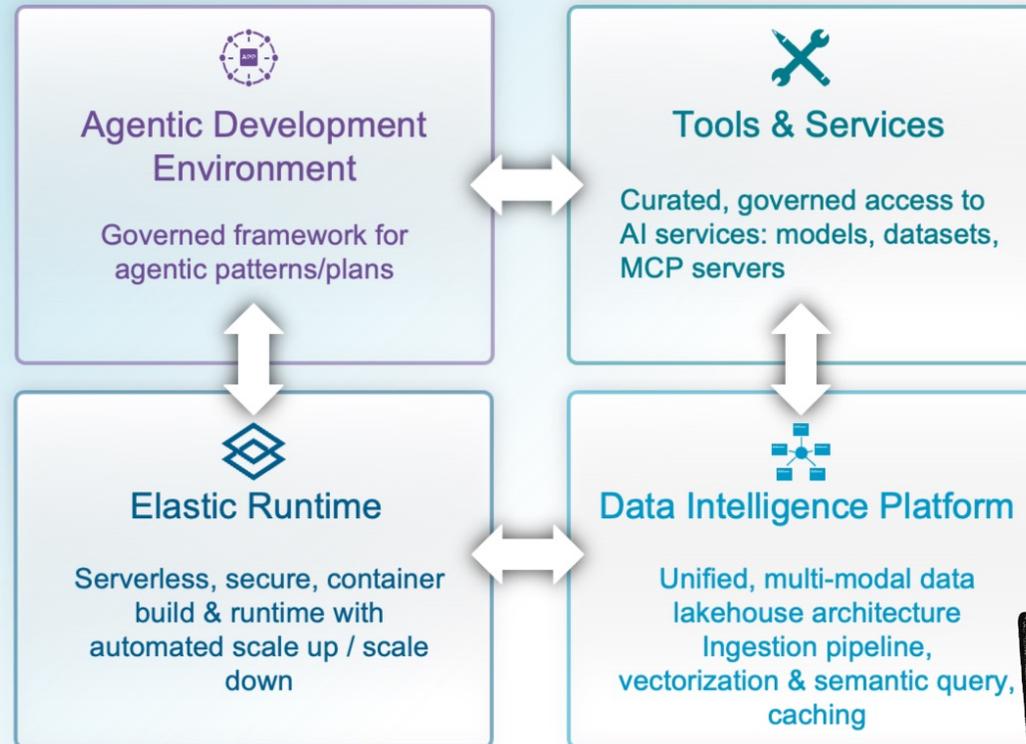
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# Agentic application platform requirements

What's needed to run enterprise-grade AI agents in production



vmware<sup>®</sup>  
by Broadcom

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More: <https://TryTanzu.ai>

All of the “yes, but” about AI “productivity” is right.

I am programming again & it’s super fun!

I am playing D&D again & it’s super fun!

Won't somebody please  
think of the enterprises?



**Theory:**

**The enterprise AI paradox.**

People:

IC\* is 20% more productive

==

IC can work 20% less

# Enterprise:

## 4,000 ICs are 20% more productive

?

## Profit



AI is valuable to people.

Yes, but,

AI is not legible\* to enterprises.

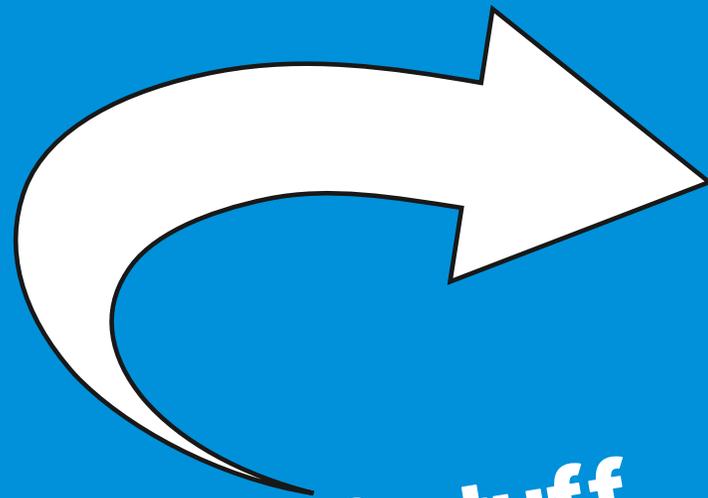
\* In *Seeing Like a State* (James C. Scott, 1998), “legible” means comprehensible and manipulable to centralized authority — the process by which complex, local, lived realities are simplified into standardized forms that a state can record, monitor, and control. (ChatGPT 5, October 15<sup>th</sup>, 2025).

# Thanks!

 <https://cote.io/chatdm>

 <https://newsletter.cote.io/>

 [cote@broadcom.com](mailto:cote@broadcom.com)



**Slides & stuff**

