

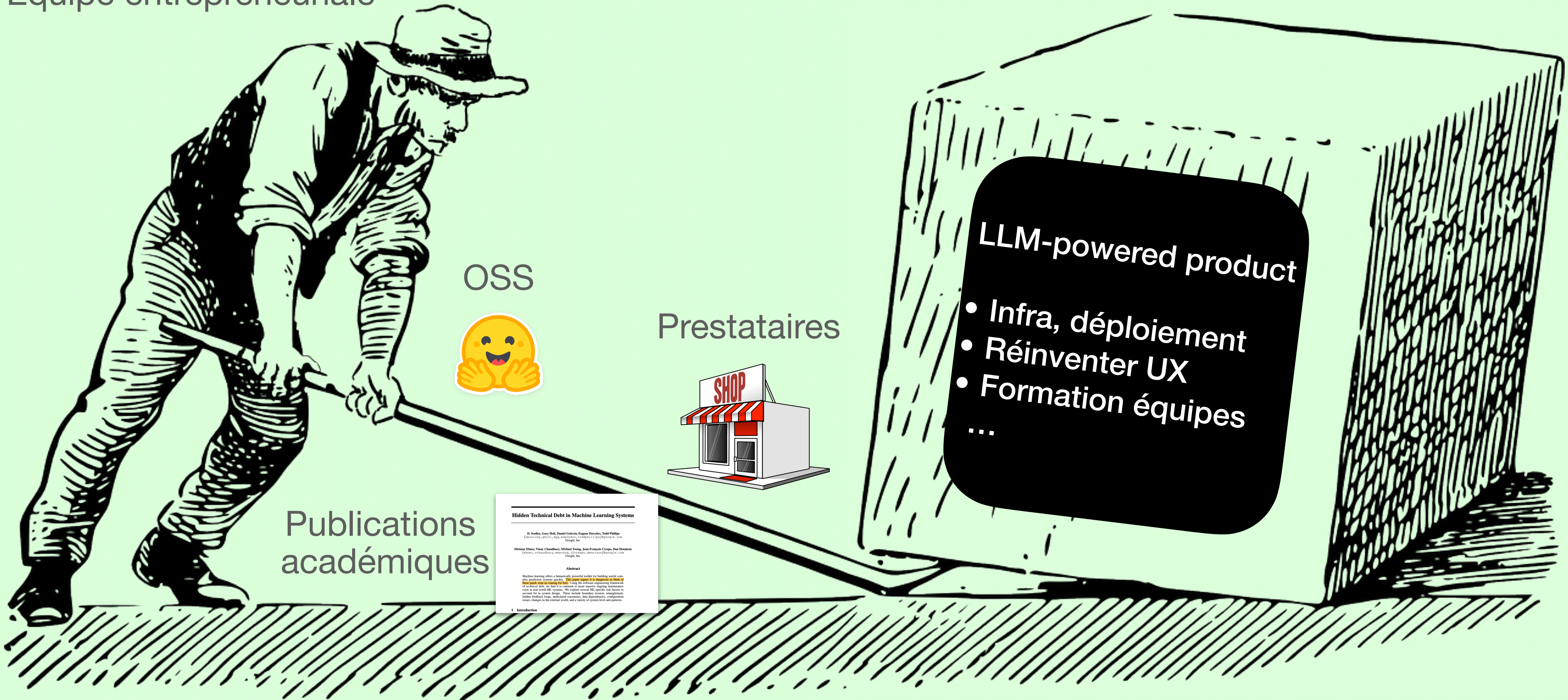
GenAI : Industrialiser sans compromettre

Guide du Build vs Buy

François PAUPIER - 22 janvier 2024

Identifier & actionner les leviers pour accélérer sa delivery

Equipe entrepreneuriale



Agenda

1. Top #1 erreur observée et comment l'éviter
2. Build vs Buy - clés pour assurer sa différenciation
3. Anti-patterns récurrents et comment s'en prémunir

1. Top #1 erreur observée et comment l'éviter



This AI powered Q&A feature is going to makes us so unique



Top #1
erreur 

Feuille de
route GenAI
pilotée par les
trending repos
GitHub

1. Top #1 erreur observée et comment l'éviter

When “Agents” replaces RAG as GitHub trending topic



1. Top #1 erreur observée et comment l'éviter

Identifier ses facteurs de différenciation

A - Permettre un gain de productivité x10 sur sa verticale métier



B - Débloquer de nouveaux usages sur sa verticale métier

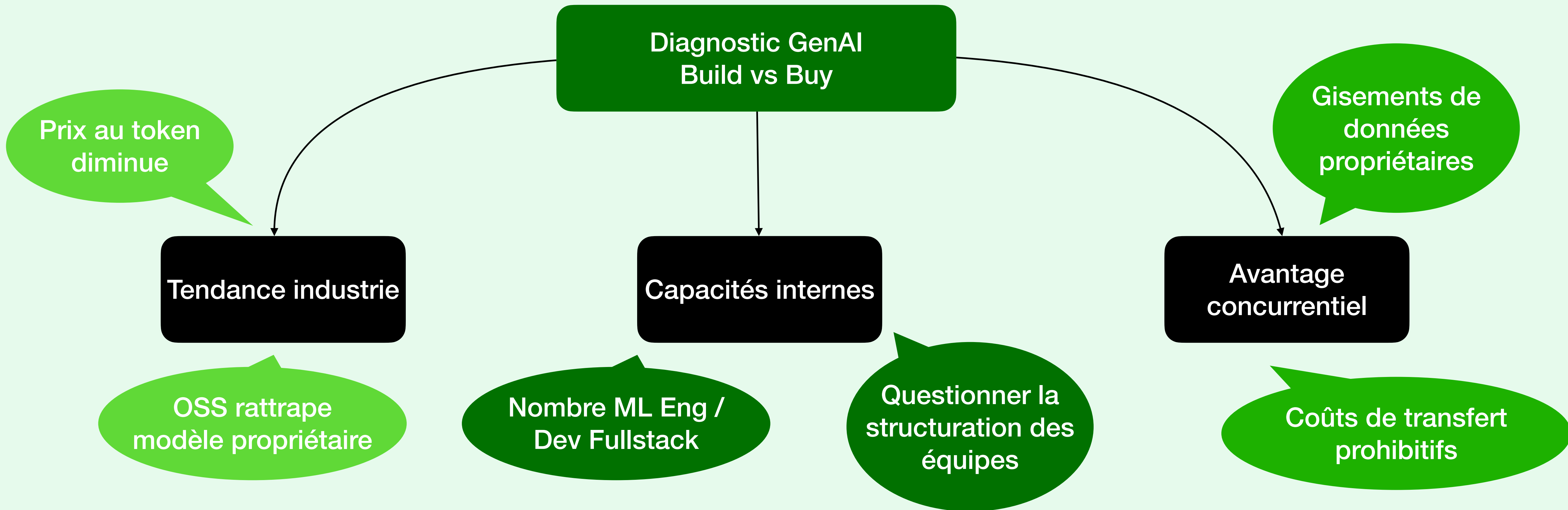


Repenser la place de l'utilisateur dans la boucle décision - action



1. Top #1 erreur observée et comment l'éviter

Diagnostic de son org pour identifier les différenciants atteignables



Un mot sur la HR

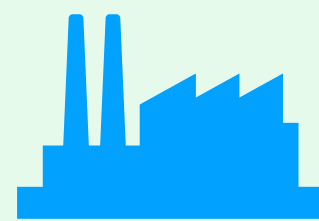
Formation / Recrutement / Prestataires

1 - Lancer le produit



**Full stack
DevOps
AI engineer** (= full stack dev qui sait consommer des API GenAI)

2 - Ancrer ses fondations data



**Data Engineer
ML Engineer**

3 - Optimiser ses algos



**ML Engineer
Data Scientist**

Alexis Conneau · 1st
Co-founder and CEO @ WaveForms AI
1d · 🌐

We are [#hiring](#) a Full Stack Software Engineer in SF

Join us to "hear the AGI"! 🤖 🗣️ 🚀

WaveForms AI
1,074 followers
1d · 🌐 [+ Follow](#)

We're [#hiring](#) a Full Stack Software Engineer in San Francisco to help shape the future of Human-AI interaction at WaveForms AI.

If you have 5+ years of experience incl. React, FastAPI, real-time data interactions, and DevOps (CI/CD, Docker/Kubernetes, AWS/GCP), join us to redefine AI-driven conversations!

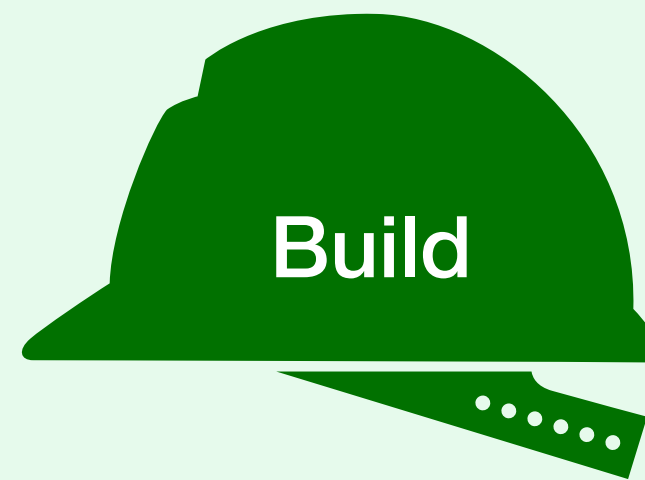
Full Stack Software Engineer
Job by WaveForms AI
San Francisco, California, United States (On-site) [View job](#)

1 connection works here

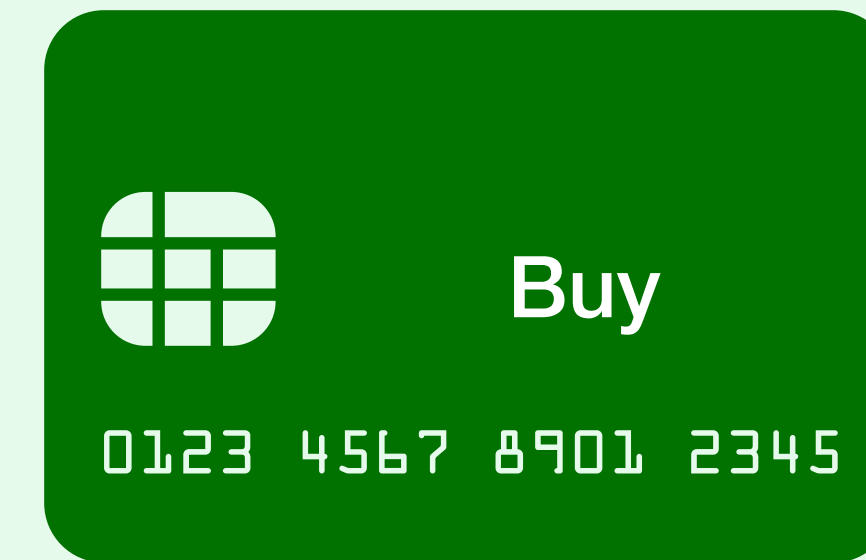
👍❤️👏 20 3 reposts

▾ Like Comment Repost Share

2. Build vs Buy - clés pour assurer sa différenciation



- **Brique critique** de votre chaîne de valeur
- L'investissement (temps/€) crée un actif **durable** et **réutilisable**
- Créer/entretien votre *unfair advantage*



- Les solutions existantes sont **matures** et bien **maintenues**
- **Effet d'échelle** bénéficiant aux géants du web / prestataires experts
- Le composant est une **commodité** - transverse à plusieurs industries

gregslist.ai

Fast AI product discovery

Search over 8300+ AI products...

FIND US ON

Product Hunt

21

Express interest in pro

Choose Use Case

Corporate Strategy

Customer Relationship Management (CRM)

Customer Success

Customer Support/Help Desk

Data Analytics

Engineering and IT

Finance and Accounting

Human Resources (HR)

Legal and Compliance

Marketing

Operations Management

Partnerships and Alliances

Personal Entertainment

Personal Productivity

Procurement

Product Management

Product Marketing

Sales

Supply Chain Management

All Categories

Corporate Strategy

market research

11 products

287K avg. visits

strategic planning

2 products

6.3K avg. visits

forecasting

1 products

415 avg. visits

due diligence assistance

1 products

6.1K avg. visits

Customer Relationship Management (CRM)

customer engagement

44 products

189K avg. visits

customer feedback analysis

21 products

107K avg. visits

customer service

6 products

12.9M avg. visits

customer profiles

3 products

4.3K avg. visits

crm automation

3 products

222K avg. visits

customer insights

2 products

2.5K avg. visits

client relationship management

1 products

36.4K avg. visits

lead management

1 products

263 avg. visits

customer retention

1 products

6.5K avg. visits

Customer Success

customer calls

4 products

17.1K avg. visits

customer journey

3 products

26.1K avg. visits

customer churn analysis

1 products

1.7K avg. visits

customer success management

1 products

2.4K avg. visits

Customer Support/Help Desk

customer support

118 products

353K avg. visits

chatbots

114 products

74.6K avg. visits

whatsapp customer engagement

2 products

69.0K avg. visits

customer service training

1 products

1.2K avg. visits

Data Analytics

data analysis

115 products

1.4M avg. visits

sql queries

17 products

27.8K avg. visits

business intelligence

15 products

33.9K avg. visits

data management

13 products

404K avg. visits

data visualization

data security

financial forecasting

Home

Terms

Privacy

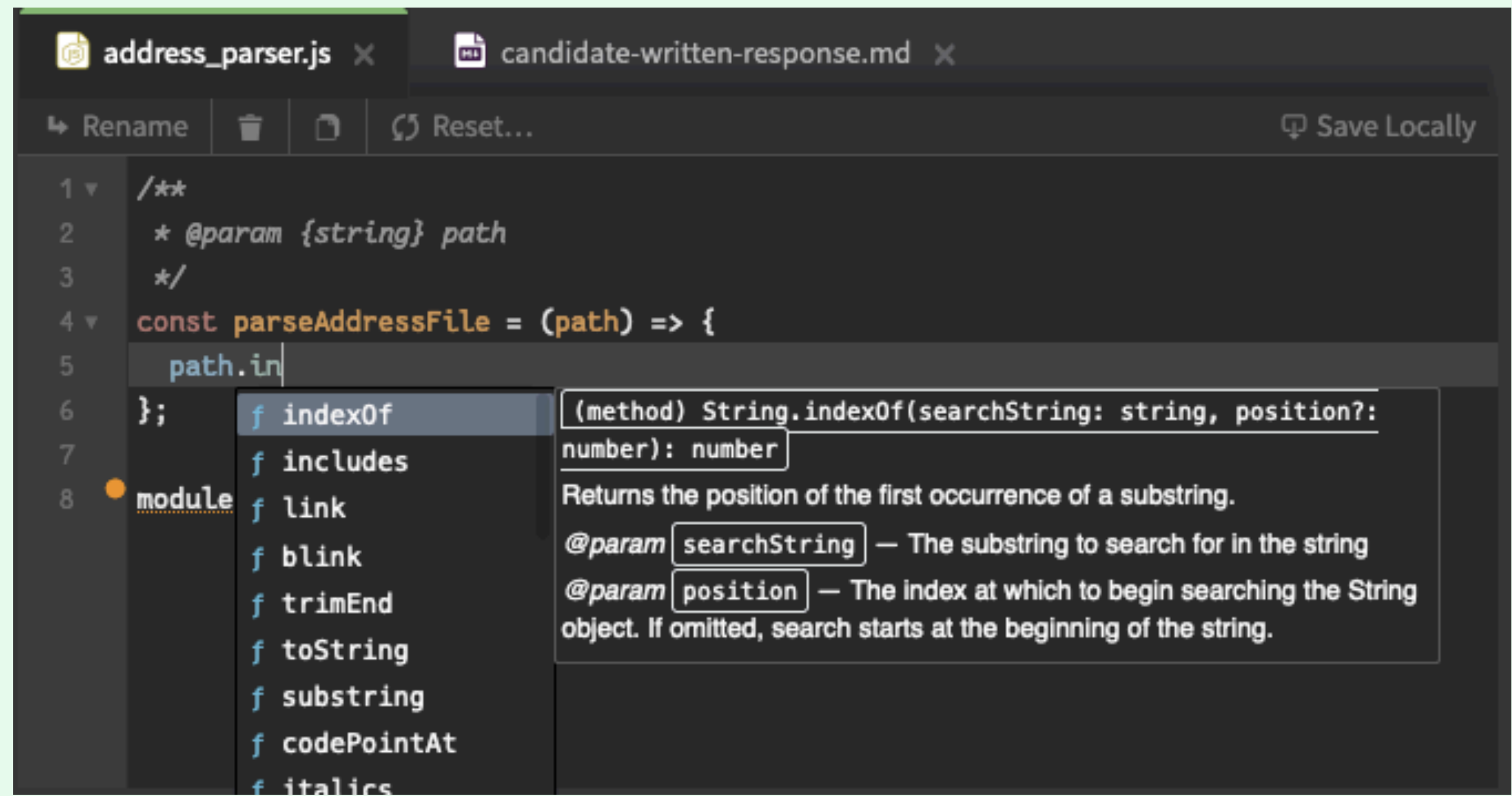
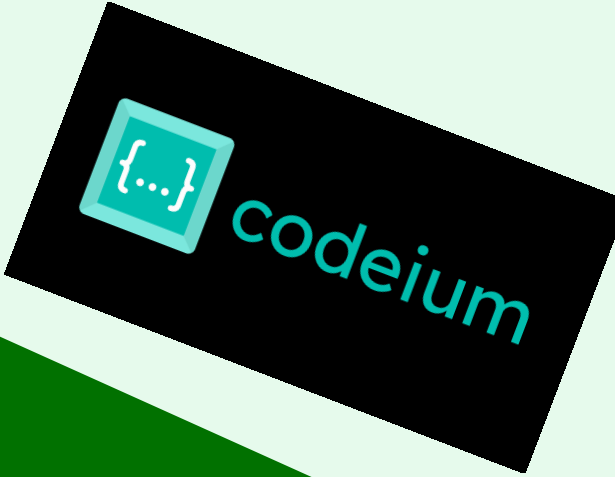
Made by Greg Ceccarelli

© 2024 gregslis.ai. All rights reserved

Ma feature IA est-elle une commodité ?

Exemples de *fausse bonne idée* de build n°1

Créer son code assistant



Hébergement du LLM spécialisé code

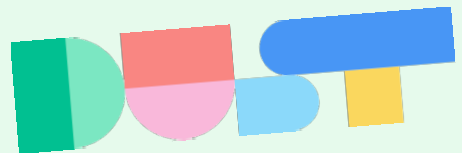


Intégration dans toutes les features IDE au de la de la code completion



Quel ROI vs un abonnement 10\$/month/user ?..

Exemples de *fausse bonne idée* de build n°2



Créer son RAG pour la doc



customer facing

sur sa doc usage interne



Maintenance des connecteurs aux sources de données - **chronophage**



Gestion du besoin d'en connaitre (compliance, légal)
Mécanisme d'**Access Control** non trivial



Mise à jour de la logique d'indexing / embedding
Forte expertise ML Eng



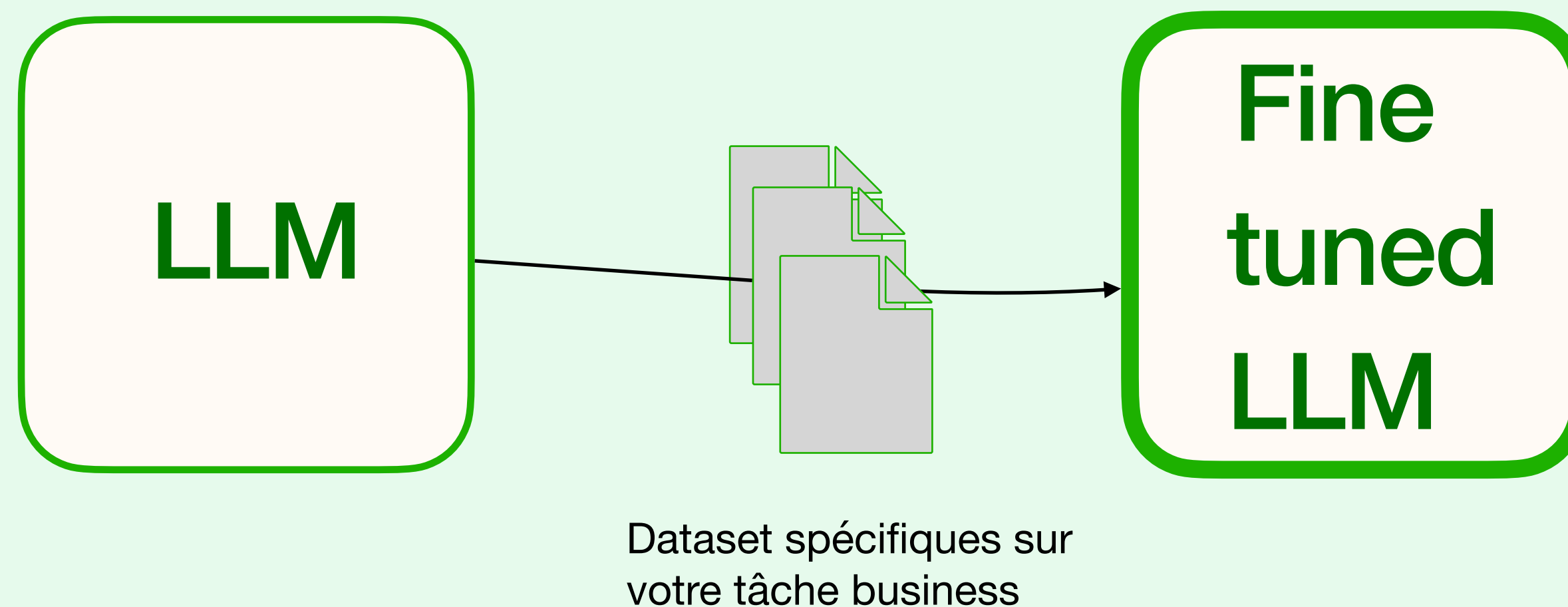
Mise à jour de la chaine de RAG
Full time Job



Faible niveau de différentiation produit

Exemples de *fausse bonne idée* de build n°3

Fine tuner un LLM pour son cas d'usage



Nécessite jeu d'évaluation souvent, au mieux incomplet



Nouveau SOTA tous les mois



Risque de perte en qualité de généralisation
Forte expertise ML Eng / DS



Nécessite dataset d'entrainement de qualité

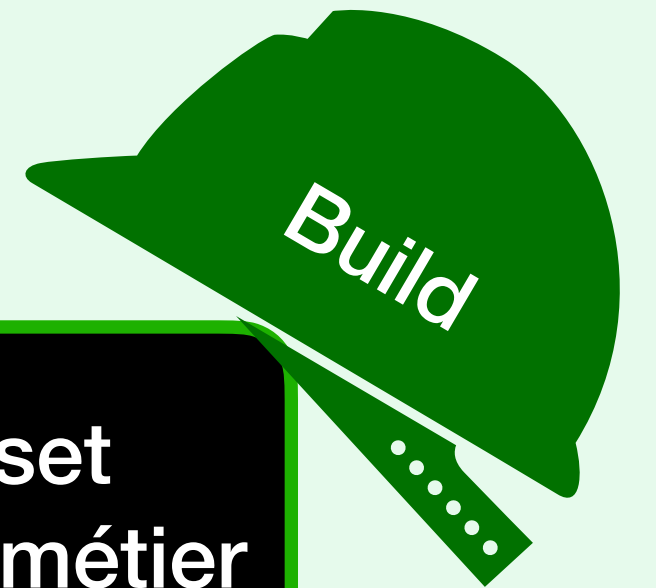


Haut risque / faible récompense
Performance du LLM n'est plus le premier bottleneck



Que construire en interne? Exemple #1 NLP

Regarder les invariants et miser sur des assets de temps long



embedding dataset
pour votre verticale métier



cs.CL] 24 May 2019

BERT: Pre-training of Deep Bidirectional Transformers for Language Understanding

Jacob Devlin Ming-Wei Chang Kenton
Google AI Language Research
{jacobdevlin, mingweichang, kenton

Abstract

We introduce a new language representation model called **BERT**, which stands for **B**idirectional **E**ncoder **R**epresentations from **T**ransformers. Unlike recent language representation models (Peters et al., 2018a; Radford et al., 2018), BERT is designed to pre-train deep bidirectional representations from unlabeled text by jointly conditioning on both left and right context in all layers. As a result, the pre-trained BERT model can be fine-tuned with just one additional output layer to create state-of-the-art models for a wide range of tasks, such as question answering and language inference, without substantial task-specific architecture modifications.

The
ing pre
stream
feature
et al.,
includ
tional
the Ge
GPT)
task-sp
downs
trained
same c
they us
general language representations.

Input/Output Representations To make BERT handle a variety of down-stream tasks, our input representation is able to unambiguously represent both a single sentence and a pair of sentences (e.g., $\langle \text{Question, Answer} \rangle$) in one token sequence. Throughout this work, a “sentence” can be an arbitrary span of contiguous text, rather than an actual linguistic sentence. A “sequence” refers to the input token sequence to BERT, which may be a single sentence or two sentences packed together.

Que construire en interne? Exemple #2 Computer Vision

Maitriser sa stack monitoring / evaluation

PRELIGENIS

- Traitement d'images satellite pour détection & suivi d'activité



Que construire en interne? Exemple #2 Computer Vision

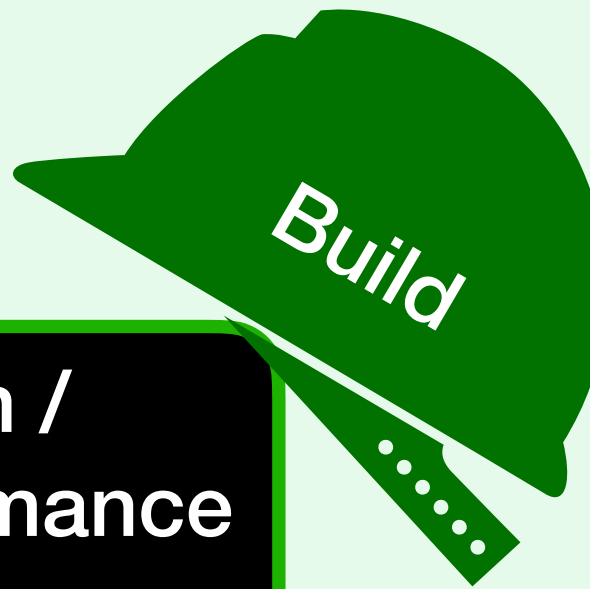
Maitriser sa stack monitoring / evaluation



Our strategy :

- Focus on research and development : A dedicated R&D team to test and integrate state of the art research into our models, in test but also in production.
- Create a unique framework : our AI factory. A toolbox for our AI teams, helping them to create in a short period of time high accuracy and reliable detectors, to industrialize AI algorithms creation.
- Dedicate a team to this framework : our AI engineering team. A third of our AI engineers are working on the framework. This is a multidisciplinary team, from Machine Learning engineers, to computer vision researchers, architects, fullstack developers and devOps.

Stack évaluation /
observabilité performance
modèles



Prestataires

Mise en place
stratégie+stack
d'évaluation



Que construire en interne? Exemple #3 Agents

Encapsuler une expertise métier niche et combiner votre ETL existant avec des modules LLM

AI Agents are programs where LLM outputs control the workflow.

Any system leveraging LLMs will integrate the LLM outputs into code. The influence of the LLM’s input on the code workflow is the level of agency of LLMs in the system.

Note that with this definition, “agent” is not a discrete, 0 or 1 definition: instead, “agency” evolves on a continuous spectrum, as you give more or less power to the LLM on your workflow.

See in the table below how agency can vary across systems:

Agency Level	Description	How that’s called	Example Pattern
☆☆☆	LLM output has no impact on program flow	Simple Processor	<code>process_llm_output(llm_response)</code>
★☆☆	LLM output determines an if/else switch	Router	<code>if llm_decision(): path_a() else: path_b()</code>
★★☆	LLM output determines function execution	Tool Caller	<code>run_function(llm_chosen_tool, llm_chosen_args)</code>
★★★	LLM output controls iteration and program continuation	Multi-step Agent	<code>while llm_should_continue(): execute_next_step()</code>
★★★★	One agentic workflow can start another agentic workflow	Multi-Agent	<code>if llm_trigger(): execute_agent()</code>

Source: Hugging Face, [Introduction to Agent](#), retrieved Jan 13, 2024

Que construire en interne? Exemple #3 Agents

Faire un virement depuis
une app mobile



Pas besoin d'agent

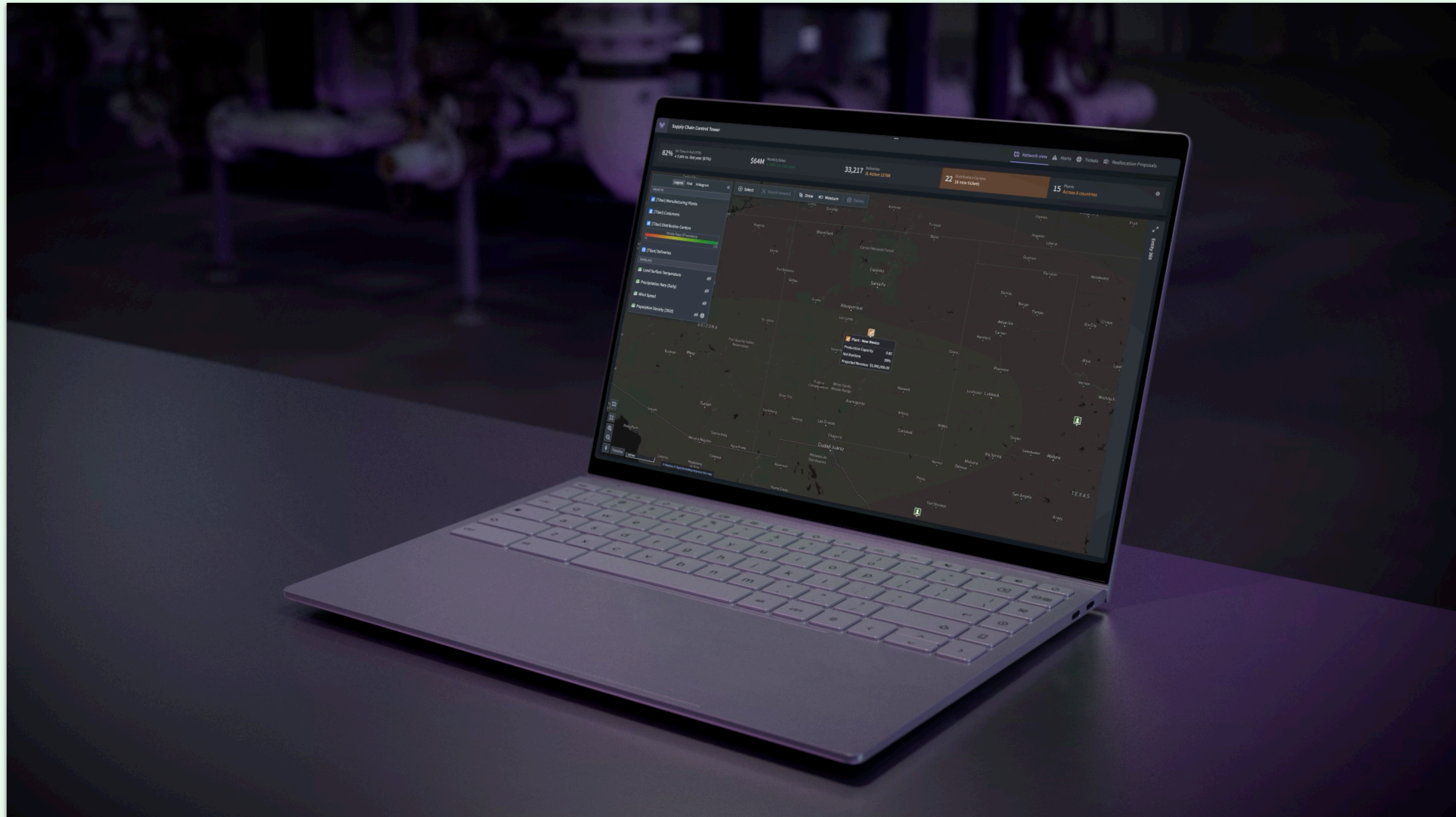
Proposer des suggestions de scénarios dans un outil d'aide à la gestion de crise

- Catégoriser l'événement
- Prise en compte des événements et résolutions historiques
- Prise en compte des Standard operating procedures (SOPs)



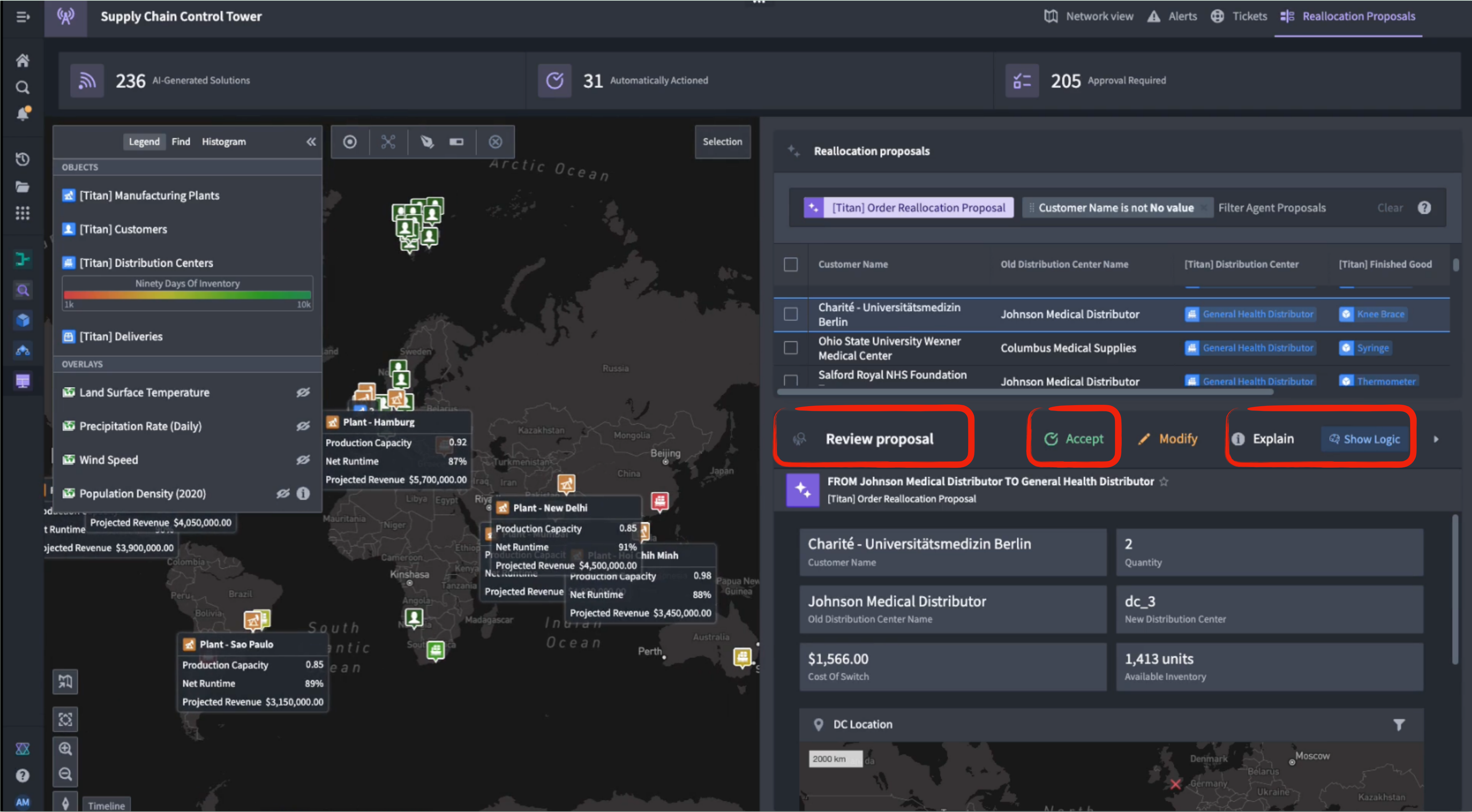
Logique métier + LLM sur une verticale précise
"multi step agent"

Que construire en interne? Exemple #3 Agents



Source: Palantir, [Platform AIP](#), retrieved Jan 13 2025

Que construire en interne? Exemple #3 Agents



3. Anti-patterns récurrents et comment s'en prémunir

Hidden Technical Debt in Machine Learning Systems

D. Sculley, Gary Holt, Daniel Golovin, Eugene Davydov, Todd Phillips
{dsculley, gholt, dgg, edavydov, toddphillips}@google.com
Google, Inc.

Dietmar Ebner, Vinay Chaudhary, Michael Young, Jean-François Crespo, Dan Dennison
{ebner, vchaudhary, mwyoung, jfcrespo, dennison}@google.com
Google, Inc.

Abstract

Machine learning offers a fantastically powerful toolkit for building useful complex prediction systems quickly. This paper argues it is dangerous to think of these quick wins as coming for free. Using the software engineering framework of *technical debt*, we find it is common to incur massive ongoing maintenance costs in real-world ML systems. We explore several ML-specific risk factors to account for in system design. These include boundary erosion, entanglement, hidden feedback loops, undeclared consumers, data dependencies, configuration issues, changes in the external world, and a variety of system-level anti-patterns.



Date
de 2015

Etonnement
d'actualité à l'ère
des LLMs!

Zoom sur trois anti patterns

**Configuration
debt**

Glue code

**Pipeline
Jungles**

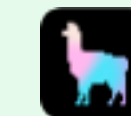
Anti pattern - Glue code



Usage à surveiller



LangChain



LlamaIndex



Painkillers

Domain-model clairement défini
Utiliser pattern *adapter/facade*
pour
ne pas dépendre de l'implem.
d'un tiers ex OpenAI API
Compatible LLM inference server

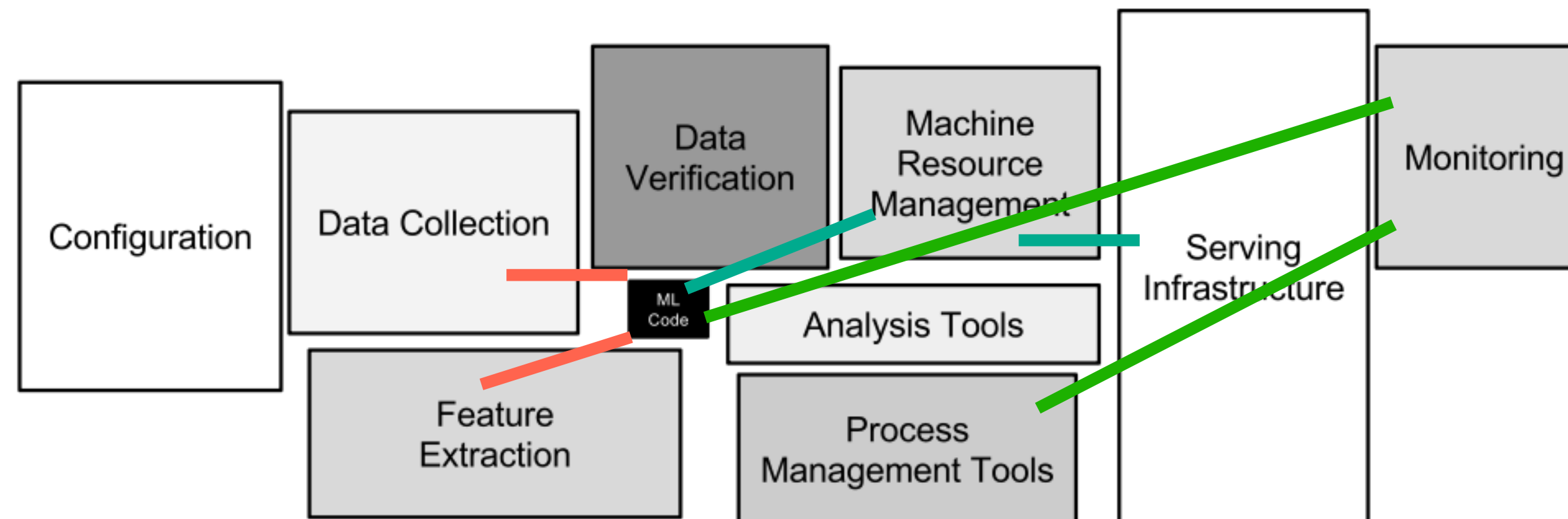


Figure 1: Only a small fraction of real-world ML systems is composed of the ML code, as shown by the small black box in the middle. The required surrounding infrastructure is vast and complex.

Because a mature system might end up being (at most) 5% machine learning code and (at least) 95% glue code, it may be less costly to create a clean native solution rather than re-use a generic package.

Anti pattern - Configuration debt



Point d'attention

Config. clairsemé partout dans l'app

Pas de single source of truth

Difficulté de répliquer un déploiement



Painkillers

Config. Sous VCS

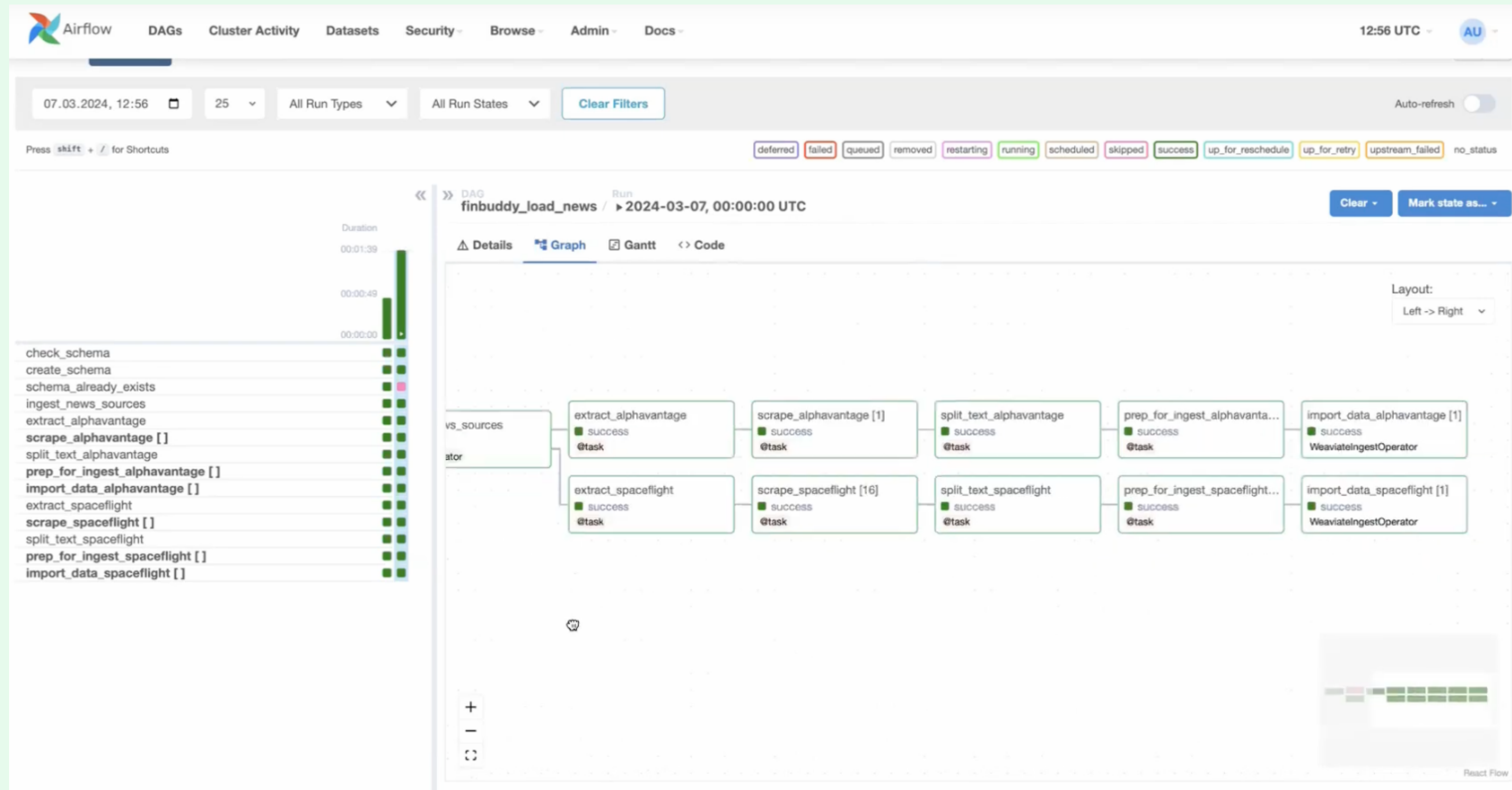
Verifier la conf "critical path" dans la CI



image source: alexanderstein [Pixabay](#)

*In a mature system which is being actively developed, the number of lines of configuration can far exceed the number of lines of the traditional code.
Each configuration line has a potential for mistakes.*

Anti pattern - Pipeline Jungles



Source: Apache Airflow [ML Ops](#),

Glue code and pipeline jungles are symptomatic of integration issues that may have a root cause in overly separated “research” and “engineering” roles



Point d'attention

Lancer le pipeline de pre-processing
donne la boule au ventre

Pas d'erreur state propre -
données corrompue



Painkillers

Définir error state et instruction
de retry

Composant du pipeline
+modulaire

Peut-on tester une nouvelle approche
à l'échelle rapidement ?

Comment un nouveau modèle impacte
les performances de la prod ?

Questions utiles

A quelle vitesse un nouveau membre de l'équipe
peut être onboardé sur la stack?

Comment savoir le data lineage
pour une sortie du système ?

Appendix

PDF slides available on
fpaupier.fr/202501_productionize_genai



Bibliographie et sources

- **First hands experience building & deploying LLMs in small & large orgs.**
- D. Sculley, G. H., Daniel Golovin, Eugene Davydov, Todd Phillips. (2015). Hidden Technical Debt in Machine Learning Systems. NIPS.
- Devlin, J., Chang, M.-W., Lee, K., & Toutanova, K. (2018). BERT: Pre-training of Deep Bidirectional Transformers for Language Understanding. arXiv, 1810.04805v2. <http://arxiv.org/abs/1810.04805v2>
- Antoine Bordas, Pascal Le Masson, Benoit Weil. Switching perspectives on generative artificial intelligence: a design view for humans-generative AI co-creativity. R&D Management Conference 2024, Jun 2024, Stockholm, Sweden. hal-04520521
- Asano, Y. (2024). Parameter-Efficient Fine Tuning. Retrieved Jan 13 2025, <https://uvafomo.github.io/>. University of Amsterdam
- Paupier, F. (2024, Sep 18). REX – GenAI in prod : Practical tech & product insight for delivering value with RAG
- Shreya Shankar, Data Flywheels for LLM Applications, Jul 1, 2024
- Hamel Husain, AI Essentials For Tech Executives, <https://ai-execs.com/>, 3 January 2025
- US DoD Directive 3000.09 Autonomy in weapon systems, January 25, 2023
- Lt Col Joseph O. Chapa, USAF, Please Stop Saying “Human-In-The-Loop”, September 3, 2024
- Paupier F. (2021, Oct 19). Le ML Ops pour accélérer l’innovation, de la R&D à la production, Interview Preligens - Post Mortem Podcast
- Qonto, How Qonto Achieved 70% Faster Localization and Streamlined Operations with AI Assistants, 19 Sep 2024
- Hugging Face, Introduction to Agent, retrieved Jan 13 2025
- Palantir, Platform AIP, retrieved Jan 13 2025