

## — THE BRIEFING

# The AI *Industrial* Stack.

## *The Seven Layers of the Intelligence Economy*

Seven layers, one direction of flow. From raw electrons at the bottom to AI-native industries at the top — a single industrial map of where AI value originates, where it moves, and where it ultimately accrues.

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07

LAYERS IN THE STACK

\$5T+

ANNUAL VALUE  
MIGRATION

02

OMNITECH ADDITIONS

10yr

INDUSTRY  
DISPLACEMENT HORIZON

## The map that *updates Jensen*.

Jensen Huang gave the industry a five-layer cake — energy, chips, infrastructure, models, applications. Useful as a teaching scaffold. But as an investment lens in 2026, it is one war behind. The technical layers are **collapsing into vertically-integrated conglomerates**. A decision and adoption layer is **wrapping** the entire stack. And AI-native industries are running a parallel rebuild of every vertical.

**The stack has seven layers now — not five.** Two additions matter most: *Layer 06 — Industry Go-To-Market*, the trust, evaluation, and adoption substrate where buyers actually decide; and *Layer 07 — AI-Native Industries*, the disruptor cohort rebuilding entire verticals with AI assumed at every layer. Without those two layers, the stack describes supply and ignores demand.

*Each foundational tech wave produces its own GM-to-Tesla move. AI's version is running now — legal, healthcare, retail, insurance, manufacturing — in parallel, not sequence.*

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## Seven components, *read top-down*.

Closest to value first. The further up the stack you climb, the closer to the buyer and the larger the displaced revenue pool. The further down, the more capital-intensive and the harder the moat.

**L07****AI-Native Industries — *the disruptors***

Whole industries rebuilt from the ground up — AI-first hospitals, retailers, banks, manufacturers, brands, insurers. The GM-to-Tesla move applied across every vertical. Not a tier above incumbents — a competitive replacement.

**L06****Industry Go-To-Market — *the wrapper***

Trust, evaluation, decision infrastructure, executive councils, fractional operators. How AI gets bought, adopted, operationalised. Whoever owns this layer owns the substrate of how the economy decides what to buy, build, and back.

**L05****Applications — *the products***

Horizontal SaaS and vertical software wrapping LLMs into shipped products. Cursor, Harvey, Glean, Decagon, Sierra, Notion AI, the agent platforms. Where developer and enterprise spend lands first.

**L04****LLM Models — *the engines***

Foundation models, fine-tuned variants, the inference and training systems behind them. OpenAI, Anthropic, Google DeepMind, Meta, xAI, plus the open-weights ecosystem. Differentiation collapsing into capability + compute + data scale.

**L03****Infrastructure — *the platform***

Data centres, networking fabric, hyperscale cloud, inference platforms. AWS, Azure, GCP, plus the sovereign cloud cohort (CoreWeave, Lambda, Crusoe) and the AI cloud natives.

**L02****Silicon — *the substrate***

Wafers, accelerators, networking, advanced packaging. NVIDIA dominates today; the next decade adds AMD, custom silicon (TPU, Trainium, Maia), and the foundry capacity to build it all.

**L01****Energy — *the floor***

Electrons, grid capacity, and power contracts. The bottleneck nobody owned until AI made it the gating constraint. Sovereign wealth and hyperscalers are now signing 10–20yr nuclear and renewables deals.

## When AI-native industries *replace* incumbents.

Disruption is sequenced, not simultaneous. Regulatory drag dictates pace. Information-rich, lightly-regulated categories disrupt first; capital-heavy, regulated industries are decade-long bets. The pattern repeats every wave.

HORIZON	WHAT GETS DISRUPTED	WHY NOW
YEAR 1-3	Legal & accounting, marketing services, healthcare admin, consulting slices	High information asymmetry, low regulatory drag, billable hours model is the disruption surface
YEAR 3-5	Customer support, software development services, BPO, ad agencies	Outcome-priced AI agents reset margin structure; service incumbents cannot match unit economics
YEAR 5-10	Retail & CPG brands, manufacturing, insurance, banking, hospitals	Capital-intensive but addressable once AI infrastructure matures and trust accumulates
YEAR 10+	Energy, transport, education, defence	Deepest regulatory drag, longest lead times, but largest displaced pools

## What the pattern shows.

**Wave 01 — Internet (1995–2010):** Blockbuster → Netflix. Sears → Amazon. Britannica → Wikipedia. Local newspapers → Facebook · Substack. **Wave 02 — Mobile & Cloud (2007–2020):** Yellow Cab → Uber. Hilton → Airbnb. High-street banks → Revolut, Nubank, Chime. Kodak → Instagram. GM → Tesla. **Wave 03 — AI (2023–?):** BigLaw → Harvey. Hospital admin → AI-native clinical ops. CPG incumbents → AI-native brands. Legacy underwriters → AI-native risk pricing. Fixed-line factories → AI-native flexible production.

Each time, the disruptor is not a better incumbent. It is the category rebuilt from the ground up — with the new technology assumed at every layer.

## The *operator's* takeaway.

If you are allocating capital, building, or operating — the question is not *which layer*. It is *which layer compounds for you*. Infrastructure and silicon compound through scale. Models compound through capability and data. Applications compound through distribution and switching cost. Industry Go-To-Market compounds through trust and decision authority. AI-native industries compound through full-stack vertical integration. **Pick the compounding mechanism that matches your edge — and architect against the seven-layer map, not against last year's five.**