



SuperDataScience

SDS PODCAST
EPISODE 1009:
HOW AI IS QUIETLY
SAVING LIVES, WITH
STEVE MOCK



Jon Krohn: 00:00:00 There's a lot of buzz out there about the negative impact of AI, but we also know probably a lot of us as listeners to this podcast of great examples of AI making a big positive impact. My guest today has made huge strides in bringing those kinds of positive impacts to everyone. Welcome to another episode of the Super Data Science Podcast. I'm your host, John Krohn. My guest today is Steve Mock, a longtime friend and mentor of mine who is an investor at the venture capital firm Blumberg Capital. He is a storied entrepreneur involved in growing five businesses and now he is the creator and the engineer without writing any code of a website called aisavedme.org that has a wide range of inspiring examples from healthcare to education to more trivial engineering stories, but lots of great examples of how AI makes a big positive impact in people's lives.

00:01:01 So we'll hear about his site. We'll hear about how he built it and we'll get lots of insights from his entrepreneur investor brain as well. Enjoy. This episode of Super Data Science is made possible by Anthropic, Cisco, Acceldata and Gurobi. Steve, welcome to the SuperDataScience Podcast. What a joy to have you here.

Steve Mock: 00:01:21 It's good to finally be here.

Jon Krohn: 00:01:22 Yes. We've been friends in New York for a long time and so it's appropriate that we're filming in person in our studio environment for the podcast. Exciting times. You have had a long illustrious career in entrepreneurship and venture capital, but we'll get to that later in the episode for the most part. What I want to talk about today is a website that you recently created and we'll talk about how you created it without a programming background later in the episode as well. But first I want to talk about the website and its content, how it got going. It's called AI Saved Me. And first off, where did you get that name from? Yeah.



Steve Mock:	00:02:02	Well, let me tell you the story. It actually started my 84-year-old father asked me one day, he said, "Steve, how does one use AI?" And I was actually stammered trying to answer the question. I literally could not answer this question. And it's not that I don't know AI. I'm in the thick of it. I use AI. My VC firm, Blumberg Capital, we invest in AI companies. I'm surrounded by people using AI, but my 84 year old dad, for him, he's like, "How does he use AI?" And it's very different about how someone's compiling code and all that and I was having a hard time answering it. So I thought about it and I looked at different resources out there and a lot of stuff in the press is like AI. What he's reading in the press is AI is bad. AI is going to take over humanity.
	00:02:55	AI is going to wipe out jobs. So I was saying, "How do I get my dad information that's helpful for him?" So I looked around, I couldn't really find a good resource. So I decided to create one. I said, "Let me create a place where people can share how they're using AI. So people who are already using AI can share the stories about how they're using AI. For the people like my father who are learning about AI and they're coming up on the learning curve and they can go and understand how to use AI.
Jon Krohn:	00:03:21	That makes a lot of sense. When you come into your kind of default ChatGPT or Claude interface, you see these boxes of examples of things that you could do. But a lot of those examples are already kind of technical. I think they try to get a mix probably of one really easy one of make me a recipe, but then it starts to get into design me a website or code me up a website. And so for somebody who's 84, that kind of one example of help me make a recipe, it's not very much. So a website like yours, AI saved me, makes a lot of sense. But what's interesting to me about AI Save Me is that the things that are happening on that site, the content that people are volunteering and posting on it, it's quite a vibrant forum already despite being a relatively new site.



- 00:04:12 It's not just like ... You do have relatively trivial categories like AI save me some time. But a lot of the stories that people are bringing are big. I mean, when you say AI save me, some of them are literally AI saved my life.
- Steve Mock: 00:04:26 Yeah. Well, this was a start, going back to your question about the name. It's a big name and it started one of Blumberg Capital's portfolio companies, one of our VC firm's portfolio companies. It's called Imaging and they have a computer vision solution that detects stage four lung cancer. And I was looking at their testimonials and there are literally people who said, "AI has saved my life and it literally has saved their life. Then separately, I started knowing the vernacular. People would be like, Oh, AI saved my butt yesterday or AI saved my recipe when my friends were coming over and I was unprepared last night or AI saved my exam scores and they helped me prepare. So I started hearing in the vernacular as well and then I said, "Okay, well why don't we, that's a catchy name. People are already using it. I could get the domain, so I went with it.
- Jon Krohn: 00:05:16 " Yeah, it was the full domain.
- Steve Mock: 00:05:18 Aisaveme.org.
- Jon Krohn: 00:05:20 Makes a lot of sense for a website that probably isn't intended to ever have a primary commercial purpose. It makes sense to be a. Org for sure. We'll get into some of the patterns that you're seeing on AI Save Me in one moment, but on other way that it seems to me like AI saved me could be really helpful, not just for people who are looking to see what AI can do and not just for people who are keen to find some exciting stories about how AI is making a big impact in people's lives, which is probably just interesting in and of itself, but it also seems like a website like this can make some impact on changing the anti AI perspective that a lot of people have. It seems like it's becoming, there's been this bifurcation of people



much like we see in US politics where it's like these extreme sides.

00:06:19 I know some people who will say, "I will never use AI. I will never use ChatGPT because it's so bad for the environment, for example." And so they don't even get a chance to try it, but maybe by coming across a website like yours, they can see, okay, yes, maybe this query is using as much energy as it takes me to get a tea kettle warm, but it can also make a huge positive impact.

Steve Mock: 00:06:44 Yeah. And I've gotten that feedback as well. I think what surprised me in some of my family discussions wasn't that, first of all, they're very legitimate concerns with AI out there around the environment, around energy usage, et cetera. There's no doubt about it, but that's not the only thing about AI. The people are using energy to do things. And so it surprised me by a lot of the people that I've spoken to in that space, especially my father and some family members, is they didn't actually know the positive use cases of AI. And so that was the, again, I don't want to ... There are legitimate risks through AI and we should consider those, but I'd say AI is with us now and it's going to be with us for a long time. And so people, you need to know different ways to use AI, how it can help them, how can they help in different areas.

00:07:32 And so the goal of my site was to do that. And again, I'm going to say these are not ideas that I'm putting out on my site. This is the site, as you mentioned before, it's a forum for people to share their stories. So again, for those of you out there who have use cases around AI that have been helpful for you and your family, come and submit them on aisaveme.org. We're trying to collect as many as possible, try to create an archive or repository and the more that we have, the richer it gets and the more other people can learn from those.



- Jon Krohn: 00:08:01 Yeah. And so off the top of your head, can you remind us of some of the categories that you have there? I remember that there is literally AI saved my life. There's AI saved me time. What are some of the other categories that people can submit stories into?
- Steve Mock: 00:08:11 Yeah. So this was actually a fun serendipity of the event. When I started this, I actually thought, okay, first of all, I'm just opening it up for people to submit stories, so you don't know what people are going to submit. So there's a little bit of a grab bag of like, what are you going to get? And I was legitimately worried that I was going to get thousands of developers coming in and saying, "Oh, AI helped me compile my code 4% faster." And that's fine, that'd be great, but it didn't quite have the human connection. And so what was fun is I actually discovered that the stories are rarely about technology that I have. The stories are about humans, human outcomes, humans doing things with other humans and human having more human experiences.
- 00:08:55 When I started seeing that is when I really started doubling down. I actually felt like I'm onto something because so much of our time is spent in the speeds and feeds of GPT5 and who's faster, who's doing the most, so much is spent in that. And I'm just going to say the stories blew me away and that's what I'm doubling down and like, okay, this is important. We need to do more of this. But let me give you an example of some of the stories. One of my favorite ones, it's a recent one by Kathy Jew. She's a founder and she came over at two years old as an immigrant from China, was a leading lawyer in her field and she quit her lawyer job to become a founder, which is how I met her. And he Chinese relatives were shocked that she'd leave a prestigious lawyer job to go be a founder.
- 00:09:51 They didn't get it. So she shared that her Chinese was as a child, but she never studied at a university, et cetera.



She said she didn't have her Chinese ability was good for everyday conversation, but she couldn't explain the sophisticated ideas around career change and becoming a founder and giving all that, et cetera. I

- Jon Krohn: 00:10:14 See. And her parents, of course, don't speak English.
- Steve Mock: 00:10:16 And her relatives in China don't speak English. So she used I think ChatGPT and then on WeChat, she was able to say what she wanted, get it in the Chinese WeChat and have these long discussions. And then so in her story that she wrote, she wrote, he quote was, "For the first time in years, I felt fully understood by my family members." Wow,
- Jon Krohn: 00:10:40 That's cool. Again,
- Steve Mock: 00:10:41 For the first time in years, I felt fully understood by family members. And so what's interesting is if you go back, if you look at basic product marketing, there's like features in technology and there's benefits. The feature is this AI technology, ChatGPT. It's got a chat interface, blah, blah, blah, and you can get language in, language out. That's the feature. But the benefit, this surface area of benefits that people are getting from it is really diverse. So again, that's an example where she has deeper connection with her relatives as the base of this technology.
- Jon Krohn: 00:11:19 There is something special when ... So I have a chess related story. Actually, you play a lot of chess. I know you're great at chess and so I'm like not great at chess. I have an Elo score of like 800. It's not that good. I'll play you
- Steve Mock: 00:11:32 Anytime.
- Jon Krohn: 00:11:33 Exactly. But still an Elos score of 800 relative to somebody who knows how to move the chess pieces but doesn't know strategy, it's as easy for me to beat them as it is for you to beat me. So I was teaching, we have family



friends in Germany and I've known these people my whole life and now they have kids of their own. So one relatively close to my age that I've been really close to, he speaks English very well. And so I've had this sense that, oh, I can really connect with him. But his kids, he's got three daughters and they don't speak English very well. The oldest one is starting to learn it in school, but she was really interested in chess. She wanted me to teach her chess and I'm conversant in German, very similar to, was it Cindy? Kathy. Kathy really similar kind of situation where, yeah, basically the person I'm speaking to can't speak any English.

00:12:26 I'm conversant. I can order off a menu. I can get around in Germany, but I can't really have a deep conversation. And when it came to trying to explain point systems in chess and the value of pieces, even just words like strategy, where am I going to get that from in my brain? And being able to, I just, okay, opened up Claude, had that beside me as I was explaining everything and to see this level of understanding, not only on the kids' faces, but also on my friend who's my age, who speaks English fluently, it's visible on his face that I can communicate with him far better than ever before. So I understand that experience.

Steve Mock: 00:13:07 Yeah, that's great. Another example, a story on my site by a friend named TJ Simoni who has an autistic son and he has been challenged by all the conflicting advice he gets from experts on how to do care for his son. And one of the things he shared, he said he's using Chat, his AI Save Me story is he's actually able to look at that expert feedback, do deep research on certain areas and decipher all of the conflicting advice he gets. And he actually said, "I feel like I'm on path of now doing care well for my son for the first time." And his quote again that he put in his story, which is why it goes back to the human to do this, he said, "It helps me show up as a better father, and that's the only metric that matters to me."



Jon Krohn: 00:13:56 " Wow.

Steve Mock: 00:13:57 So again,

Jon Krohn: 00:13:58 We have- What a great quote.

Steve Mock: 00:13:59 So then we have speeds and feeds, we have a feature, language goes in, language comes out, right? We have all that technology, but we're having these human outcomes that I'm capturing on my site and they're humbling and inspiring.

Jon Krohn: 00:14:14 You've mentioned to me, so that was a healthcare story in a way. And you've mentioned to me that one of the big patterns that you've seen emerge from the submissions on aisaveme.org is AI being used for healthcare. Do you want to dig into that?

Steve Mock: 00:14:27 Sure. So what I'm starting to see now, because we're getting lots of stories on the site is what we're starting to see now is patterns within categories. Let's go back to my 84-year-old dad. I'm trying to answer his question, how do you use AI? So there's spot use cases, oh, you can use like this, you can use it like that, you can use it like this. And then I'm starting to see what I'm going to call a best practices layer appearing in different categories. So in healthcare, for example, we've got a number of stories and nobody is saying, I went to AI and asked it for healthcare advice and did it. By the way, there's people that do that. We read about it in the press and I think this is where the education piece comes out, which is, this is a very simple example, but what all the people in my stories are doing is they're going to AI and they're using it to educate themselves on the subject matter of whatever their predicament is and they're learning how to then ask thoughtful questions to their medical provider

00:15:33 And they're not getting better at healthcare from AI. They're getting better at asking educated questions to



their healthcare provider. So again, it's helping us become our own advocates, which we have to do and that was otherwise a very expensive proposition before the LLMs existed. So don't ask AI for healthcare advice is we get it because we're in the thick of it, but a lot of people don't get it. We're reading stories in the paper where bad things have happened because of that. But the best practice, which I'm hoping rises out of the stories in the site, which I'm hoping we get the word out more, it's these types of patterns, which is use it to become a better advocate, don't use it for healthcare advice.

Jon Krohn: 00:16:15 Makes a huge amount of sense. I already relayed a story to you socially a month ago when you and I met up around a relative of mine who had been diagnosed years ago with Parkinson's disease and his primary caregiver, whom I'm hoping will actually submit to aisame.org. But until she does, I don't feel like I should mention people by name, but the point that you're making ties into how nobody is more invested in your health than you and your caregivers. That's correct. The healthcare providers, the vast majority of them are great, but they have so many conflicting things on their attention and they're trying to get as quickly as they can through your case and onto the next one, get through their day. And so they're not going to spend as much time as you can as the patient yourself or as the caregiver for a patient because if something is really big, a life changing thing like a Parkinson's diagnosis, it's kind of every day there's things that you need to be dealing with and you can start to notice things that are different from maybe what your healthcare provider has said or the guidance that they've given.

00:17:35 And so yeah, this relative of mine, it turns out that after years of Parkinson's diagnosis and being given Parkinson's medication through increases in medication actually making symptoms worse, that caused a conversation to happen with AI and say, "I'm seeing these



strange ... Should this be happening?" It seems like things are getting worse, not better. And that led to a situation where they were able to get a completely different diagnosis. They had to go to a different physician and now they're still working through exactly what is going on, but it seems like it is in Parkinson's and so the treatment is very different. And so it seems like a path that looked quite scary and seemed like it was getting worse quickly, actually it isn't the path that you need to be going down. That wasn't the medical problem, it was a treatment problem.

- Steve Mock: 00:18:24 Yeah. You're reminding me, and that's what we're also seeing. One of the stories I have on my site is a woman whose dog was chronically ill and she'd gone to a number of doctors and the doctors didn't have an answer to what the problem with the dog was, but she took all the symptoms, put that into an LLM and then the LLM came back and said it could be this, this disease that she had never heard of. And then she took that back to her doctors and they said, "Oh, we can test for that. " And then that was what the problem was. So again, it's helping be your own advocate, it's a resource to help understand better and work with your practitioners for that.
- Jon Krohn: 00:19:06 Don't you also have a wild story on your site of somebody maybe in Australia using AI to come up with a treatment for their dog. So actually like inventing a new treatment with the help of AI.
- Steve Mock: 00:19:17 So this is Paul Cunningham and he's a entrepreneur data scientist in Australia and I had the pleasure to connect with him over this story, but this is well written about. I highly recommend people go read this story and there's been a lot written about it. His dog had cancer and tumors and the dog was resisting the treatment that they gave and he then got biopsies of, this is a pretty crazy story. This is not what your average person is going to do.



He's an exceptional, he's a dog lover and he said, "I'm going to do everything possible." He got biopsies of the tumor. He then went and had them see their DNA sequenced. He then used those sequences to go and find what possible treatments out there could match. He found an experimental treatment that they could actually match that particular cancer. Then he went and tried to buy it and because it was experimental, they refused to sell it to him.

00:20:23 So he then found out that you can actually make your own treatments through RMNA vaccine labs and he went to one of those, had his own custom treatment made. Then they applied it to the dog and within a month the tumors had shunk away

00:20:36 And it's an incredible story. And what's even more incredible is all but one of the tumors shrunk away and it turned out that it was a different type of cancer so it wasn't reacting to the other type of cancer. So he did the whole process again and then last I spoke to him, he had just given that second treatment to his dog. But he talks about now, he said last I spoke to his dog is thriving and it's incredible story.

Jon Krohn: 00:21:04 When you tell a story like that, it makes me realize often when I'm giving talks, I talk about this future that could be years from now or decades from now where we have super intelligent machines that allow us to have superpowers, like having a team of very intelligent people that can work without sleep, work in parallel, can scale things up, we have access to all of the information on the planet and it can process that effectively. And I talk about that as some future thing that could result in miraculous outcomes and yet that's an example of something that has already been done today.

Steve Mock: 00:21:42 And the pattern, while he's a super sophisticated data scientist, the pattern is the same is that he just was,



what is the next step? What is the next question to ask? What's the next expert to talk to? What's the right question to ask the next expert? And he just kept doing that over and over and over and over again. So it was a very windy road that he navigated with the help of AI to figure out each step of the way, which is kind of like the healthcare, it's a quintessential healthcare example is because what are the right questions to ask at the next step at the next level of experts, et cetera. So he was interfacing a lot of different experts in different fields and able to get the right questions to get the right answer for each of them.

- Jon Krohn: 00:22:19 Love that story. Do you have any other healthcare ones for us or do you want to move on to your next pattern?
- Steve Mock: 00:22:23 No, I think that's a good example of the healthcare ones. Yeah.
- Jon Krohn: 00:22:29 Yeah. Perfect. All right. So the next pattern that you mentioned to me is you're seeing a lot of submissions in AI for education. Yes.
- Steve Mock: 00:22:37 And again, this is, my sister's a high school science teacher, so she and I have debates about this and there's a right way and a wrong way to use AI and we're still figuring it out. And clearly having the AI, you're late on your homework assignment, you didn't get it done. Having the AI do it for you so you don't have to is a bad use of AI. So the question is what are good uses of AI? And we're starting to see submissions of that on my site. I'm very proud of my niece, Claire Celeste Williams is one of my nieces. She was studying for a medical exam where she could get a credential to be a nurse practitioner and she used AI to create ... She had a standardized test that she had to take and she used AI to create test questions and tests, test tests, sample tests.



00:23:33 And so she created these and then she did them and then she used the AI to tell her whether she was right or wrong and coach her on the answers, et cetera. So again, this is very difficult. What was hard information to get in the past now is available at our fingertips.

Jon Krohn: 00:23:47 For sure.

Steve Mock: 00:23:47 And it's such a great usage where she was able to like figure out triage where she needed more help, get the right and understand better and she passed the test.

Jon Krohn: 00:23:57 Yeah. Coming up with quizzes, coming up with questions and then converting those into quizzes and having those adapt to the parts that you're struggling with the most and meeting you where you're at in a completely customized way is a beautiful thing that you can now do with AI. And I have a little bit of a funny story, which is that so the co-founder and CTO of my consulting business, Y Carrot, we recently went to visit a new client and this was like a strategic assessment. So they have a dozen people on this AI committee and we met with each ... We went down to their office to meet with each member of the AI committee and kind of have this like half hour meeting and hear what's working in your business, what isn't working. And so that we could provide like a strategic assessment and try to provide them with some helpful guidance moving forward.

00:24:47 And so with that kind of exercise, there isn't much technically that you can do to prepare. You can understand a bit about the business, but most of it is going to be about understanding the people and listening. So my co-founder, what he did is he used AI to scrape and find all the information that he could online about each of these dozen people that we were going to be speaking to and created a quiz just like that so that he could.



00:25:13 So then it was pretty funny being in these interviews with people, I could quiz him in front of them and he was kind of like this like, because I could say, okay, what is this interviewee, what's their alma mater? What's their favorite hobby? And he had really like quick answers to all that. Yeah.

Steve Mock: 00:25:26 Just another example, a university student posted a story that AI saved his university office hours and I was like, "What does that mean?" And he's working, he has a day job in addition to going to school and it turned out that his professor's office hours where you could go ask questions was coincide with when he had to work so he just could never go to office hours. So he used AI to simulate the professor and just ask questions and get answers so he could better understand the material, which again goes back to this as he wasn't using it to or just do my homework for me, I'm too busy. Of course. It's, "Hey, here's a way to augment my education because there's a resource that I should have that I don't have access to and now I can use AI to act as that resource."

Jon Krohn: 00:26:13 For sure. That's a great one.

Steve Mock: 00:26:14 We also have fitness. We have a college athlete said that AI saved his javelin throwing season and he is a track competitor in Javelin and he had transferred universes. He didn't have access to the coaches. So he used AI to make a summer program for how he should train, what he should do, what he should eat, et cetera. And then he had a very successful javelin season competing. There you go. So again, we're seeing people using that way as well.

Jon Krohn: 00:26:47 Yeah. Another great example of customizing, using AI to educate you on your specific thing, meeting you where you are. Really cool.



00:26:54 All right. So you've talked about patterns emerging in healthcare, you've talked about patterns emerging in education. The third category that you talked about to me before we started recording is you saw patterns emerging in fulfillment and connection, which is a really interesting category because a lot of the anti-AI sentiment is around it continuing to further us from each other and people falling in love with AI. And then there's a few really horrific examples of especially young people or vulnerable people committing suicide or something like that as a result of an AI relationship ending. So this fulfillment and connection category is interesting.

Steve Mock: 00:27:33 Yeah. So I was actually talking about that I was talking more fulfillment in life, not so much the ... I haven't seen as many for relationships like that, but the area in fulfillment that we're seeing is the AI is doing tasks that people either can't or don't want to do and allowing them to do the things they want to do is sort of

00:27:56 What I'm seeing. And example, we have a submitted story, AI saved my creative spark as a designer. And what he said is that he would have these ideas and then he'd have to wait for someone to build it because he's a designer, not a programmer. Now when he has an idea, he can actually build it himself and he can see what it is, then he can iterate on it, et cetera. And so he said his fulfillment as a designer has just gone way up because he has this ability to have a closed loop system where he can take his ideas, see them manifest and build on them. And that's great. His quote was, "AI helped me turn static ideas into something I could actually build and explore." And that was very powerful. Another programmer submitted a story where it talked about how AI enabled them to do this, ABI ended that we're faster, we can do all these things.

00:28:54 And his quote at the very end is he said, "For the first time in my life, I feel happy professionally."



00:29:01 And I was like, "Whoa." We were in speeds and feeds and now we're like, you're happy professionally for the first time in your life. We're going back to the human outcome, the fulfillment, the human outcome. And so I talked to him about it and he said he has a creative mind and a lot of times when he wants to build something, there's a lot of details that stand in the way of what his idea is and from that and it slows him down, he gets into a malaise and then that. And he said, "That's changed now and now because he can build what he wants." And so I think in short, people are spending more time in the band of doing things they find fulfilling and spending less time in the band of doing things that were grunt work or they didn't like, et cetera.

Jon Krohn: 00:29:44 For sure.

Steve Mock: 00:29:44 And I think this goes back to AI has taken over our jobs. And so AI is taking over tasks, right? So there's certainly tasks that will lead to job loss or job change, but what we've seen more and more is the tasks that we don't want to do if the eye can do those, that inherently means what's left over is us spending more time on the things that we want to do or what we're also seeing is I just had a story submitted where somebody said, "Oh, now with this extra time, I'm going to go spend more time with my son," which is kind of what I was talking about with the connection or now I'm going to go spend more time with my dog.

Jon Krohn: 00:30:26 So it does tie in a bit.

Steve Mock: 00:30:30 There's the connection. So it's making more time for us to be with each other and to connect.

Jon Krohn: 00:30:36 And that is the kind of use case I was imagining, either freeing up our time and freeing up our attention as well, because there's obviously in a lot of professions, I'm sure for you as an entrepreneur, as an investor, there's a lot of



situations where even if you're not literally on the clock, you could be thinking about, "Have I gotten an email yet about that deal?" And so your attention can be away from you even if you're literally with the people that you care about. I have certainly found AI a super powerful tool to make me feel like, "You know what? The AI agents I have in place can handle this. I don't need to worry about this tonight. I can see how things are going in the morning, but increasing, increasing confidence in AI systems being able to handle more and more tasks has definitely given me a sense of liberation from having to worry about every little thing.

00:31:32 And that ranges from minutia of making sure all the spelling and grammar are right in an email all the way through to strategic decisions. When I think you can use AI to support you in these things and you feel more confident about everything. And then yeah, that means that time with your loved ones, people you care about, you're more focused on them and a happier person. Yep. All right. Really exciting to hear what you're doing at aisaving.org already, Steve. And we're going to move on to other parts of your professional background momentarily. But before we do that, are there any other stories that you want to make sure that my listeners hear from aisaving.org?

Steve Mock: 00:32:09 Yeah, thank you, John. I think there's a few that just I've received and you can't make this up. First off, one of the stories I have is from a gentleman, the title of it is AI Saved My Self-Reliant Lifestyle. And this is a 72-year-old off the grid homesteader who's using AI to tackle all of the systems problems that he has on his homestead. So solar power, phone system, water system, et cetera, et cetera. And he basically said AI has enabled him to be off the grid. So kind of ironic, using AI which requires power to allow someone to be off the grid and a 72 year old off the grid. And what he said is, he said, "AI has made it possible for me to learn the things I never thought I would



learn at this age. "And so again, it's the nooks and crannies of how AI is appearing in different places and helping people.

00:33:11 Another one is we have a young man in the Gambia who has used AI to start a youth movement and a number of areas in his country, the Gambia. And what struck me the most was when we started connecting was he doesn't have a computer.

Jon Krohn: 00:33:31 Whoa.

Steve Mock: 00:33:32 He

Jon Krohn: 00:33:32 Doesn't have a computer. That is a

Steve Mock: 00:33:34 Surprise. And he said he has a smartphone. So he's actually learned to be a software developer and he's done it all on his cell phone and he's super motivated. And for him, this is just this amazing tool where he can do all the things that he wasn't able to do and he just has a smartphone. And what he said, and I liked his quote as he said, "Technology does not replace determination, it amplifies it. "And so I've loved interacting with him and just seeing how, again, in the Gambia and the Africa, people are using AIs in ways that we would not have ever thought of. Finally, there's one more. This is from a gentleman who's a banker in Florida. His parents were getting a lot of scams, online scams. And so he built his own app. He vibe coded his own app to educate his parents on the types of scams and to help them prevent them from getting scammed in the future.

00:34:34 So this story is called AI Saved My Parents from Online Scams.

Jon Krohn: 00:34:38 How does the app work? I realize this isn't what you would ever build, but it'd be kind of a funny thing to if you make an app that scams your parents to test them.



- Steve Mock: 00:34:52 So it is more educational. He's just starting it. It's more educational this stage. It's more to educate people, et cetera. But his quote on the site was, " What started as a side project, it turned into a new form of caregiving. "So yeah, it's this richness of stories about how people are using AI in ways that we never knew. And I think it's going to keep happening. And again, I'm super excited to see what else comes.
- Jon Krohn: 00:35:16 Really cool. In several stories on your platform, users describe moving from feeling overwhelmed to feeling in control, like we've just been talking about. And this ranges from things like managing ADHD. We talked about the college office hours example that you gave. There's an example involving a Grand Canyon hike. And so with all of your experience in tech, decades of experience as an entrepreneur, as an investor, what do you think about the line between AI as an empowering partner that restores human agency relative to it being an addictive tool that breeds dependency? What do you think about the line there?
- Steve Mock: 00:35:57 Yeah, so that's a great question. I think the stories that you just mentioned were again, I'm learning from my own site and I have dyslexics and people with HDHD sharing that they're able to use AI as a partner to organize their ideas in a way where they then can feel they can then communicate them outward, they feel resolved internally, they're less anxious and they're able to operate more effectively in their personal, professional and romantic lives. So again, nobody ever said, let's invent this to go solve that, but that's one of the outcomes for it. I'm sorry, what was the second part of
- Jon Krohn: 00:36:36 The- We've been talking a lot and I was giving examples about, and you've been giving a lot of examples about AI being an empowering partner that restores human agency, but we also, we hear these stories of it becoming an addictive tool that breeds dependency.



- Steve Mock: 00:36:52 So if I could wave a magic wand and have my dream outcome of this project, it would be to illustrate all the healthy ways we can use AI and warn people about the negative ways to use AI. Going back to the healthcare example, do not ask AI for healthcare advice. Do use AI to help you be an advocate for your healthcare needs. So I think that we are learning as we go in all these different arenas and it's something we're learning as a society, we're learning individuals. We've got to capture that and then institutionalize it. If my site can be helpful for making that happen across society, that'll be an incredible win.
- Jon Krohn: 00:37:34 Yeah. The examples that you have on aisaveme.org could potentially even be helpful for helping people realize, oh, I'm in an unhelpful loop here. This is a bad habit that I'm developing here relative to these are some great ways to be using AI that are actually empowering me. Yeah. Yeah. Great. Something that I mentioned at the outset of this episode is that you, is it fair to characterize you as a non-programmer?
- Steve Mock: 00:38:01 I'm a non-programmer.
- Jon Krohn: 00:38:02 I'm a proud
- Steve Mock: 00:38:02 Non-programmer.
- Jon Krohn: 00:38:03 Okay. But you built the site entirely on your own. That's correct. And so you used AI tools to build it, to get it online and you've had to deal with all the same kinds of concerns that as a career entrepreneur and investor, you've had development teams that have had to deal with issues of scaling and security and now you managed to handle all of that yourself. So tell us about the experience of doing it. How did you get started? Did you always feel confident you'd be able to figure all of these aspects out?



- Steve Mock: 00:38:37 No, it's great. First of all, it's been a fun journey. And again, my day job is I'm an investor at a venture capital firm and we're meeting the best and the brightest of our engineers every day with their ideas. They're all building all these tools of AI and I just got to a point where I couldn't look them in a straight eye without having built something. It's like, okay, we're critiquing you and what you're building, but I need to build something as well, so I can't leave you in their eye without having built something myself. So that was part of my motivator.
- Jon Krohn: 00:39:06 And to be clear, to listeners, you've built companies, but you've never built
- Steve Mock: 00:39:11 Something. So I've always been on the business side. So my background has always been go- to-market, business, fundraising. So I've helped build many, many technology companies, but I've never been on the technical side. I've always had great teams who've done that. I've always, to a certain extent, build to just say, oh yeah, that's on that side of the business, I'm on my side of the business, et cetera. So AI has changed that. And so AI has enabled me as a non-programmer to actually now be able to build these types of sites.
- Jon Krohn: 00:39:37 Do you have any AI save me stories on aisaveme.org yourself?
- Steve Mock: 00:39:41 So I actually do and I'll talk about that in a sec. So my first foray into using AI to program was last year. My grandfather was a prolific artist for many years. He passed a number of decades ago and I was always saddened because his art is all around the world, but none of it's documented, et cetera. So I decided to create online
- Jon Krohn: 00:40:02 Art. And then it's documented online.



Steve Mock: 00:40:03 Well, none of it's documented online. That's correct. So I decided to create an online art gallery and tribute to my grandfather and I last year was looking around. At that point I just used Lovable and I found Lovable and I built a site and it's vernmoch.com and it's my grandfather's art. And I was able to over about a month, I was able to get it, digitalize all the photos, build the site, et cetera. And what it really showed me was how powerful the AI is. The chat to full visual coded interface experience was amazing. And speaking of addictions on AI, I got addicted. I was like, "Oh my God, I've got to keep doing this. " So I built that site and it was very empowering and I did. And by the way, again, going back to the technology versus the human benefit, my AI saved me story on this, it's AI saved my grandfather's art legacy.

00:40:56 So that's the overarching benefit. AI saved my grandfather's art legacy. So there's Lovable, there's tools. I use Superbase, I used Cloud and Area to store all my images. I have all the technology stack, but the ultimate benefit is I saved my grandfather's art legacy, which was part of the inspiration for the AI saved me story. So that was a great experience I had last year. For this project, I did notice in my lovable experience that there's limitations to what you can do and I would get to certain areas and I would just get stuck and then I would look around and say, "Yeah, you literally just can't do this in Lovable. It's just not possible. It's very difficult." So this time I said, "Okay, I'm going to go a step further and I just want to create a full developer environment where I'm just going to create an environment that developers." So I downloaded cursor and with Claude in the back end using my terminal using ChatGPT and I said, "I'm just going to learn everything that I need to learn to do this.

00:41:54 " So I primarily used ChatGPT was my AI architect and my AI product manager and then Cursor and Clauder, my AI coder and my AI QA manager.



- Jon Krohn: 00:42:06 Was it through kind of empirical experience that you decided to use those two different providers that you kind of like in the beginning you tried out ChatGPT and Claude as a developer and you tried it out as like a systems architect and you found that they had different strengths or?
- Steve Mock: 00:42:21 So where it started is with my grandfather's art project and Lovable,
- Jon Krohn: 00:42:25 Because
- Steve Mock: 00:42:26 It's all in GitHub, when I got stuck, I actually then first got into cursor where I could actually then go in and do more detailed things that I couldn't do in Lovable. So I actually learned, oh wow, I can modify this website through cursor. So that was very powerful. It also scared me because just the interface itself is all, there's a whole bunch of things for developers that I just don't know what they are. I just don't know what they are, but you can chat and say, "I want this, I want that. " So I think my insight was it said, "I want to use this environment, but I didn't want to actually be doing the coding, et cetera." So my actual workflow that I've now persisted for the whole time is, and this may not be the best way to do it, it's just what I ended up with.
- Jon Krohn: 00:43:06 I
- Steve Mock: 00:43:07 Would have long discussions in ChatGPT around features, products, architecture. And again, I know enough about product management where I was like, "We got to build a database." But I was like, "Okay, let's talk about where the future's going. We're not going to build the future now, but let's talk about what the future looks like. " So we get the schema at least in place so that we're not architecting ourselves into whole. So I had some best practice that was going, but the ultimate workflow that I got into was I would have long, long discussions in



ChatGPT around architecting and the product and we'd make all these decisions and then I would say, "Okay, give me a prompt to give to cursor." And it would generate a five page prompt. I would hit copy, then I'd go over to cursor, I hit paste and I'd hit go and then I'd go get a bowl of cereal, I'd go hang out, I'd do whatever I do, come back like a half hour later and then the thing would be at a certain point.

00:43:57 Then the other thing I would do is I would say, we'd have a set thing where I'd say, give a report on everything you built, what worked, what you thought was going to do, et cetera. And it would generate these giant reports, which I would go copy and then paste back over to ChatGPT and say, "Here's the report." Then I would get this big analysis from there. And then I would get that, then we'd go back and say, "Oh, we need to change these three things or all that. " And we'd go back and forth. And so I basically had the AI managing the AI and that was the real opener that I thought that really opened up and I was like, "Holy cow, I can do a lot." Because the AI has all the safeguards. It would put in all the things to make sure that I'm not ... If I was just typing into cursor on my own, I would type something and not think about a boundary condition or something, et cetera.

Jon Krohn: 00:44:42 Really exciting. And when we last met in person, you were like a little kid at Christmas with how excited you were about all this. Is that continued to

Steve Mock: 00:44:54 Today? In this process, this goes into the fulfillment bucket.

00:45:01 When I'm in this process, I feel like an eight-year-old boy with a box of Legos. I'm literally stacking them together and I'm like, "Oh my God, I can build this, build this and build this, et cetera." And as a lifelong learner, I'm also asking ChatGPT, why are we doing it this way? I'm asking the AI, it says, "Oh, we're going to do this. " I'm like,



"What is this? Explain to me why we're doing that. Oh, why are we doing the database tables this way? I don't get it. Explain it to me. " So I've been learning best practices and why in addition to just getting it done, I've been learning about all these different development practices. So it's been a lot of fun. I will say this also, which is fun. In my story, I had a couple people submit stories who are developers and they said one of them was like, "Oh, I'm a manager who's now becoming a programmer again." Oh, something important I forgot to mention on the stories.

00:45:53 Every one of the stories has a how-to section. So for the how do you create exams for the night before a test, et cetera, we actually have the prompts. So I got my-

Jon Krohn: 00:46:07 Oh, really?

Steve Mock: 00:46:08 We tried to include the actual how to. This goes back to, this is for people who are ahead of the curve on AI to show people who are learning about AI, et cetera. So we actually include prompts and how to, et cetera, so people can do this. So I had somebody submit a story about how to do things and they started talking about context files and they started talking about skills and things like that. And this was a few months ago and I was like, "I didn't know about those yet." So I said, "What are these?" And I was like, "Can you explain this to me?" And I was like, "Oh." I was like, "Oh, I should be doing that. " And so I learned about skills in Claude and then I learned about my, I have a project context file and the context file is literally a game changer where you have all your context of what your decisions you've made, et cetera, et cetera, and you include those into every prompt and that just reduces hallucination, much more efficient, gets you where you want to go there.

00:46:57 And now at work, I use that as well now when I'm like, "Okay, what's all the context for this project, et cetera."



So again, I learned to build the site and the site has helped me learn more.

- Jon Krohn: 00:47:07 That's really cool. Has it impacted, I'm sure it has, but maybe you have some concrete examples of how this has impacted the advice that you end up giving to companies in your investment portfolio or to founders.
- Steve Mock: 00:47:21 Well, a lot of what we're seeing now, because we invest in AI and we're trying to find companies that have a differentiated advantage, a lasting different advantage in a vertical space. And it can be different ways. So now what may have used to be a black box now I know a lot of these like, oh, I now have an idea of how that could be built. Or when somebody presents something and I'm like, oh, something's like, oh yeah, this is easy. I could build it. And again, I still put the, I could build it and it's really not that difficult versus, okay, there's some real magic going on here that requires incredible smarts. So there's a little bit of, we're trying to find difficult problems to solve. And so with humility, I'll say, if it's a problem that I can solve, it's not going to be that difficult.
- Jon Krohn: 00:48:11 Right. Don't invest in something that Steve could pull. If I could
- Steve Mock: 00:48:14 Write the code, we definitely should not be investing in this.
- Jon Krohn: 00:48:17 Where are the opportunities? So you mentioned there that you like identifying ... So Blumberg Capital is the name of the VC firm that you work at. Do you want to tell us a bit about Blumberg?
- Steve Mock: 00:48:27 Yeah. Blumberg Capital, we are an early in growth stage venture capital firm. It's founded by David Blumberg over 35 years ago. We invest primarily in B2B software, enterprise software solutions. We do very little consumer, very little in hardware, but we just love the problem about



how does technology improve businesses. It's just been very rich. As a firm, we've been through Web 1.0, we've been through mobile cycle, cloud, SaaS. So every major technology cycle we've survived and thrived as a venture capital firm. We have a very rich set of advisors and entrepreneurs in our network. And then now we're in the AI agentic AI space. We're very, very focused on how do we find companies solving problems in the enterprise using AI.

- Jon Krohn: 00:49:20 What are the kinds of things that lead to you saying, "Okay, this is an investible business." I mean, so obviously they can't just be vibe coding it with- It can
- Steve Mock: 00:49:28 Start that way. It can start
- Jon Krohn: 00:49:30 That way. Yeah, it can't just be vibe coded with Steve Mock level skills, but what are the kinds of things that allow somebody to have some moat or something that differentiates them against competitors?
- Steve Mock: 00:49:46 Yeah. So there's a few things I'd say our biggest focus is vertical AI where we look at AI solutions and different verticals. So we have a company that is an AI for auditing company and they're world-class auditors who got together with a world-class data team and came together with a solution in that spac. We have an AI in the legal space. We have an AI in mining, not mining like crypto mining, but actually digging minerals out of the ground mining.
- Jon Krohn: 00:50:13 Real mining.
- Steve Mock: 00:50:14 And so we're looking for teams with deep vertical expertise in their area and then an insight about how that can be disruptive in the area and do things in their vertical in a different way than they've done before. And so within that, there are areas where a lot of the recursive learning models now are where if there's a problem the



longer the models are running, the better they get at their solution. So we're funding teams right now who are demonstrating that and they have two, three years head start now where they have two, three years of data where anybody can build a software. So two, three years from now, somebody else could just build this software that does exactly what they do, but they're going to be two to three years behind in the recursive learning curve.

00:51:02 And then once you're the leader in the space, you have the best logos as your customers, you might have the best distribution partners. So then there's a first mover advantage that actually comes with being the first of this. We call it the data flywheel. It's the new proprietary technology. So that's one area that we look for. There's other areas that are structural. I mean, one of the questions we ask is data and customers are obviously important, right? So today, all the incumbents in this space, they have all the data and they have all the customers. So you and your two friends, like why is it that you're going to be able to do something that they can't do? So a lot of the conversations start with that and then because they're coming from their vertical, they'll have an insight. They'll be, "Oh, structurally they can't do something for these reasons, or their data is limited to this, or we can get new data that they can't get.

00:51:56 " So usually then there's some insight around that the incumbents can't do. And then we lean in and do due diligence and look for these types of companies.

Jon Krohn: 00:52:03 You were mentioning not long ago that a mining company, which I believe they're called Ver AI, VER AI. And so companies like that, I think there's probably others that Bloomberg invest in. They're not just having this kind of two to three years of data moat and getting ahead on logos. Businesses like that require complex scientific or regulatory breakthroughs to make happen. How do you go about investing in a business like that



when the time horizon can be so much longer, when the time to monetization could be so much further out?

- Steve Mock: 00:52:41 Yeah. Well, this is the core business of investing and you really just have to look at each company on a case by case basis. Very AI is a very exciting one for us. It's using AI to do mineral prospecting. So when you're trying to identify minerals in an area, then traditional prospecting methods don't work as well. They're using AI there. It's about a thousand times more accurate. A
- Jon Krohn: 00:53:06 Thousand times. A thousand
- Steve Mock: 00:53:07 Times.
- Jon Krohn: 00:53:08 And it's also- Investors are often looking for like a 10X improvement, right?
- Steve Mock: 00:53:10 Well, this is two prospects. So the idea is that the problem they're solving is that mining prospecting today hasn't changed much in the last 200 years. People look at a cliff and they like, "Oh, there's some coloring there. Let's send a geologist up there to get a sample and maybe there's some minerals there." I'm simplifying things. What they can actually do is they can find minerals and cover terrain. So whether it's foliage and earth and soil and trees and all, they have an ability to see what's underneath that. So they're able to detect whole deposits that other people can't even find. So they're able to do that. However, this is a, as you said, it's a new technology. So from an investor perspective, what we do is we look at, first of all, does the technology work? And so if someone has a SaaS application that's doing payroll differently, then you can sit down and in a half hour, you can figure out if it's going to work.
- 00:54:09 And that checkbox happens pretty fast. In this type of business though, it's a multiple year process. So the initial investments that we're making is to just figure out



if the technology works. So it's a little bit longer, I guess more of a deep tech, it's a longer horizon. Then once the technology works, then we have brought on more investment now to say, "Okay, now we need to roll this out into more places, et cetera." So this is sort of a classic, okay, does it work? Is the initial investment is, let's just prove that it works. Once you prove it works now, now you can attract other investors and say, "We've already de-risked it. We've proven that it works. Now please come on board and let's go roll it out more from a rollout commercialization

- | | | |
|-------------|----------|--|
| Jon Krohn: | 00:54:46 | Perspective." Scale it. We kind of understand the unit economics. And |
| Steve Mock: | 00:54:49 | Then once they get to a certain point beyond that, there'll be like another threshold. Now we really need to scale this and bring in the next level of funding, et cetera, et cetera. That's kind of the path. So you try to figure out what I think the real answer is, is any business at all, whether it's your SaaS payroll widget company or this is what is the next significant milestone that the company should hit for the next funding horizon? But you don't want to spend two years doing something trying to prove that works and then two years, oh, it's still, we haven't proven it yet. So there's a lot of rigor to make sure in that period you're actually hitting the milestone that you set to set you up for that next round of funding. |
| Jon Krohn: | 00:55:25 | Really interesting when you're evaluating those prospective early investments where you don't yet know the unit economics, you don't yet know if this technology is going to work, do you make the decision then on kind of the track record of the founders and kind of the research that they've done in advance that gives you, you're kind of like the prospector looking up at a cliff and being like, "I think we see gold out there in these cliffs." |



- Steve Mock: 00:55:50 It's funny. Yeah. So founders are absolutely important and critical and resilience is a very important trait that we're looking for. In this era of AI, in this era of technology where everything's changing constantly, all we know is that things are going to change. All we know is that things are going to pop up, things are going to get in the way. We do our best our can to map out all the risks. As soon as we're done, something will pop up that we didn't know about, a new competitor, a new whatever. So what you're looking for are teams that are very smart and are resilient and are able to stick with it and able to solve the problem. So we're really, at the end of the day, we're not betting on a roadmap of exactly like, oh, we know exactly what's going to happen. We're betting on a team that's going to be able to navigate the shifting roadmap that they're up against that's going to change over time.
- Jon Krohn: 00:56:43 You just said the word resilience, which reminds me something that came up from our research is Blumberg Capital's logo is this flying sphere and that Flying Sphere logo apparently also ties to the company's philosophy that emphasizes staying upright regardless of which way the wind blows, which is like fundamentally this idea of founders being resilient.
- Steve Mock: 00:57:05 That's exactly right. Good observation. I'm very impressed.
- Jon Krohn: 00:57:09 I'm also, this is a complete non-sequitur, but when you were describing mining, like finding, digging in places to try to find gold, my favorite film directors are the Cohen Brothers and they created this anthology called the Ballad of Buster Scruggs, which I avoided watching for so long because I thought the idea of watching an anthology as opposed to getting like wrapped up into one story, having half a dozen stories, I was like, "Eh." But it's a brilliant anthology and it's all kind of tied together around this Wild West theme and one of the stories, I think the most visually stunning of the stories in that film is one



that tracks kind of an old school Alaskan gold prospector working on his own digging holes. Yeah, great that you're managing to find the digital equivalent today so effectively. All right, Steve, what a great episode. As we start to wind it down, do you have a book recommendation for us?

- Steve Mock: 00:58:10 The first one comes to mind is a book I read many years ago, Team of Arrivals.
- 00:58:16 It's a book about the President Lincoln and he was the first president who put his team of rivals, who put his actual political rivals in key cabinet positions. So until that time, if you became president, what you generally did is you put your cousins and your brothers and all the people that really liked you and all the key positions in the government and you guys ran the government for four years. Lincoln was different and he said he thought highly of all of his political competitors, his rivals and he said, "Well, they're second, third and fourth in our election. They should be in the second, third or fourth most important positions in the government." So I thought it's really interesting. The whole book is about how he manages all these personalities of people that had historically not supported him. So I just think it's like super leverage, like how do you get the most leverage out of people?
- 00:59:04 And we're talking about AI, we're talking about modern this, all these tools. Well, this is a couple hundred year old lesson that still exists today.
- Jon Krohn: 00:59:11 It would be amazing to see something like that happen going forward at some point in our lifetimes in US politics, that would be an amazing thing to see that kind of across the aisle working. It's basically unimaginable today, but we'll see what happens. Yeah, it sounds like a great recommendation. And then Steve, from across aisaveme.org to your experience as an entrepreneur and



an investor, I'm sure lots of people have really enjoyed this episode. How can they follow you for your thoughts after the episode?

- Steve Mock: 00:59:40 Thank you. Yeah, I'd say following me LinkedIn, go to Steve Mock at Blumberg Capital. You can find me on LinkedIn. Also for AI Save Me, it's aisavedme.org and you can follow us there on Twitter as well as we have a daily newsletter where we're sending out a daily story, an AI's story per day that we're sending out. As some of these stories come in, please come sign up for the newsletter, be part of that community, forward the stories to the people that need to learn about these stories and that'd be great.
- Jon Krohn: 01:00:10 Love it, Steve. Thank you so much for your years of friendship and mentorship for me. Thank you. And now some of my audience. There we go. Thank you. Gets to experience some of your wisdom as well. Really exciting things that you're doing with AI Save Me and I look forward to seeing how it continues to grow and help more and more people and maybe bring some more of those anti-AI people around.
- Steve Mock: 01:00:31 We'll see. Thank you. It's a pleasure.
- Jon Krohn: 01:00:34 What an inspiring and highly informative episode today. In it, Steve Mauk detailed how aisavedme.org grew out of his 84-year-old father's question, how does one use AI? And became a forum where people shared the real ways AI has helped them as an antidote to all the doom in the press. He told us why the best stories turned out to be about human outcomes rather than technology. As an example, there's the jaw dropping story of an Australian data scientist whose dog had cancer, who used AI to sequence the tumor, track down an experimental treatment and have a custom version made after which the tumors shrank away. He talked about how being a self-described, proud, non-programmer, he nevertheless built the entire aisaveme.org site on his own by having



ChatGPT act as an architect and product manager while Cursor and Claude handled the coding, essentially letting the AI manage the AI and why from his seat as a VC at Bloomberg Capital, the durable edge in AI is the data flywheel, a two to three year head start in recursive learning that a competitor simply can't copy overnight.

01:01:39 As always, you can get all the show notes, including the transcript for this episode, the video recording, any materials mentioned on the show, the URLs for Steve's social media profiles, as well as my own at superdatascience.com/1009. Thanks to everyone on the SuperDataScience Podcast team, our podcast manager, Sonja Brajovic, media editor, Mario Pombo, our partnerships team Natalie Ziajski, our researcher, Serg Masís and our founder Kirill Eremenko. Thanks to all of them for producing another super episode for us today for enabling that super team to create this free podcast for you. We are deeply grateful to our sponsors. You can support the show by checking out our sponsors' links, which are in the show notes. And if you yourself are interested in sponsoring an episode, you can get the details on how by making your way to johnkrohn.com/podcast. Otherwise, please help us out by sharing this episode with folks who would be inspired by Steve's work.

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