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Note: This English translation is provided for reference purposes only. In the event of any discrepancies between the original Japanese version and this English translation, the original Japanese version shall prevail.

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TerraSky Commences Operations of "BLADE," an AI Specification-Driven Development Model

Establishing a New Standard for Development that Guarantees Reproducibility and High Quality through Proprietary Expertise and AI

TerraSky Co., Ltd. (“the Company”) has commenced operations of **"BLADE" (BluePrint AI-Driven Environment)**, an AI specification-driven development model, starting in May 2026.

"BLADE" is a next-generation development model that seamlessly integrates AI with the extensive expertise TerraSky has cultivated over many years. By leveraging AI to ensure a high level of traceability across business objectives, requirements, testing, and implementation, this model aims to elevate quality and completely eliminate rework.

Going beyond the mere early delivery of a system that "works as required," BLADE was developed with the purpose of providing **"high-quality systems with proven reproducibility"** to maximize the business outcomes for all of our clients.

[Our Approach to Achieving High-Quality Salesforce Development]

To enable AI to function effectively as an execution engine, BLADE integrates the following three approaches into its concrete development process:

1. **Back-Calculation Design Formulated from Business Objectives (The AI-Centric "I-Model" Process)**

   In BLADE, we first clarify the business objectives (the goal) and then define the functions necessary to achieve them. Departing from the traditional "V-Model"—where testing is done after building—we adopt the "I-Model Process." In this process, acceptance criteria (test cases) based on user stories are agreed upon with the client during the requirements definition stage, and the AI then executes the implementation based on those criteria. By clarifying the "definition of done" before a single line of code is written, we prevent misalignments with actual business operations, eliminate the rework caused by gaps between expectations and results during the implementation phase, and build high-quality systems.

2. **AI Governance via a "Prompt Library" (Leveraging Insights from Over 8,000 Projects)**

   We utilize AI not merely as a tool for code generation, but as a "virtual architect" that rigorously verifies design consistency. TerraSky's extensive Salesforce implementation expertise and best practices, cultivated over many years, are systematized into a prompt library and applied across all stages of the

project. This prompts the AI to prioritize "Fit to Standard" approaches that utilize standard features first, and to generate code that accounts for platform-specific limitations, such as governor limits. While eliminating human programming errors to the absolute limit, this deters excessive custom development and transaction errors—which are common pitfalls in generic AI development—and delivers highly maintainable systems that can easily adapt to future version upgrades.

3. Total Traceability

   We construct and continuously manage a structure on the system where the business objectives (user stories) defined in the requirements specification are consistently linked to the designed/implemented functions and test cases. For every item and program, stakeholders can immediately trace back to the underlying business requirements, preventing the system from becoming a "black box." This framework allows organizations to accurately understand the scope of impact and safely proceed when troubleshooting issues during operation or implementing future functional modifications.
   Through these cutting-edge development approaches, we will evolve the role and value of our engineers from traditional "implementation capability" to "business design capability." In requirements definition, our professionals—who possess the business design skills to explore the client's true goals and ideal vision rather than just "features," translate them precisely into blueprints executable by AI, and hold deep expertise in Salesforce-specific governor limits—will rigorously guide the AI as architects.

【Comparison of Development Styles】

Comparison Item	Conventional System Development	AI Specification-Driven Development (BLADE)
Development Process	V-Model · Engineers manually create test cases. · Users perform the final review right before release.	I-Model · AI automatically generates test cases. · Users and engineers review and align at every step to reach agreements.
Requirements Definition & Alignment Scope	Functional Requirements · Alignment remains strictly limited to defining the software's "functions" and "behaviors."	Goal-Oriented Requirements (Objective Requirements) · Alignments extend to the actual "outcomes and objectives" of the system build, based on user stories.
Quality	Late-Stage Risk Discovery · Misalignments with end-users and requirement discrepancies are discovered late during integration testing, threatening significant rework risks.	Ultra-Early Trouble Prevention · Test cases are created simultaneously during the requirements definition stage. · Automated testing via toolsets preemptively prevents issues.

【BLADE's Risk Management in AI Development】

Risk Category	Risks in Generic AI Development	Risk Management with BLADE
Architecture	**Functional Failure in System Integration & Operations Phase** Because AI tends to write code for the "shortest path that works for immediate needs," it ignores the overall SaaS design rules and casually mass-produces unnecessary custom objects (configurations).	**Design Governance via the Prompt Library** Highly controls the AI to strictly adhere to the "prioritize standard features" rule so that it never deviates from SaaS design rules.
Governance System	**Unforeseen system downtime during production operations** Even if the code runs flawlessly during a test during development (processing a single data record), AI fails to account for the "platform-specific limitation rules" required when processing mass data.	**Automated Injection of Platform Conventions** Enforces cloud-specific limitations (governor limits) on the AI through prompts, completely eradicating the generation of non-compliant code.
Black Box Systems	**Future Modifications & Maintenance Become Impossible** While AI generates code in an instant, it fails to leave behind logs or documentation explaining the business intent or background of "why it chose that specific design and implementation."	**Ensuring "Traceability" from Requirements to Code** Links everything from the "business objective (why it was built)" down to the "implementation (code)," maintaining a structure that allows stakeholders to trace back to the original design intent at any time.

■ "BLADE" First User: Mitsubishi Electric Corporation

Development Project: Modification of International Transport Freight Bidding System

Development Period: April – September 2026 (Scheduled) / As of June 1: In the construction phase leveraging AI

Client Representative Providing Commentary: Mr. Masanori Mizukoshi, Logistics Strategy & Planning Department

Commentary:

"I believe that the pilot project we recently participated in for the AI specification-driven development model 'BLADE' was exceptionally successful.

During the requirements definition phase of this project, instead of remaining confined to traditional hearing-based functional design, our latent business requirements were precisely structured. As a result,

while conventional methodologies were estimated to take four months from requirements definition to the completion of test design, BLADE accomplished this entire scope in a mere two months.

By visualizing the 'correct solution' at the ultra-early stages of development, we have minimized the risk of rework and can highly anticipate the realization of a system that strikes at the core of our business needs. This delivers an immense business impact in terms of maximizing our return on investment (ROI).

I firmly believe that BLADE will revolutionize the conventional nature of system development and upgrade enterprise IT for the next generation."

■ Future Outlook

TerraSky will progressively expand the application of "BLADE" across future Salesforce development projects, establishing it as the new standard for development. Furthermore, we will continuously sophisticate the model itself by integrating rapidly evolving AI technologies and feeding back the insights gained from new development track records into our "Prompt Library."

At the same time, we will accelerate the cultivation of engineers who harness AI to design solutions rooted in business objectives. As a partner driving sustainable business growth for our clients, TerraSky remains fully committed to contributing to the advancement of digital transformation (DX).