

A man with dark hair and a beard, wearing a purple button-down shirt and an orange lanyard, is sitting at a wooden desk in a modern office. He is smiling at the camera while his hands are on a black keyboard. On the desk, there is a laptop, a large monitor displaying code, a glass of water, and a spiral notebook with a pen. In the background, other office workers are visible at their desks, and large windows provide a view of a city skyline.

Customer Stories

Sensedia governs daily consumption of More Than 4 Billion Tokens Through Its AI Gateway



The transition from simple, isolated copilots and chatbots to autonomous agentic operations has brought to light complex architecture and security challenges for large companies investing in AI.

Without proper governance, multiple teams create AI integrations in a decentralized way, generating unpredictable token costs, severe data-leakage risks, and a lack of scalability. That's why most AI initiatives end up being stopped at the pilot phase, never reaching production.

To overcome the "PoC purgatory," **centralized AI governance has become an indispensable architectural prerequisite.** Proving how it's possible to scale AI usage with control, Sensedia implemented a real, massive use case in-house, applying its **AI Gateway** to optimize its SDLC (Software Development Lifecycle).

What Motivated the Project

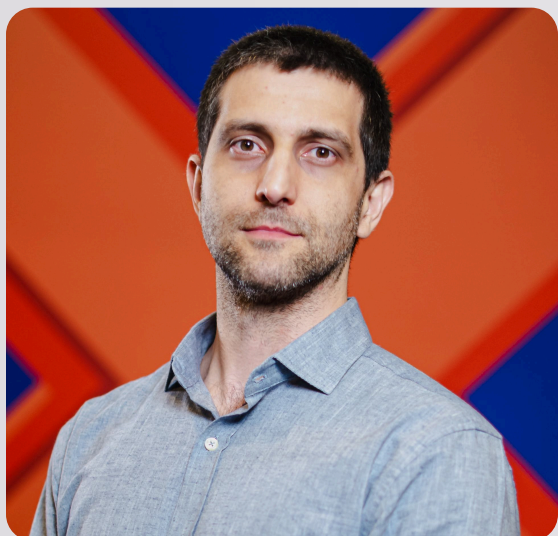
The initiative's primary goal was to provide Sensedia's software developers with efficient tools that would increase their technical productivity. One of the greatest initial challenges was financial: coding assistants such as Claude Code are priced in U.S. dollars, impose per-user token limits, and have relatively unpredictable pricing. With a team of hundreds of developers, Sensedia's costs could increase rapidly.

Evolution of the Initiative and the Role of AI Gateway

Sensedia adopted OpenCode (an open-source code assistance tool), testing open-weight LLMs to carry out software development tasks.

The LLMs initially selected performed well on simple programming tasks. However, clear limitations emerged: when dealing with highly complex code or extensive codebases, model performance declined, limiting consumption to approximately 350 million tokens per day - a volume fully audited, orchestrated, and governed by **Sensedia AI Gateway**.

The big turning point came when Sensedia began using larger, cutting-edge open-weight models for coding tasks, such as DeepSeek V4 Pro and GLM 5.2. Because they have significantly higher reasoning and agent coding scores, response quality increased drastically.



“The models we started using were far superior for carrying out more complex tasks, drafting planning, and diving into extensive codebases like Sensedia's API Management. That's why token usage scaled quickly within the teams.”

Filipe Torqueto
Head of Solutions at Sensedia

This qualitative leap generated an explosion of internal engagement, raising consumption to **4 billion tokens processed per day** (with peaks of up to 5 billion), with the flow fully governed and controlled by the Sensedia AI Gateway — without the tool adding significant latency or becoming a problem during the token-consumption scale-up.



Improvements to Developers' Daily Workflows

Agentic AI had a profound impact on day-to-day technical work. First, developers gained access to a coding tool with far fewer usage restrictions that was available to the entire development team, bringing greater agility to their daily work.

Another benefit was task automation. Instead of starting tasks from scratch, professionals began saving time and energy on routine activities, allowing them to focus on more complex problems. The tool also provides **MCP support**, enabling integration with Jira to refine tickets, develop remediation plans, and execute them.

Currently, **around 220 developers actively use the tool**. OpenCode usage is expanding to non-technical areas, such as the Marketing team, **democratizing access to advanced LLMs without burdening the corporate budget** with individual subscription licenses, like those offered by Anthropic and its competitors.

One of the next steps is **expanding MCP integrations**, connecting new business tools such as HubSpot and extending AI agents' capabilities beyond technology teams.

Why is the Sensedia AI Gateway essential in this scenario?

Implementing a comprehensive initiative like this without a mediation layer would be architecturally complex. Without the AI Gateway, Sensedia would need to build complex, custom middlewares to manage data security and model monitoring. The Sensedia AI Gateway made the project viable by working on three fundamental pillars:



Token control and model-provider abstraction

The gateway provides a single pane of glass that tracks consumption in detail in real time, showing total token consumption, consumption per user, and daily average per user, for example. It also abstracts which API standard to consume, making this transparent to the model consumer, even when switching LLMs.



Performance and reliability

If an LLM provider is unstable or goes down, the gateway performs dynamic routing and automatic failover to another provider transparently, ensuring developers' workflow is never interrupted.



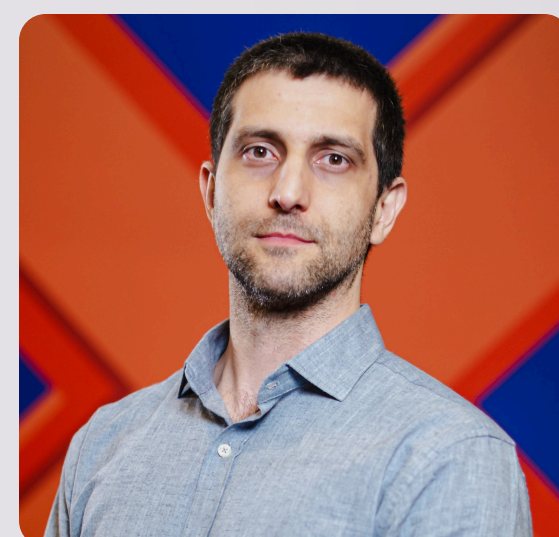
Corporate security

Instead of exposing API keys directly on machines or in developers' prompts, the Sensedia AI Gateway centralizes credentials in a secure vault. This eliminates security gaps of corporate data trafficking uncontrolled through third parties' personal accounts. In addition, the engineering team made modifications to OpenCode's original code and integrated the system directly with the company's Single Sign-On (SSO) authentication protocol.

“It would be extremely challenging to govern AI without an AI Gateway. All the authentication, telemetry, and security policies involving the use of OpenCode go through Sensedia's solution.”

Filipe Torqueto

Head of Solutions at Sensedia





Conclusion

Sensedia's success with its SDLC initiative proves that enterprise AI is only truly viable when supported by robust connectivity and control infrastructure.

The **Sensedia AI Gateway** doesn't act as a barrier to innovation, but as an **engine that provides the security needed** for companies to take controlled risks and gain agility.

By unifying cost management, Zero Trust corporate security, and the interoperability of new protocols like MCP, Sensedia offers the market the definitive foundation for any business to evolve confidently toward the agentic era.

Learn more about the Sensedia AI Gateway and how it can transform your AI strategy.

Visit our website and get all your questions answered!

[Acess now>](#)



Enabling a more digital, connected, and open world.

Want to know how Sensedia can help your company accelerate digital transformation and strengthen your connections?

Contact us through our website to discover personalized solutions that drive business growth.

For more success stories like
this one, click here:

[Customer stories](#)

How about letting our team
bring solutions like this to your
business?

Don't waste time

[Contact us](#)