Getting Started with Palantir

A Brief Guide to Palantir Partnerships

Palantir

Starting a Partnership with Palantir

PARTNERSHIP APPROACH
→

Palantir has a unique partnership model based on three pillars —

Shared Vision — We seek strategic, long-term partnerships focused on solving real business problems. Our partners choose Palantir because they want a solution that delivers operational outcomes at scale, not a data analytics toolkit that operates in a silo.

Joint Operations & Governance — Our most successful engagements are born out of true partnership, with direct and sustained engagement with leadership. Palantir deploys multi-disciplinary project teams that embed with client teams to deliver entirely new results.
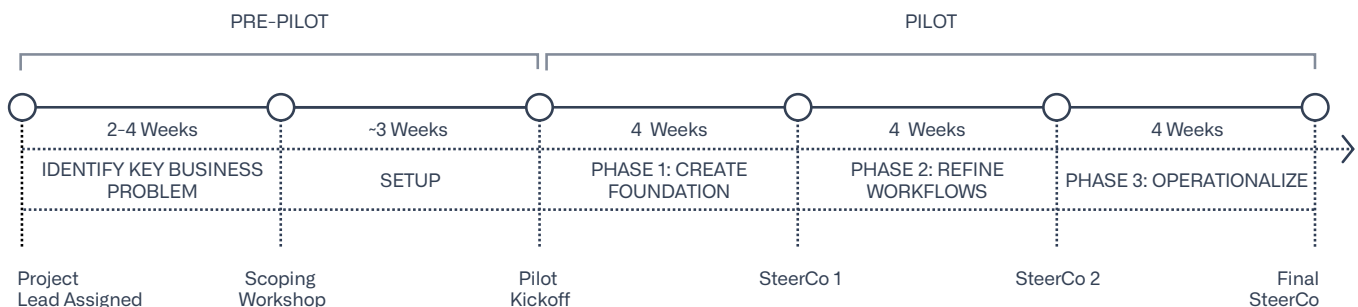
Customer Enablement — Our goal is to enable our customers to become the primary value creators over time. For this reason our engagements focus on enabling customers to innovate on top of Foundry as part of their own ecosystem, allowing business users to become the primary value creators over time.

PALANTIR PILOT OVERVIEW
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Palantir engagements usually begin with a jointly developed pilot. The objective of each pilot is to apply Palantir's Foundry platform and unique implementation model to a core business problem.

Each pilot consists of pre-pilot work and the pilot itself. During the pre-pilot stage, Palantir and the client work to identify the business problem and perform pilot setup tasks. The pilot itself proceeds over three phases, each lasting roughly one month. Regular steering committee meetings ensure alignment and help operationalize the solution.

PRE-PILOT		PILOT		
2–4 Weeks	~3 Weeks	4 Weeks	4 Weeks	4 Weeks
IDENTIFY KEY BUSINESS PROBLEM	SETUP	PHASE 1: CREATE FOUNDATION	PHASE 2: REFINE WORKFLOWS	PHASE 3: OPERATIONALIZE
Project Lead Assigned	Scoping Workshop	Pilot Kickoff	SteerCo 1	SteerCo 2	Final SteerCo

Starting a Partnership with Palantir

Palantir invests significant resources upfront to ensure that the pilot is positioned for success. Specifically, we devote several weeks upfront working with our partners in the pilot setup period to:

→ Identify a Business Project Lead
→ Identify a key business problem (2-4 weeks)
→ Scope the pilot problem
→ Complete business and technical set up tasks (3 weeks)

Choosing a business challenge that truly matters to the customer is critical to pilot success — both so we can properly evaluate Foundry and Palantir's ability to help build a useful data asset that can scale to other teams and problems across the enterprise.

Customer staffing typically includes the following roles –

Executive Sponsor (1)	👤	Technical Lead (1)	👤
Business Project Lead (1)	👤	Business Users (4-8)	👤👤👤👤

When Palantir and the client have agreed to start an engagement, Palantir delivers a proposal providing additional detail on pilot staffing, governance, and a clear set of actions that allow us to begin this pilot pre-work and problem scoping.

Once the scope of work is in place, Palantir pilots progress in three phases, beginning with data integration and ending with a period of assessment for the next phase of the partnership. The typical pilot phases are:

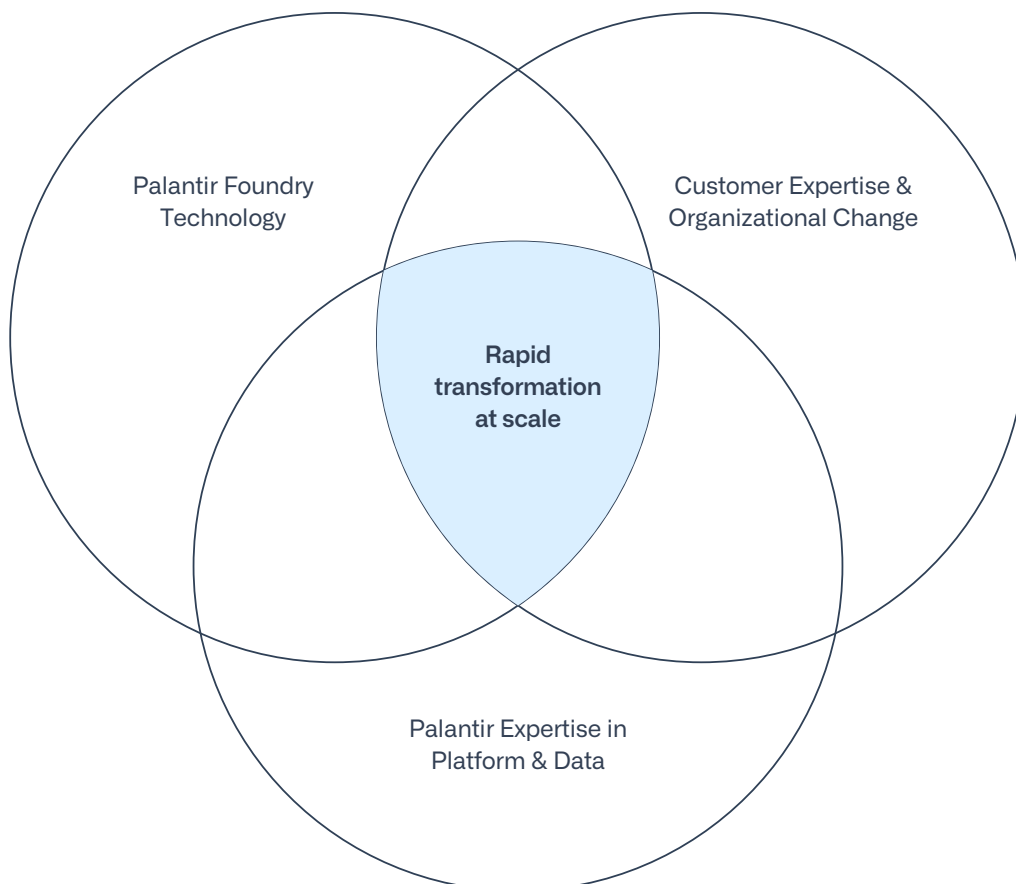|	
PHASE 01 – Create the Data Foundation	Palantir deploys Palantir Foundry; works with the client to ingest, transform, and model data into a data ontology.
PHASE 02 – Refine workflows	Client analytical and business users onboard onto the platform and participate in rapid prototyping cycles.
PHASE 03 – Operationalize & define next steps	Palantir and the client refine workflows to match user needs and operational conditions, collect feedback and measure results, and train additional user groups.

**PALANTIR PILOT OVERVIEW –
PRE-PILOT SETUP →**

Through years of experience partnering with organizations on complex data challenges, Palantir has developed an approach that combines powerful software with on-the-ground delivery. Palantir delivers impact based on a unique formula that leverages –

→ **Platform** — Foundry is the world's leading platform for data-driven operations and decision-making

→ **Playbook** — Our proven implementation model combines Palantir's expertise in data integration and Foundry with the client's organizational know-how and domain expertise.

**UNIQUE FORMULA FOR
DIGITAL TRANSFORMATION →**

Partnership success is the product of three elements: (1) Software, (2) Palantir's expertise in the platform and data, and (3) the client's organizational know-how and domain expertise.

Palantir Foundry
Technology

Customer Expertise &
Organizational Change

**Rapid
transformation
at scale**

Palantir Expertise in
Platform & Data

Palantir
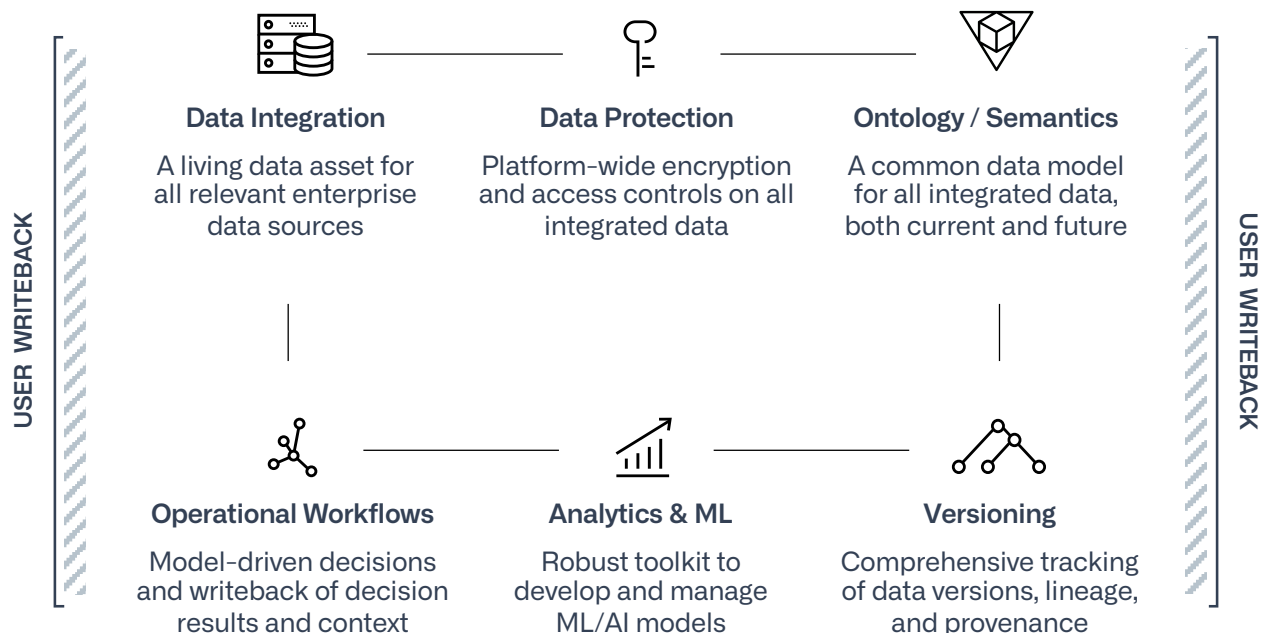
The Palantir Approach —
Platform and Playbook

**THE PLATFORM –
PALANTIR FOUNDRY →**

Foundry is a platform for managing complex data environments. As an end-to-end data infrastructure, Foundry powers critical missions across dozens of industries and hundreds of organizations, from manufacturing to banking to national security. With Foundry, organizations gain the backend infrastructure and operational tooling to harness their unique data assets in support of better decisions and transformative outcomes.

Foundry bridges the gap between operations and analytics. We built Foundry with the understanding that data is not in itself valuable, nor does it solve any real problems. Data is only useful insofar as it can be integrated, protected, trusted, and made available to a wide range of operational users. Most modern organizations possess a wealth of data assets but falter somewhere along the perilous journey of transforming raw data assets into key operational wins. As a readily-deployable, end-to-end data platform, Foundry has become the data platform for the modern organization.

PALANTIR FOUNDRY

The leading platform for data-driven operations and decision-making

USER WRITEBACK

Data Integration

A living data asset for all relevant enterprise data sources

Data Protection

Platform-wide encryption and access controls on all integrated data

Ontology / Semantics

A common data model for all integrated data, both current and future

Operational Workflows

Model-driven decisions and writeback of decision results and context

Analytics & ML

Robust toolkit to develop and manage ML/AI models

Versioning

Comprehensive tracking of data versions, lineage, and provenance

USER WRITEBACK

The Palantir Approach —
Platform and Playbook

THE PLAYBOOK –
CUSTOMER ENABLEMENT →

Our goal is to enable customers to generate value from Foundry without having to rely on the support of Palantir's engineers. At the outset, Palantir engineers help our partners get started with Foundry by configuring the platform, performing initial data integrations, and implementing workflows and models for high-priority use cases. During this time, Palantir teams also educate and train customer teams and users.

As the data asset grows and customer teams become more proficient in Foundry, however, they begin to administer more of the platform and leverage their domain expertise to develop entirely new applications and use cases in Foundry, often entirely independently of Palantir teams. Palantir engineers continue to provide support and surge on high-priority use cases as they are needed, but Palantir's enablement program is designed to allow client teams to design, test, and operationalize innovative high-impact use cases on top of the platform at their own pace.

Involvement in new data integrations, workflow configurations, and use case delivery


Customer Teams

Surges

Embedded Palantir Engineers

Time →
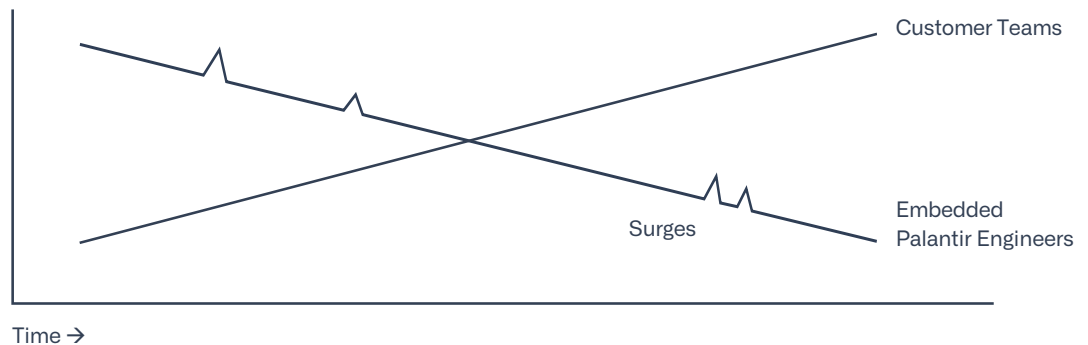
As the partnership transitions from pilot to enterprise, most Palantir clients adopt a lightweight "Foundry Program Team." This team facilitates sustainable Foundry growth and centralizes support for platform and service needs. Additionally, it ensures compounding value is created through shared data, common ontologies, and cross-business projects.

At the end of every pilot, Palantir provides clients with detailed materials and best practices on enablement, training, and associated organizational support, as well as Foundry Program Team recommendations.

Palantir Impact Studies

AIRBUS & SKYWISE →

Palantir Foundry is the foundational platform for Skywise, the data platform for the aviation industry. Developed by Palantir and Airbus, Skywise connects manufacturers, airlines, and suppliers in a single data ecosystem, providing integrated analytical tooling for each member of the aviation value chain to run their operations more efficiently and safely. Dozens of leading airlines are now using Skywise to generate value from their data, leading to fewer delays, lower maintenance costs, and better customer experience.

USER COUNT
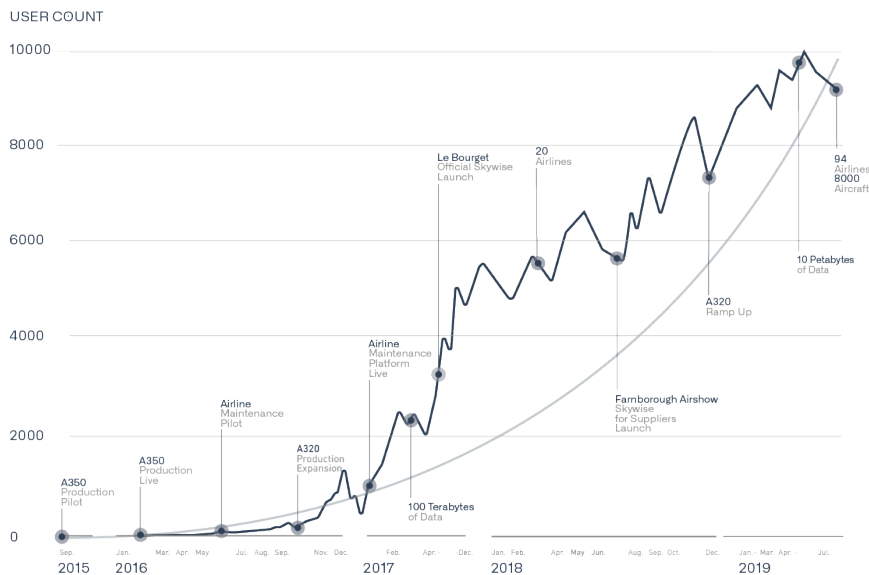
← Skywise User Growth

Palantir and Airbus began their partnership in late 2015 by addressing a critical problem, aircraft production. This project seeded the data asset with initial integrations and set the stage for rapid expansion to adjacent problem spaces, such as aircraft maintenance. Palantir's enablement program helped drive user adoption across the organization and equip Airbus teams to build new capabilities on top of Foundry. In the following years, the partnership expanded to other industry partners. Today, Skywise is the platform for the entire industry, bringing together suppliers and airlines in a unified data ecosystem.

CREDIT SUISSE →

Foundry provides the data infrastructure for Credit Suisse's compliance organization. Major financial institutions need advanced technology to comply with government regulations, monitor transactions, and prevent money laundering. Foundry helps the bank integrate dozens of data sources into a single, unified data asset. Foundry lets teams from different geographies collaborate within some of the strictest regulatory regimes in the world, such as Switzerland, Singapore, and Luxembourg. They estimate that Foundry speeds up both investigations and multi-jurisdiction client searches by up to 80–90%.

FIAT CHRYSLER AUTOMOBILES →

Foundry powers Fiat Chrysler's data foundation, which integrates data from connected vehicles, customer surveys, third party surveys, warranty claims, geolocation data, and more. FCA now has access to a cohesive, scalable data asset, enabling engineers to perform statistical analysis on billions of rows of vehicle data to understand critical metrics on feature design, manufacturing, warranty repairs, and sales. For the first time, the entire organization has a 360 degree view of fleet performance and emerging issue trends.