

DATA
ANALYTICS
OPERATIONS



PALANTIR
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PALANTIR TECHNOLOGIES

Introducing Palantir

Palantir's mission is to power mission-critical data work.

- There has been a massive **increase in operating complexity** in the past several years
- Data integration is no longer simply “nice to have” – **it is critical** to organizations and broader society
- Technology must be both **open and integrated** for organizations to thrive
- Best-in-class data engineering must include **native governance, security, and collaboration** features



Palantir builds leading software platforms for data-driven operations and decision-making.

OUR HISTORY

- Mission to empower the world's most important institutions
- Focused on driving outcomes at scale
- Originated in anti-terrorism and defense, now serving 50+ industries
- Delivering immense value across industries by making data actionable

FOUNDED

2003

PUBLIC OFFERING

2020

GLOBAL EMPLOYEES

3,850+

GLOBAL HQ

Denver, CO, USA

OUR CLIENTS INCLUDE



OUR SOFTWARE PARTNERS INCLUDE



Foundry harnesses operational complexity — to drive scaled outcomes

Airbus

\$850M

Yearly revenue opportunity
created by Skywise
(third-party estimate)

25k+

Users on Skywise,
Airbus's Foundry instance

33%

Improvement in A350
airplane production

Global Bank

\$65M

Yearly revenue opportunity
generated by Foundry

1200+

Data sources integrated,
totaling 2+ PB of data

15k

Global employees using
Foundry

Oil & Gas Major

\$1B

Revenue opportunity
generated by Foundry

2 wks

To scan 300+ SAP data
sets from 5 legacy ERPs

30k

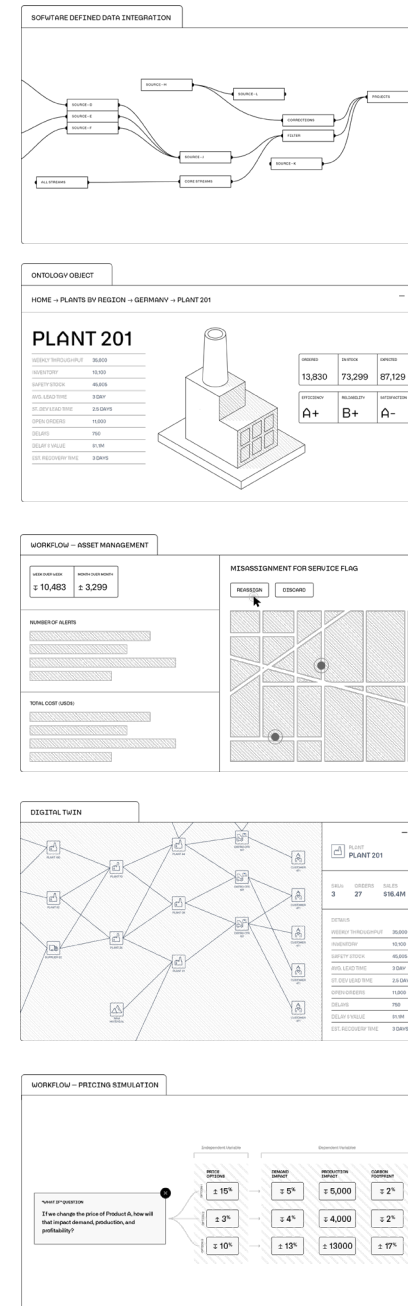
Barrels of additional
production per day



Palantir Foundry

↳ The next generation of software

- Integrates and transforms large-scale data
- Enables robust analytics and surfaces actionable operational insights
- Uses continuous feedback loops between data, analytics, and decisions to provide compounding value
- Enables predictive planning and ‘what-if’ analyses
- Connects and empowers everyone in your organization – from Executives & Operational Leaders to Business Users, Analysts, Data Scientists, and Data Engineers



→ Data Integration



Data Engineers...

→ Digital Twin



Executives & Operational Leaders...

→ Business Intelligence & Analytics



Analysts...

→ Data Science + Modeling



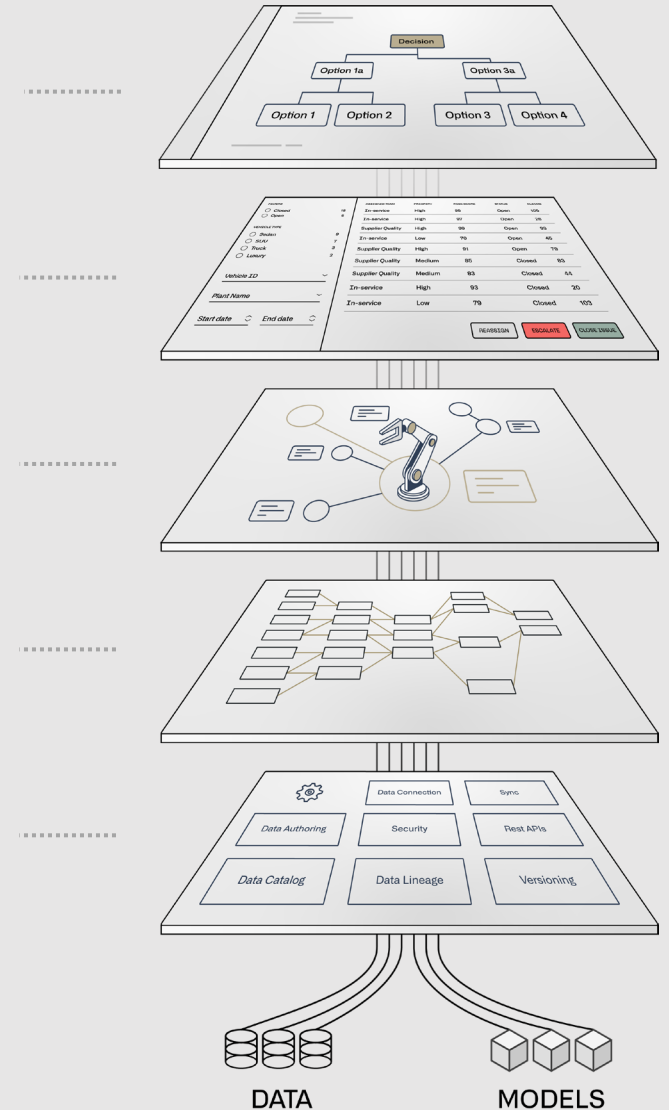
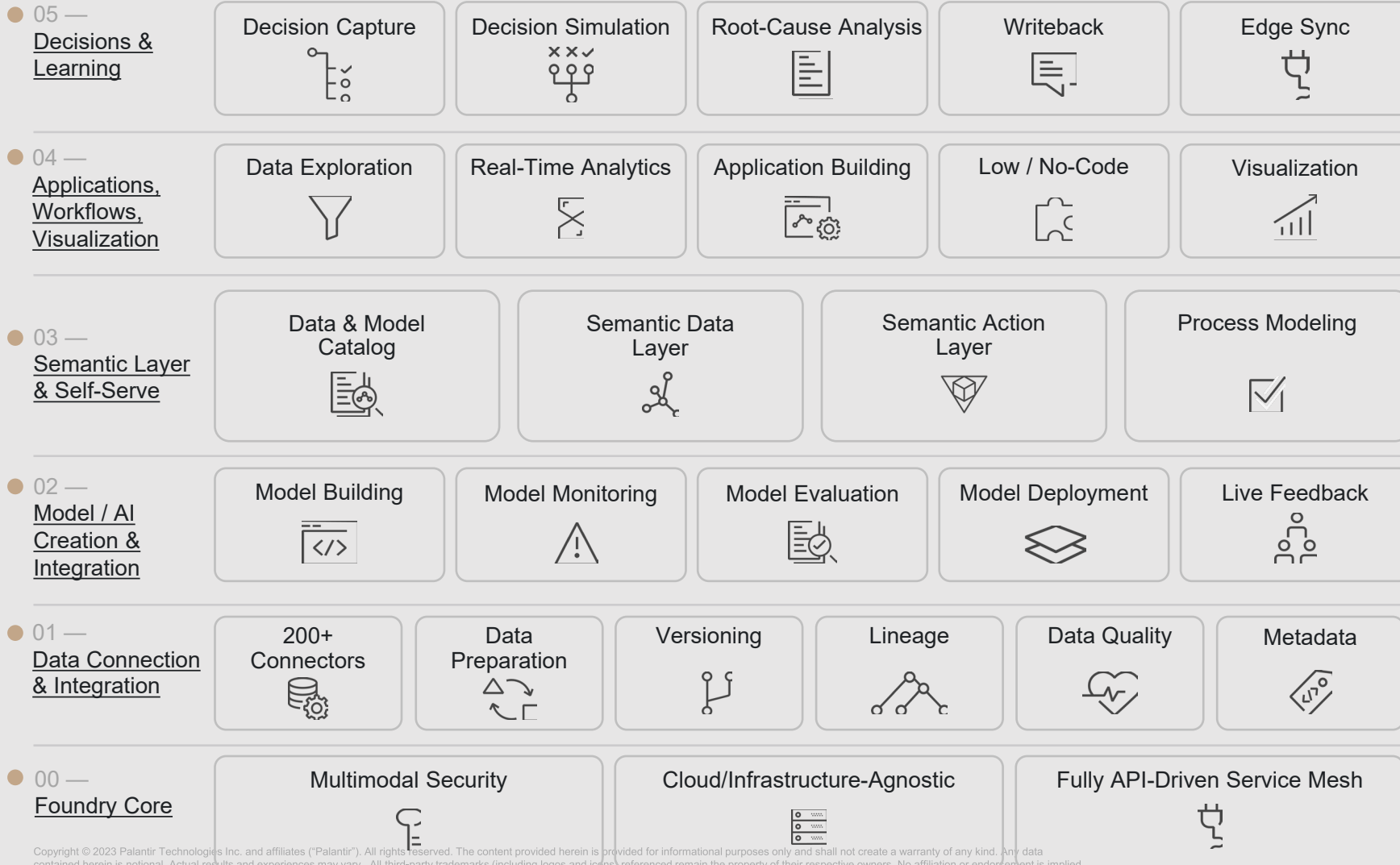
Data Scientists...

→ Operational Applications

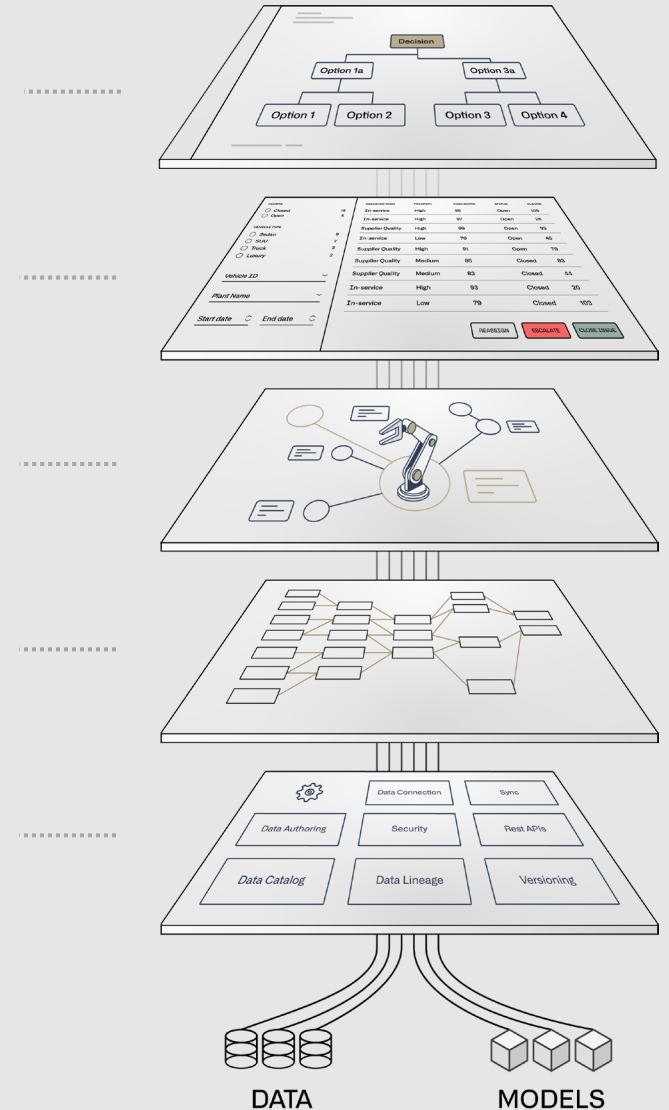
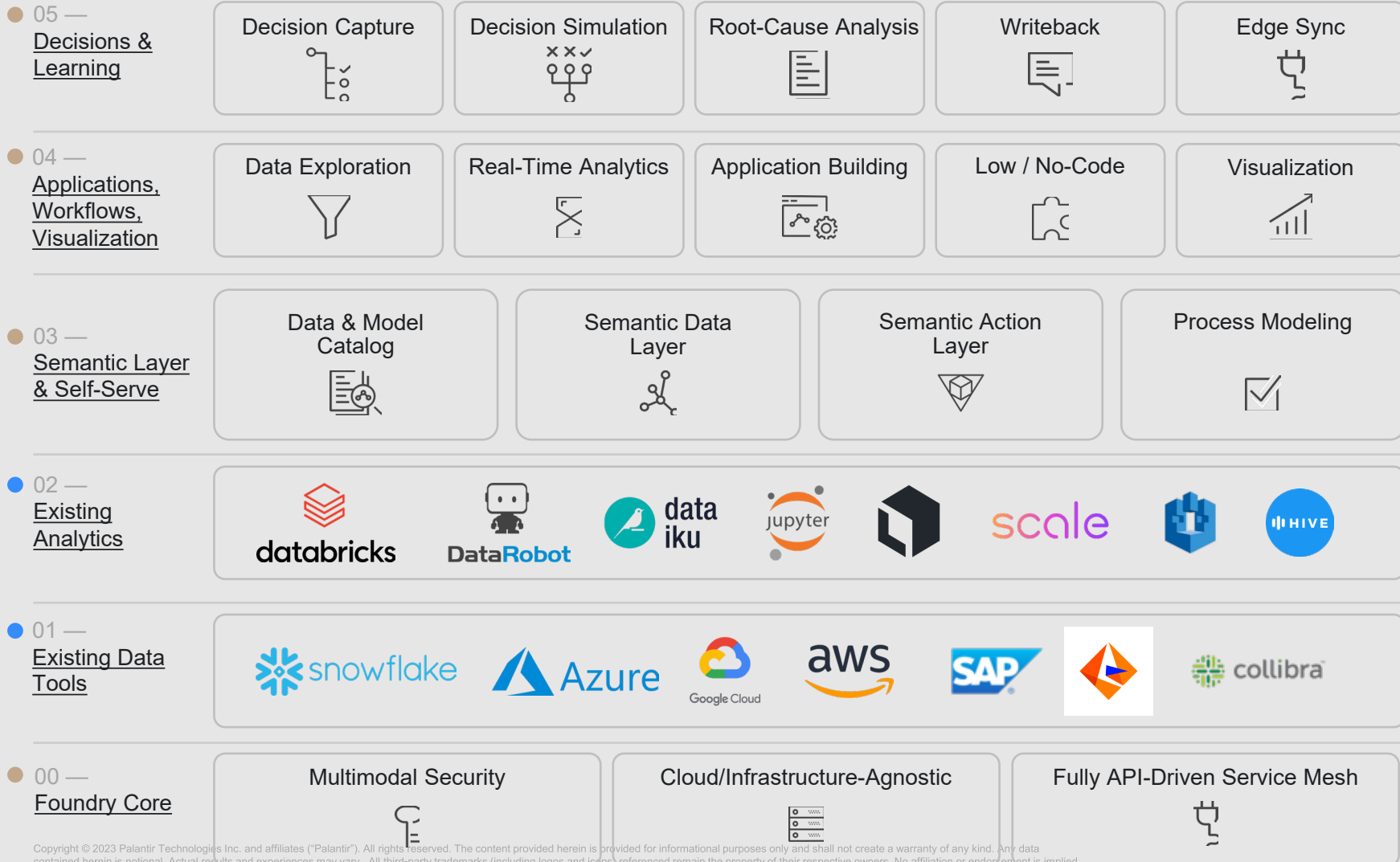


Business Users...

Foundry comes with everything you need...

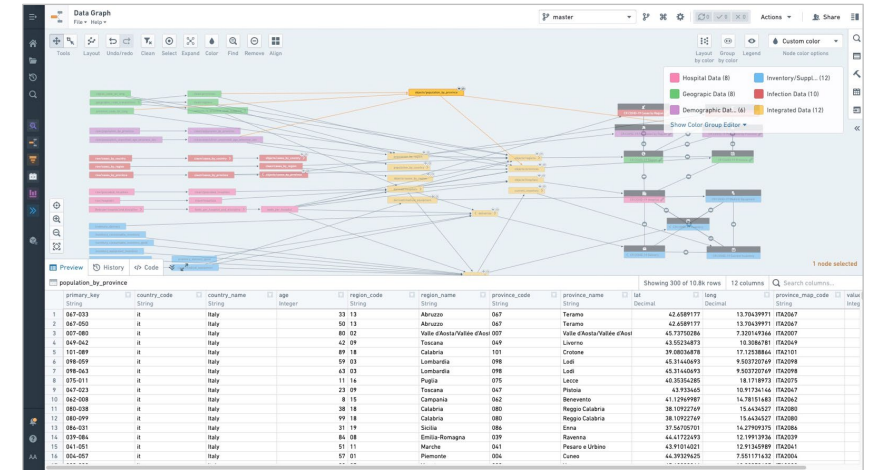


...and works with everything you may already have...



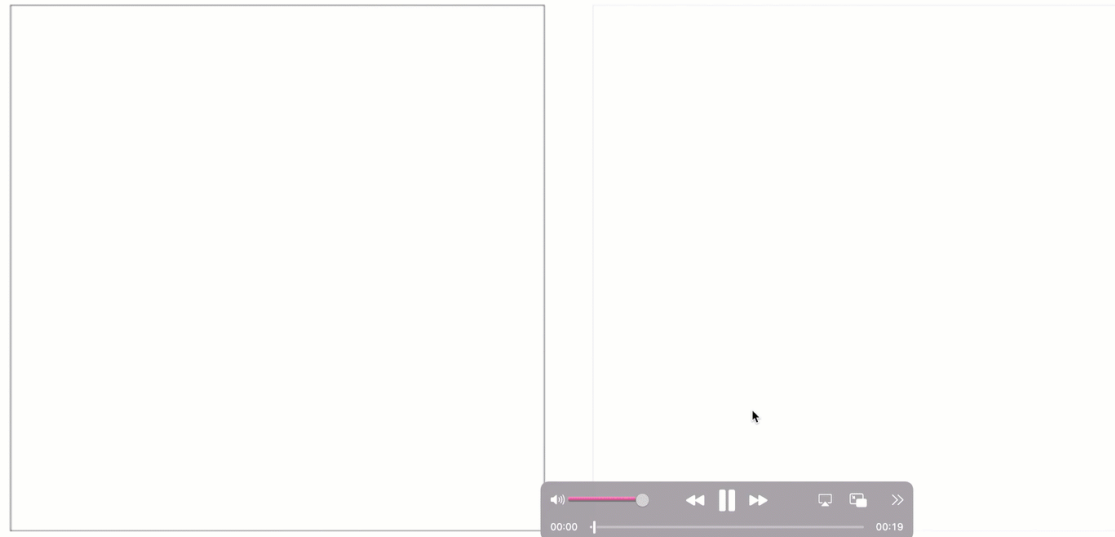
Key Differentiators

- 01 **Industry-Leading Time to Value** – We deliver out-of-the-box value and automatic connection with your data systems; when every second counts, we are the solution.
- 02 **Forward-Deployed Model** – We partner with you to ensure you get the most from our software, engaging our battle-tested key learnings to help you own outcomes.
- 03 **Focus on Operators** – Our platform can be used daily by the entire workforce – from executive leadership to analysts, supply chain managers, or factory workers.
- 04 **Data Security & Governance** – We offer industry-leading data security and are authorized for Mission Critical National Security Systems (IL5) by the U.S. Department of Defense.
- 05 **Fully-Managed Service** – We assist in managing the software and infrastructure, in any cloud or on-prem environment, so you can focus on solving business problems.



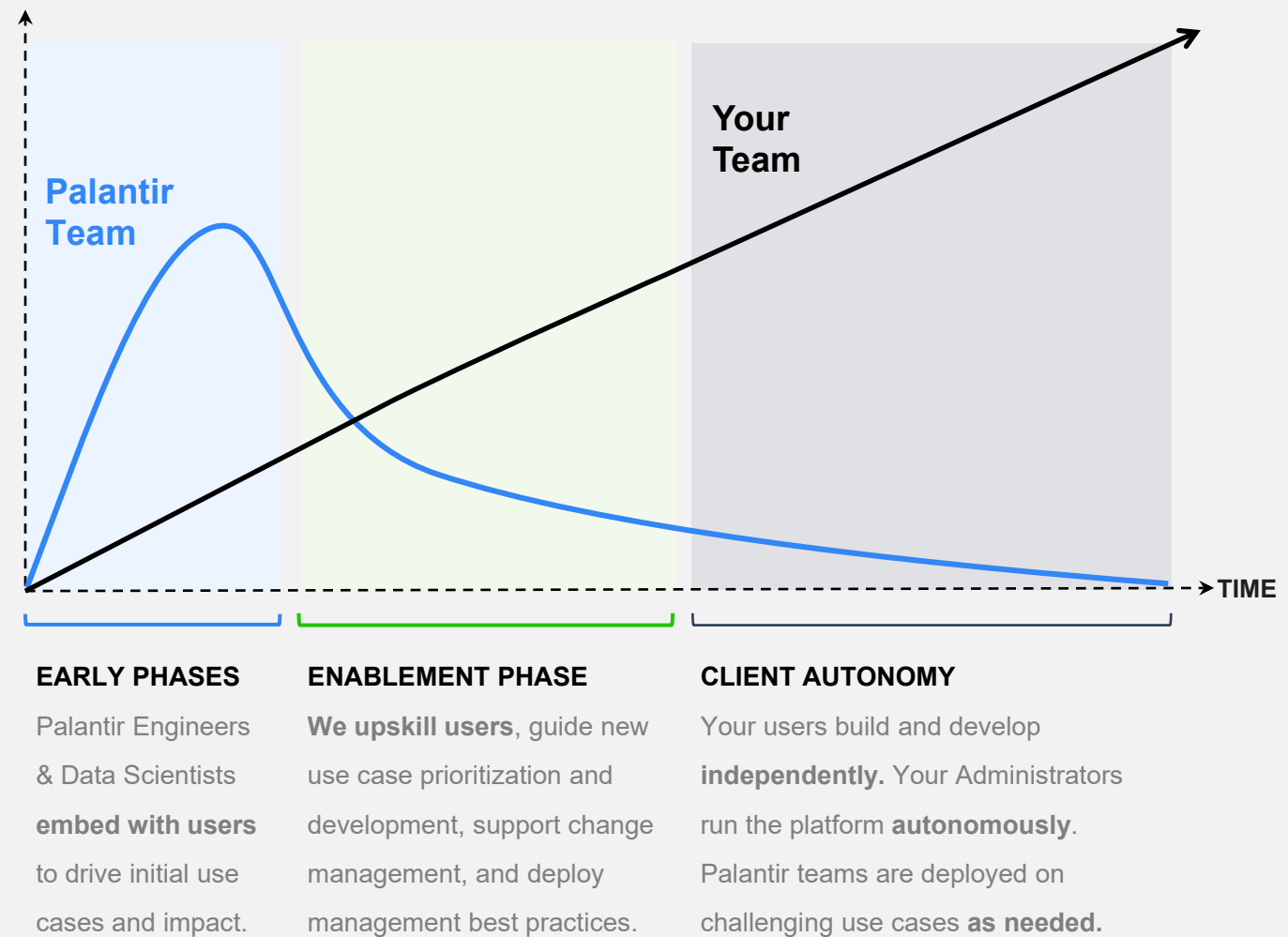
Our software is developed dynamically to address current challenges – and those that arise.

For more than a decade, we've embedded alongside our customers to build Foundry backwards, starting from the most critical operational decisions. We've encoded this tradecraft into our product.



Our model is focused on client enablement – we support ongoing delivery, adoption and ownership

- Palantir teams are focused on **guiding you towards autonomy**
- Our best engagements focus on **co-building with your technical team**
- Initial PoC ranges from **1–2 months** and **focuses on a critical business problem**



The Conventional Landscape

Assembly Line Approach

One-way linear flow of data and information

Rigid data producer / data consumer paradigm

Analytic insights address discrete challenges, but decisions are not captured; cannot fuel learning

Time-intensive and often manual data integration and model integration, for bespoke delivery

Data "assembly lines" summarize a complex reality — without levers to act or respond

DATA [+] DECISION EXHAUST

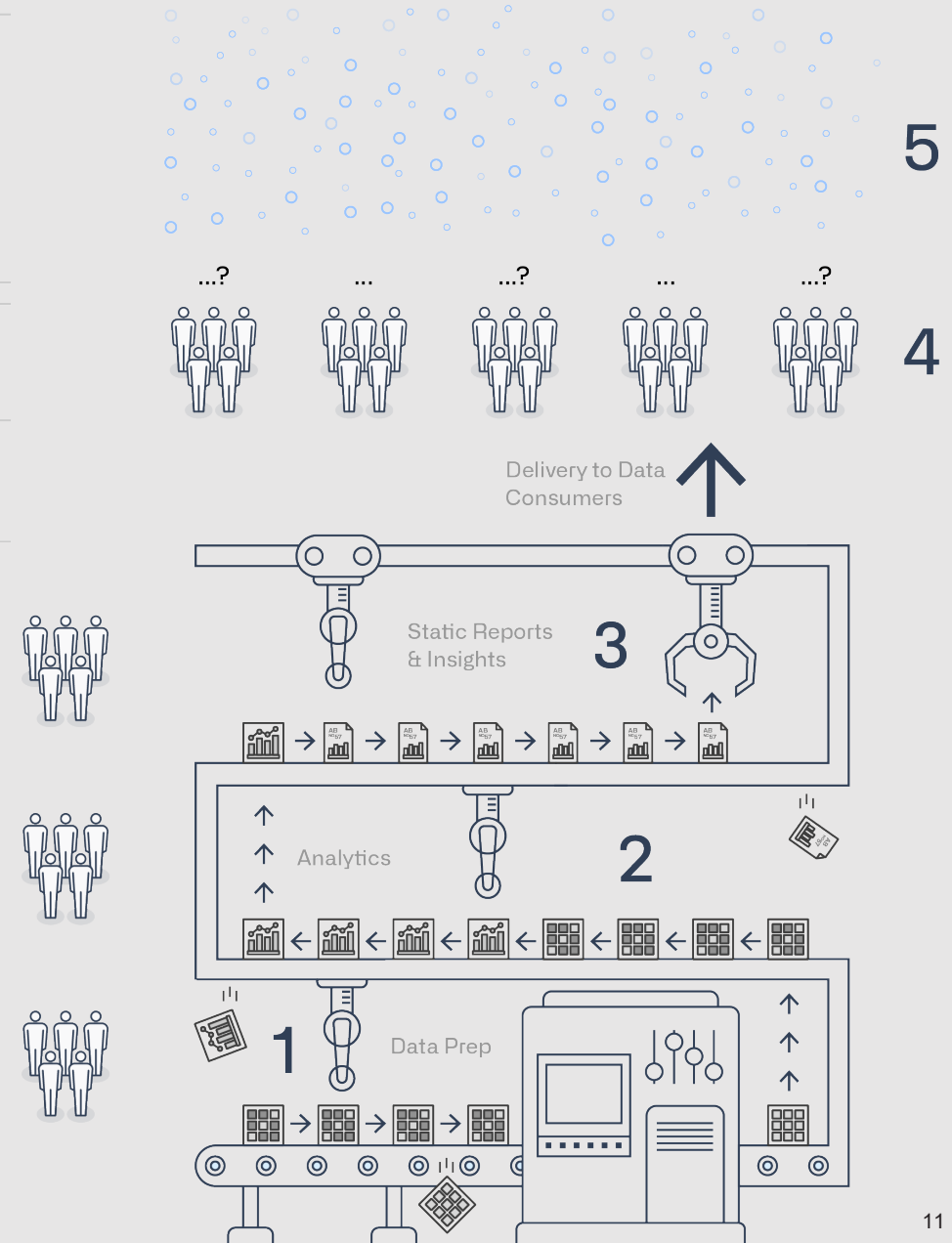
Insights, decisions, & actions are not captured.

DATA CONSUMERS

Business and Operations teams consume data via BI and point apps.

DATA PRODUCERS

Data & Analytics teams prepare data, produce insights, and generate reports.

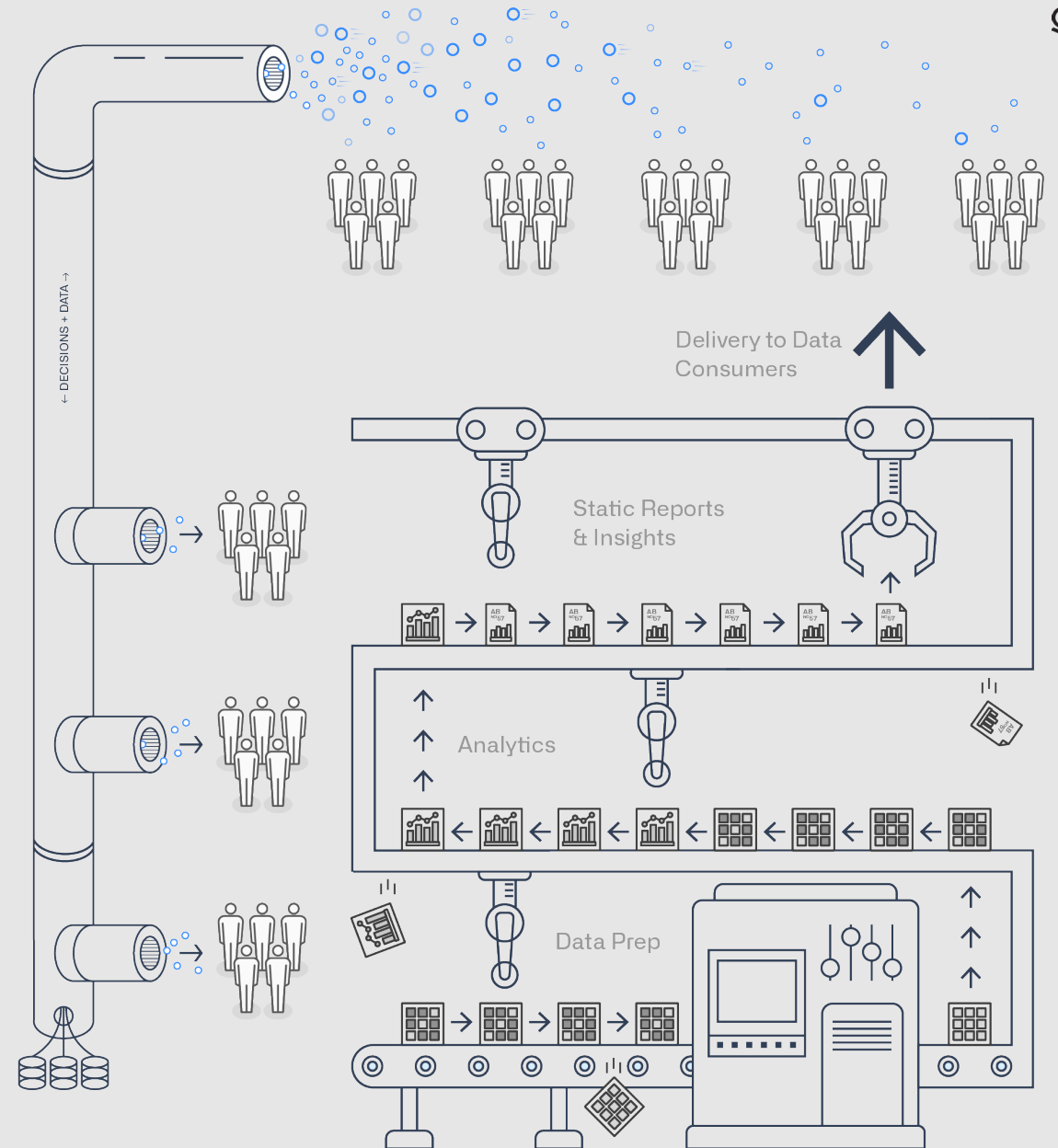


The Fundamental Question

How to close the loop between operations and analytics?

OPERATIONAL FEEDBACK LOOP

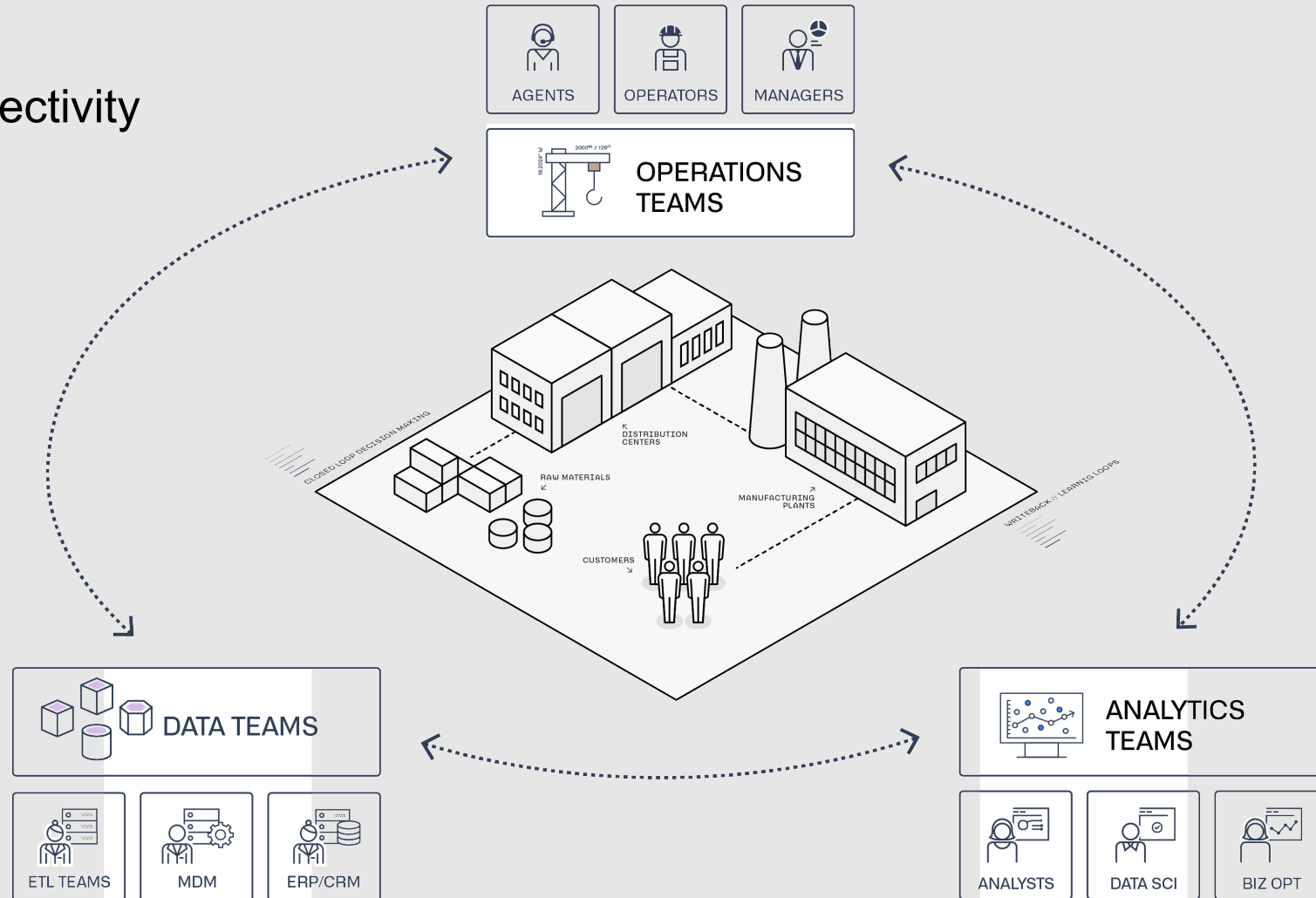
Actions, decisions, and insights are written back as new data to power models and analytics.





The Solution

Operational Connectivity



Discussion

