

Palantir Ecosystem Partners

Palantir Managed and Operational
Excellence Services

Assessment of service providers transforming
enterprise Palantir implementations

Customized report courtesy of:



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Palantir unifies operational intelligence, governed AI and enterprise decision execution

This ISG Provider Lens® study evaluates Palantir ecosystem partners supporting organizations across AI implementation, engineering services, managed services and operational excellence services globally. Enterprises are being forced to rethink how data and decision systems are structured and governed as operational complexities, requirements for security, compliance and transparency increase.

In response to this shift, Palantir has evolved from a data integration platform into a comprehensive enterprise intelligence platform that integrates data, analytics and operational workflows, enabling organizations to translate insights into decisions and actions.

Market context: key drivers accelerating enterprise adoption of Palantir platforms

In 2026, the market landscape is being reshaped by a convergence of structural shifts spanning macroeconomic conditions, accelerating AI adoption and expanding regulatory frameworks, driving increased demand for secure, data-driven and operationally resilient platforms.

Commercial sectors are orienting toward AI-led growth and workflow transformation:

ISG Research® indicates a clear shift in enterprise technology investments and highlights that budgets are increasingly shifting toward AI and its broader ecosystem. This shift reflects a growing recognition that operational intelligence is central to long-term competitiveness and requires reprioritization of technology spending toward data-driven initiatives across commercial sectors such as financial services, healthcare, manufacturing, supply chain and energy.

Palantir enables
connected intelligence
across **trusted and**
governed enterprise
environments.



Demand for sovereign and secure AI: ISG Market Lens™ Data and AI Programs Study highlights a renewed focus on data security, privacy and governance as fundamental priorities across regulated industries. As AI adoption continues to expand, concerns around data protection, integrity and control are intensifying, pushing enterprises to strengthen governance frameworks and build more secure data environments. The regulatory landscape is expanding in both scope and complexity, with governments introducing stricter frameworks around AI governance, data localization and security.

Managing operational fragmentation and AI trust in tandem: Most organizations continue to operate across highly fragmented environments characterized by disconnected data estates, siloed business functions, legacy applications and inconsistent operational processes. This fragmentation creates significant barriers to scaling AI and establishing AI trust, as models often lack access to unified, contextual and real-time operational intelligence. Concerns around hallucinations, data exposure, compliance

risks, algorithmic bias and accountability are intensifying, particularly in regulated industries and mission-critical operations. This has elevated AI trust from a technical consideration to a board-level operational priority.

Collectively, these dynamics have strengthened the relevance of Palantir as an integrated, secure and governed AI environment that aligns data with operational context and embeds compliance and auditability as core requirements.

Enterprise priorities: building operational intelligence through governed AI

CXO priorities are undergoing a fundamental shift as enterprises move beyond experimentation toward enabling enterprise-wide AI orchestration and ensuring data integrity, governance and security. Executives are repositioning AI from an experimental capability to an operational control layer, directly linking investments to decision execution, value realization and enterprise resilience.

ISG Research™ identifies six critical priorities that are shaping how enterprises operationalize AI and embed intelligence into core business workflows.

1. Establishing unified operational data environments for contextual decision-making

Enterprises seek to build connected operational data environments that bring together fragmented systems across enterprise applications such as ERP, SCM, CRM, TMS and others into a single, coherent layer capturing the interdependencies between business entities, processes and events. They require data environments that capture operational relationships and dependencies, enabling AI systems to interpret enterprise context rather than operate on isolated datasets.

2. Shift from retrospective reporting to live operational models to reduce decision latency and operational risk

Enterprises are realizing the importance of real-time responsiveness, particularly in

interconnected systems where continuous ingestion and contextualization of data are critical for synchronized and coordinated AI decisions. They are placing greater emphasis on situational awareness and responsiveness to reduce operational risk and improve resilience, reflecting a broader shift toward proactive operational management.

3. Building semantic intelligence for enterprise-wide coordination

Enterprises are recognizing the need for semantic operational models that provide a consistent interpretation of relationships across assets, suppliers, workflows, production systems and organizational structures, creating a shared operational context for connected decision-making. This enables AI systems to reason across enterprise environments and support coordinated, context-aware decision execution at scale, particularly in complex and interdependent operational ecosystems.



4. **Embedding AI into decision workflows and enterprise orchestration beyond process automation**

Process automation initiatives were primarily centered around task-level efficiencies and optimizing business processes. Enterprises are prioritizing the embedding of AI directly into mission-critical operational workflows to enable coordinated execution and decision orchestration across core business functions.

5. **Converging operational technology with enterprise intelligence environments**

Industrial and asset-intensive organizations are prioritizing the integration of operational technology environments with IT and enterprise intelligence systems to achieve end-to-end visibility and control. This requires connecting physical systems such as manufacturing equipment, sensors and infrastructure with digital platforms that manage enterprise workflows and decision processes. The convergence of these

environments could facilitate real-time monitoring, predictive maintenance and coordinated execution across both physical and digital operations.

6. **Governance, trust and sovereign AI control as a mandate**

AI governance and trust have become a foundational priority as concerns related to explainability, data exposure, regulatory compliance and unintended outcomes are increasing. Enterprises are increasingly prioritizing operational AI environments capable of supporting sovereign control requirements while maintaining deployment flexibility across public, private and hybrid clouds. Additionally, enterprises require continued compliance and monitoring to ensure that AI-driven decisions can be traced, audited and validated, particularly in regulated industries and mission-critical contexts.

Provider dynamics: Driving specialization across complex enterprise environments

Palantir ecosystem partners are undergoing a structural evolution as enterprise expectations shift from platform deployment to operational intelligence. The ecosystem is becoming increasingly broad, comprising both large global service providers and a growing set of Palantir-focused boutique partner firms.

Large providers bring multi-domain delivery capabilities and offer integrated services that span advisory, engineering and operational support, while boutique firms possess deep platform specialization, ontology-centric engineering and faster execution models, both cohorts sustaining real-time decision environments across complex enterprise systems.

I. Industrializing delivery and engineering models

Service providers have adopted the forward-deployed engineering (FDE) model and embedded engineering teams close to client operations to align with business and accelerate solution design, implementation

and value realization. They are driving the convergence of engineering, domain consulting, data architecture and operational transformation capabilities within a single delivery construct and moving away from lengthy implementation cycles toward iterative deployment approaches to continuously refine solutions based on evolving business dynamics.

II. Ontology-centric engineering and integration of an applied AI stack

Palantir implementation partners are developing ontology-led operating model design with semantic relationships across enterprise data ecosystems, including assets, processes, people, suppliers, infrastructure and operational dependencies, creating a shared and living operational model of the enterprise. They utilize applied AI technologies, including predictive analytics, prescriptive AI, computer vision, digital twins and simulations, to deliver proactive intelligence and augment enterprise decision-making.



a. Contextual AI reasoning: Providers are emphasizing AI systems to operate with contextual reasoning across interconnected enterprise environments, incorporating domain-specific rules, operational thresholds and dependency structures directly into their reasoning processes.

b. Digital twins for testing and adaptation: Providers are developing digital twin environments that extend beyond static modeling to represent continuously evolving enterprise operations. These dynamic and live representations of supply chains, production systems, infrastructure networks and enterprise workflows let users simulate disruptions, test scenarios and evaluate trade-offs before executing decisions.

III. Orchestrating decision intelligence into live enterprise environments

Service providers are addressing enterprises' pivot from knowledge AI to decision AI with AI systems that are designed to enable coordinated decision-making across distributed

environments. By integrating operational intelligence, command centers and real-time orchestrators, these systems improve enterprise-wide responsiveness and execution efficiency and directly influence real-world decisions and workflows.

a. Adaptive systems to support continuous reconfiguration: Service providers are building operational environments that are capable of dynamically adapting to changing business conditions, supply chain disruptions and regulatory requirements.

b. Integrating cross-domain intelligence across functions: Enterprises increasingly require operational intelligence environments that integrate manufacturing, supply chain, finance, customer operations and compliance workflows into unified operational ecosystems. Service providers are developing solutions that support operational convergence where workflows, AI intelligence and decisions can function cohesively across domains.

IV. Industry and functional domain specialization

Service providers are intensifying their focus on domain-specific specialization across manufacturing, supply chain, finance, fraud, risk operations, healthcare, defense, public sector and energy, leveraging their ability to embed tailored ontologies, workflows and decision frameworks within AI systems. This enables them to translate capabilities into operationally relevant, industry-specific solutions.

V. Managed AI operations and lifecycle governance

Service providers are focusing on sustaining not only the system performance but also the accuracy, reliability and effectiveness of AI-driven operations.

a. Governance and ontology lifecycle management: Service providers are focusing on embedding governance controls natively within ontology design, development and execution layers, ensuring consistency, traceability and policy adherence across the AI lifecycle. They are establishing structured

frameworks for ontology versioning, ownership and continuous refinement, defining domain-level accountability and enabling controlled evolution of semantic models.

b. Organizational readiness, change management and user adoption: Service providers are increasingly recognizing that organizational readiness and user adoption are critical determinants of long-term program success. This includes designing structured adoption frameworks, aligning workflows with user roles, training and behavioral alignment to ensure sustained use of Palantir platforms.

VI. Building sovereign and private AI environments for sensitive operations

Service providers are enhancing their capabilities for seamless orchestration of AI workloads across private and restricted settings. Their focus extends beyond infrastructure isolation to building tightly controlled execution environments where data, ontologies, models and decision workflows are



governed within well-defined security and policy controls. Service providers are also investing in capabilities to enforce data sovereignty at runtime, enabling granular control over where data is processed, how it is accessed, and how it is shared across different environments.

Outlook:

ISG foresees three transformative developments reshaping the Palantir AI implementation and operational excellence services landscape over the next 18-24 months:

- **Partner consolidation:** Consolidation across service providers that can integrate ontology engineering, real-time coordination, decision continuity and adaptability, from distressed Palantir programs that were originally started with first-generation implementation partners.
- **Governed AI and sovereign environments as differentiators:** Service providers with strong domain focus in regulated and mission-critical environments, particularly in North America and parts of Europe, are expected to lead due to their expertise in sovereign and secure AI deployments.

- **Convergence of advisory, engineering and operations into platform-centric delivery:**

Service delivery models will increasingly converge into integrated, lifecycle-oriented engagement structures, where providers are responsible not only for implementation but also for sustained operational performance, governance and value realization.

Strategic implications:

For enterprises: Operational intelligence must be institutionalized as a core execution layer. Enterprises will need to strengthen KPI metrics, embed AI within workflows, and ensure continuous alignment between business strategy and AI-led decisions to drive measurable improvements in decision execution.

For service providers/implementation partners: Competitive advantage will depend on the ability to combine ontology-centric engineering, workflow orchestration and lifecycle governance into scalable delivery models. Service providers must demonstrate the ability to deliver adaptive, context-aware systems that evolve with business needs.

For the Palantir ecosystem: Collaboration between Palantir, ecosystem partners and domain specialists will be critical to expand industry-specific capabilities, accelerate solution development and address capability gaps in areas such as simulation, governance and operational convergence.

Palantir is emerging as a strategic operational intelligence layer that enables enterprises to unify fragmented data and workflows, embed governance and drive context-aware AI execution through integrated, adaptive data-to-decision operating systems.





Provider Positioning

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	Palantir AI Implementation and Engineering Services	Palantir Managed and Operational Excellence Services
10x Partners	Product Challenger	Product Challenger
Accenture	Leader	Leader
Ainur Insights	Product Challenger	Contender
Aplos Data	Contender	Contender
Deloitte	Leader	Leader
ethicrithm	Product Challenger	Product Challenger
ForgeSight	Product Challenger	Product Challenger
Fourth Age	Rising Star ★	Rising Star ★
Foxtrot Services	Contender	Contender
Fujitsu	Product Challenger	Product Challenger





Provider Positioning

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	Palantir AI Implementation and Engineering Services	Palantir Managed and Operational Excellence Services
Launch Consulting	Contender	Not In
Lumen Technologies	Market Challenger	Market Challenger
N-iX	Product Challenger	Not In
Northslope Technologies	Leader	Not In
Proxet	Contender	Contender
PVM	Leader	Leader
PwC	Leader	Leader
Rackspace Technology	Leader	Leader
Sibyl	Product Challenger	Contender
Unit8	Leader	Leader



The study evaluates provider capabilities across the **Palantir ecosystem**, including integration of AI modeling, ontology development and operational deployment.

Palantir AI Implementation and Engineering Services

Palantir Managed and Operational Excellence Services

Simplified Illustration Source: ISG 2026

Definition

Palantir has evolved from a pioneering data platform to a leading enabler of enterprise-scale AI transformation. Built on Foundry and Artificial Intelligence Platform (AIP), it provides a unified environment for integrating, contextualizing and operationalizing AI across business and government functions. Its ontology-based architecture links data with operational decisions, while AIP enables secure, governed deployment of generative and agentic AI across complex environments.

Today, enterprises view Palantir not merely as a technology stack but as an AI operating system that unifies data, analytics and intelligent workflows. Palantir's core transformative platforms, including Foundry, Gotham, Apollo and AIP, empower enterprises to harmonize data, embed reasoning, control

and transparency into decision systems, accelerating adoption. The Palantir ecosystem now includes a fast-growing network of advisory, engineering and innovation partners that help clients design ontologies, build AI agents and deploy contextual intelligence across industries. These partnerships are reshaping how enterprises scale AI, reduce integration complexity and create measurable business value.

The ISG Provider Lens® Palantir Ecosystem Partners 2026 study evaluates how providers enable clients to realize the full value of Palantir's platforms. It analyzes partner maturity across consulting, implementation, operational excellence and innovation-led solutions, providing enterprises with the transparency and benchmarking needed to guide investment and partner selection.



Scope of the Report

This ISG Provider Lens® quadrant report covers the following two quadrants for services: Palantir AI Implementation and Engineering Services and Palantir Managed and Operational Excellence Services.

This ISG Provider Lens® study offers IT decision-makers:

- Transparency on the strengths and weaknesses of relevant providers
- A differentiated positioning of providers by segments (quadrants) on their competitive strengths and portfolio attractiveness
- Focus on the global market

Our study serves as the basis for important decision-making by covering providers' positioning, key relationships and go-to-market considerations. ISG advisors and enterprise clients also use information from these reports to evaluate their existing vendor relationships and potential engagements.

Provider Classifications

The provider position reflects the suitability of providers for a defined market segment (quadrant). Without further additions, the position always applies to all company sizes classes and industries. In case the service requirements from enterprise customers differ and the spectrum of providers operating in the local market is sufficiently wide, a further differentiation of the providers by performance is made according to the target group for products and services. In doing so, ISG either considers the industry requirements or the number of employees, as well as the corporate structures of customers and positions providers according to their focus area. As a result, ISG differentiates them, if necessary, into two client target groups that are defined as follows:

- **Midmarket:** Companies with 100 to 4,999 employees or revenues between \$20 million and \$999 million with central headquarters in the respective country, usually privately owned.

- **Large Accounts:** Multinational companies with more than 5,000 employees or revenue above \$1 billion, with activities worldwide and globally distributed decision-making structures.

The ISG Provider Lens® quadrants are created using an evaluation matrix containing four segments (Leader, Product & Market Challenger and Contender), and the providers are positioned accordingly. Each ISG Provider Lens® quadrant may include a service provider(s) which ISG believes has strong potential to move into the Leader quadrant. This type of provider can be classified as a Rising Star.

- **Number of providers in each quadrant:** ISG rates and positions the most relevant providers according to the scope of the report for each quadrant and limits the maximum of providers per quadrant to 25 (exceptions are possible).





Provider Classifications: Quadrant Key

Product Challengers offer a product and service portfolio that reflect excellent service and technology stacks. These providers and vendors deliver an unmatched broad and deep range of capabilities. They show evidence of investing to enhance their market presence and competitive strengths.

Contenders offer services and products meeting the evaluation criteria that qualifies them to be included in the IPL quadrant. These promising service providers or vendors show evidence of rapidly investing in products/ services and follow sensible market approach with a goal of becoming a Product or Market Challenger within 12 to 18 months.

Leaders have a comprehensive product and service offering, a strong market presence and established competitive position. The product portfolios and competitive strategies of Leaders are strongly positioned to win business in the markets covered by the study. The Leaders also represent innovative strength and competitive stability.

Market Challengers have a strong presence in the market and offer a significant edge over other vendors and providers based on competitive strength. Often, Market Challengers are the established and well-known vendors in the regions or vertical markets covered in the study.

★ **Rising Stars** have promising portfolios or the market experience to become a Leader, including the required roadmap and adequate focus on key market trends and customer requirements. Rising Stars also have excellent management and understanding of the local market in the studied region. These vendors and service providers give evidence of significant progress toward their goals in the last 12 months. ISG expects Rising Stars to reach the Leader quadrant within the next 12 to 24 months if they continue their delivery of above-average market impact and strength of innovation.

Not in means the service provider or vendor was not included in this quadrant. Among the possible reasons for this designation: ISG could not obtain enough information to position the company; the company does not provide the relevant service or solution as defined for each quadrant of a study; or the company did not meet the eligibility criteria for the study quadrant. Omission from the quadrant does not imply that the service provider or vendor does not offer or plan to offer this service or solution.





Palantir Managed and Operational Excellence Services

Who Should Read This Section

This report is valuable for service providers offering Palantir managed and operational excellence services globally to understand their market position and enterprises looking to evaluate these providers. In this quadrant, ISG highlights the current market positioning of these providers based on the depth of their service offerings and market presence.

The report emphasizes that managed services are becoming as critical enablers for enterprises, necessitating robust monitoring, optimization and operational governance to ensure enhanced platform reliability, performance and value realization.

Chief data officers (CDOs)

should use this report to identify partners that can sustain and optimize Palantir Foundry and AIP environments as enterprise data platforms. The report highlights providers that ensure ongoing data quality, platform reliability and governed pipelines, enabling CDOs to preserve trust in analytics, support AI and continuously operationalize decision intelligence.

Site reliability engineering (SRE) professionals

should read this report to evaluate providers that offer robust operational support for Palantir platforms. The report highlights partners with capabilities in platform monitoring, observability, reliability engineering and performance optimization, enabling SRE teams to maintain availability, proactively resolve issues and meet SLAs.

Chief information and compliance officers

should use this report to identify providers that embed security, governance and compliance into platform operations. The report outlines partners that operationalize access controls, auditability, regulatory alignment and risk mitigation, ensuring Palantir environments scale securely while meeting enterprise compliance, data protection and regulatory requirements.

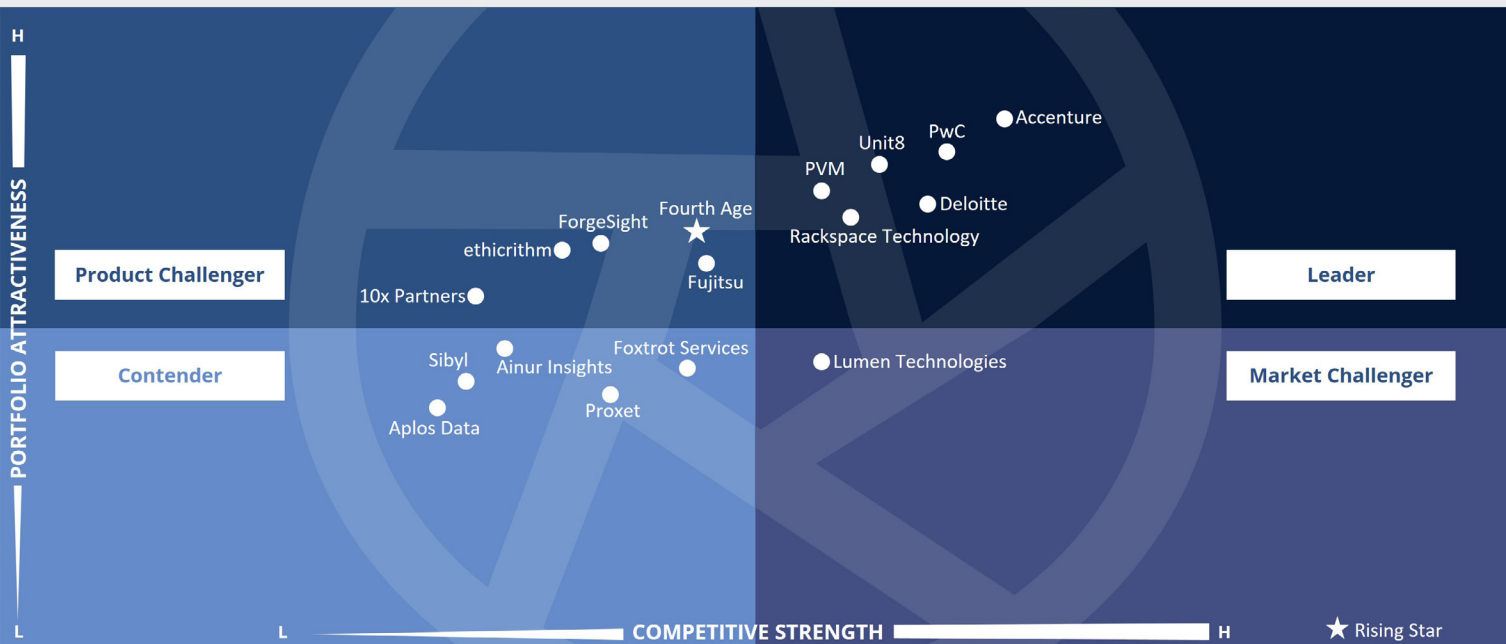
Operations professionals

should read this report to identify providers that deliver reliable, optimized and scalable managed services for Palantir environments. The report highlights partners that support day-to-day Foundry and AIP operations through monitoring, performance optimization, capacity management and incident response, enabling teams to maintain platform stability, ensure continuous availability, and support mission-critical business operations.



Palantir Ecosystem Partners
Palantir Managed and Operational Excellence Services

Global 2026



This quadrant assesses providers that **manage and evolve Palantir deployments**, focusing on lifecycle management and operational reliability across production environments to ensure **sustained performance, governance and continuous optimization of platforms**.

Gowtham Kumar Sampath and
Saravanan M S



Definition

This quadrant evaluates providers that manage Palantir environments to ensure sustained performance, security and optimization. Services include continuous monitoring, version upgrades, data-quality validation and AI lifecycle management for models running on Foundry and AIP.

Providers' managed and operational excellence services span operations monitoring, cost management, performance tuning, compliance and change management, ensuring the workload reliability, scalability and regulatory adherence. Partners maintain compliance and governance with enterprise security operations, privacy and regulatory frameworks while managing model drift and runtime stability.

Service provider offerings should include predictive maintenance, backup and recovery, and optimization dashboards that connect platform performance with business KPIs. Partners help enterprises maintain resilient Palantir operations, reduce TCO and sustain data-to-AI continuity as the platform evolves.

Eligibility Criteria

1. **End-to-end managed service operations** that are specific to Foundry/AIP operations, including incident and change management, cost optimization and performance tuning
2. Expertise in **operations automation**, including DataOps, MLOps, ModelOps, LLMOps, AgentOps and FinOps
3. Capabilities in implementing **continuous retraining and model version control** workflows
4. Service quality through defined **SLAs and SLOs**, automated monitoring and compliance dashboards
5. Expertise in **observability and reliability operations** across data pipeline reliability and ontology lifecycle management
6. **Self-healing capabilities in using automation for data issue detection, incident resolution and platform upgradation**
7. Proven experience maintaining **multi-tenant or hybrid deployments** of Foundry and AIP
8. Establishing **continuous improvement programs** such as post-incident reviews, root cause analysis (RCA) themes and quarterly improvement plans



Palantir Managed and Operational Excellence Services

Observations

This quadrant reflects the strategic importance of integrated service constructs to ensure operational continuity, reliability and governance of Palantir platforms. Service providers are shaping managed services as a distinct layer focused on platform stability, unified governance, cost discipline, and continuously optimizing Foundry and AIP applications in production. Their integrated operational model combines platform monitoring, data pipeline management, model lifecycle oversight and governance controls, emphasizing standardization and outcome-driven excellence services.

Service providers are pivoting from reactive support toward proactive performance management by embedding observability and monitoring frameworks, early-warning mechanisms, automated alerting systems and model performance tracking directly into operational workflows. They are orienting their focus toward the continuous evolution of workflows and ontologies, with structured oversight, versioning and compliance

checkpoints embedded into day-to-day operations. This signals growing emphasis on enterprise governance constructs, specifically around data quality, security, access controls, auditability and regulatory compliance.

Service providers differentiate through operating models that balance scale with control, embedding standardized runbooks, governance frameworks and optimization practices directly into Palantir operations. Partnerships with Palantir increasingly align around shared operational standards, observability patterns and repeatable lifecycle management approaches, reinforcing a shared focus on long-term platform resilience, operational confidence and sustained AI value realization.

From the 41 companies assessed for this study, 17 qualified for this quadrant, with six being Leaders and one a Rising Star.

accenture

Accenture sustains post-deployment Palantir environments through a phased lifecycle approach, enabling organizations to transition seamlessly from implementation to steady-state operations and continuous enhancement.

Deloitte.

Deloitte's sustained focus on operational excellence through structured governance, lifecycle management and continuous optimization frameworks ensures Foundry and AIP environments remain reliable, performance-driven and compliant.

PVM

PVM sustains Palantir environments with embedded operational support and controls built for government and mission environments, keeping Foundry, Gotham, AIP and Apollo environments stable, usable and ready to scale.

pwc

PwC's multi-pod delivery model and emphasis on operational management, data quality and cost optimization enable commercial enterprises to run reliable, compliant and scalable Palantir platforms.

rackspace technology.

Rackspace Technology's approach to managed services ensures platform reliability, controlled upgrades, observability and strengthens controls over compliance, infrastructure efficiency and operational risk.

Unit8

Unit8 ensures reliable and scalable Palantir operations through lifecycle management, security and continuous improvement mechanisms tailored for regulated industries.



Palantir Managed and Operational Excellence Services



Fourth Age (Rising Star) sustains Palantir environments through a combination of embedded support, release discipline, monitoring and knowledge-driven operational assistance tied closely to live Foundry deployments.





"PwC's managed services enable enterprises to run Foundry and AIP environments with confidence, ensuring platform reliability and aligning performance optimization, security and operational adaptation to evolving business needs."

Gowtham Kumar Sampath and Saravanan M S

Overview

PwC is headquartered in London, U.K. It has more than 364,000 employees across 136 countries. In FY25, the company generated \$57.0 billion in revenue. PwC is one of Palantir's earliest and most embedded consulting partners, with a footprint across the U.S., the U.K., Italy, India and the Middle East. It supports enterprises from initial deployment through sustained performance and governance, including continuous monitoring, data quality validation, controlled upgrades and AI lifecycle management. Leveraging deep experience running large-scale Foundry environments, PwC helps clients maintain reliability and optimize performance and cost.

Strengths

Continuous platform monitoring: PwC delivers operational oversight for Palantir environments through continuous monitoring of pipelines, orchestration and performance indicators. It leverages Foundry's native observability and custom controls to identify bottlenecks, failures and degradation early, reducing downtime and protecting downstream AI workflows from cascading issues.

Security, compliance and controlled access operations: PwC embeds security and compliance controls into day-to-day Palantir operations, managing access and audit logging. Its governance and controls framework supports data protection and regulatory adherence, particularly in environments handling sensitive financial,

operational or personal data, aligned with local and global requirements.

Adherence to data quality and governance:

PwC's enterprise-grade data quality management applies automated checks across ingestion, transformation and consumption layers and deploys AI-driven self-healing mechanisms to remediate common data issues. This emphasis is critical in regulated sectors where accuracy, lineage and auditability are mandatory.

Caution

PwC can further deepen its Palantir run-state model by instituting more formal service structures for governance-led administration, controlled access oversight and continuity management in high-compliance environments.





Appendix

The ISG Provider Lens® 2026 – Palantir Ecosystem Partners study analyzes the relevant providers in the global market, based on a multi-phased research and analysis process, and positions these providers based on the ISG Research methodology.

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The research and analysis presented in this report includes research from the ISG Provider Lens® program, ongoing ISG Research programs, interviews with ISG advisors, briefings with service providers and analysis of publicly available market information from multiple sources. The data collected for this report represent information that ISG believes to be current as of July 2026 for providers that actively participated and for providers that did not. ISG recognizes that many mergers and acquisitions may have occurred since then, but this report does not reflect these changes.

All revenue references are in U.S. dollars (\$) unless noted otherwise.

The study was conducted in the following steps:

1. Definition of Palantir Ecosystem Partners market
2. Use of questionnaire-based surveys of service providers/ vendor across all trend topics
3. Interactive discussions with service providers/vendors on capabilities and use cases
4. Leverage ISG's internal databases and advisor knowledge & experience (wherever applicable)
5. Detailed analysis and evaluation of services and service documentation based on the facts & figures received from providers and other sources.
6. Use of the following key evaluation criteria:
 - * Strategy and vision
 - * Innovation
 - * Brand awareness and presence in the market
 - * Sales and partner landscape
 - * Breadth and depth of portfolio of services offered
 - * Technology advancements



Author and Editor Biographies



Lead Analyst

Gowtham Kumar Sampath
Assistant Director and Principal Analyst

Gowtham Sampath is an Assistant Director and Principal Analyst at ISG Research, where he leads research on Data and Artificial Intelligence-driven transformation and the evolution of intelligence ecosystems. He is accountable for ISG Provider Lens® quadrant reports in the Data and AI domain, including Advanced Analytics and AI Services, Generative AI Services and Agentic AI Services. He also contributes to niche AI ecosystem studies

ecosystem studies covering platform-centric providers such as Palantir, Databricks and other AI infrastructure enablers. Gowtham's research focuses on tracking AI market shifts, provider strategy evolution and the challenges of operationalizing intelligent systems. His role includes supporting enterprise-facing advisors with research insights on AI adoption, scalability and innovation maturity across industries.



Lead Analyst

Saravanan M S
Senior Lead Analyst

Saravanan M S is a Senior Lead Analyst at ISG Research, with over 10 years of experience across research and consulting roles. He specializes in market intelligence, competitive benchmarking and provider ecosystem analysis with a strong focus on AI-led transformation, data modernization and ecosystem-driven innovation, shaping perspectives on emerging AI paradigms.

He authors ISG provider lens® reports on advanced analytics & AI services and AI-industry intersection reports for retail, CPG, supply chain, life sciences

and healthcare. Saravanan contributes to thought leadership initiatives through whitepapers, articles and capability reports across the data, analytics and AI spectrum, helping organizations translate emerging technologies into actionable strategies.

In his previous role, Saravanan has led several research and consulting engagements, delivering opportunity-identification frameworks and strategic insights to clients.



Author and Editor Biographies

Study Sponsor



Namratha Dharshan
Chief Business Leader

As a Chief Business Leader at ISG, Namratha Dharshan spearheads the BPO, AI and Analytics arm of the ISG Provider Lens® program, contributing to more than 20 reports. Under the aegis of this program, where she heads a team of analysts, Namratha manages the delivery of research findings on service provider intelligence. As a part of her role in the Senior Leadership Council, Namratha is the designated representative of the ISG India Research team, comprising more than 100 dynamic research professionals. In addition, Namratha is a speaker in ISG's flagship quarterly call, ISG Index™.

As a principal industry analyst and thought leader, Namratha is well recognized for her contributions to service provider intelligence and her understanding of the customer experience landscape, particularly the area of contact center services. She has also authored reports on other horizontal service lines such as finance and accounting and penned vertical focused reports for insurance.

IPL Product Owner



Jan Erik Aase
Partner and Global Head – ISG Provider Lens®/ISG Research

Mr. Aase brings extensive experience in the implementation and research of service integration and management of both IT and business processes. With over 35 years of experience, he is highly skilled at analyzing vendor governance trends and methodologies, identifying inefficiencies in current processes, and advising the industry.

Jan Erik has experience on all four sides of the sourcing and vendor governance lifecycle - as a client, an industry analyst, a service provider and an advisor. Now as a partner and global head of ISG Provider Lens®, he is very well positioned to assess and report on the state of the industry and make recommendations for both enterprises and service provider clients.



Provider Lens®

The ISG Provider Lens® Quadrant research series is the only service provider evaluation of its kind to combine empirical, data-driven research and market analysis with the real-world experience and observations of ISG's global advisory team. Enterprises will find a wealth of detailed data and market analysis to help guide their selection of appropriate sourcing partners. ISG advisors use the reports to validate their own market knowledge and make recommendations to ISG's enterprise clients. The research currently covers providers offering their services across multiple geographies globally.

For more information about ISG Provider Lens® research, please visit this [webpage](#).

Research™

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The firm, founded in 2006, is known for its proprietary market data, in-depth knowledge of provider ecosystems, and the expertise of its 1,600 professionals worldwide working together to help clients maximize the value of their technology investments.

For more information, visit isg-one.com.





JULY, 2026

REPORT: PALANTIR ECOSYSTEM PARTNERS