

LexiPoint vs Palantir

Why they validate our market — and why we're not competing for the same buyer.

THE BOTTOM LINE

Palantir is not our competitor — they're our validation. Every headline about "government efficiency through AI" primes our buyer for the exact problem LexiPoint solves — just at the program level, not the enterprise level.

TWO COMPANIES. TWO "ONTOLOGIES." TWO DIFFERENT LAYERS.

Palantir Foundry / AIP Data Integration Ontology	LexiPoint Policy Logic Ontology
Maps raw datasets (databases, APIs, sensors) into objects and links so analysts can reason across siloed data. Horizontal infrastructure — doesn't know whether data is benefits, supply chain, or battlefield.	Encodes actual regulatory rules — eligibility criteria, thresholds, conditions, dependencies — that determine whether a specific person is approved or denied. Purpose-built for government decisioning.

HEAD-TO-HEAD COMPARISON

	Palantir	LexiPoint
What it maps	Data objects, properties, relationships across enterprise	Regulatory rules, conditions, thresholds for specific programs
Core question	"What data do we have and how is it connected?"	"Why was this person approved or denied — and what if we move a rule?"
Buyer	CIO, CDO, Defense procurement	Program directors, policy leads, agency leadership
Deal size	\$5M-\$50M+ multi-year enterprise contracts	5-6 figure program-level, scaling with adoption
Time to value	6-18 months with Accenture-scale integrators	Weeks. API-first, sits between existing systems.
Sweet spot	DoD, IC, large federal agencies	State & local HHS, regulatory, licensing, benefits

HOW TO POSITION IN CONVERSATION

- "Palantir proved the market believes gov needs an intelligence layer between data and decisions. We built one purpose-made for regulatory decisioning."
- "Palantir connects data. LexiPoint reasons over policy. An agency can run both — they're complementary layers."
- "Every DOGE headline about efficiency through AI primes our buyer for the problem we solve — at a price point that works for state and local, not just the Pentagon."

LexiPoint captures the program-level layer they'll never build. \$970M+ in Palantir contracts validates the market.