



Palantir Delivery Partner

Service Definition Document

G-Cloud 15

Status: Definitive

Security Commercial – In Confidence

Version no.1/0

THINKING
BEYOND
LIMITATIONS

We're Kainos

Formed in 1986, we set about finding the best people to tackle the most difficult digital work. We fostered a culture where people truly care for each other and the world around them.

Our reputation for software engineering and problem-solving was quickly established, and our customers started to view us more as their colleagues

We're much bigger now, helping organisations across the globe to navigate change in more ways than ever. But some things never change, like our commitment to our people, delighting our customers, and our technical ability

Some say we're leading a quiet revolution in digital, but if you ask us, we're just doing our bit to make the world a little bit better.



3,132 amazing
people



13 consecutive
years of growth



40 years
of innovation



£382m revenue
(FY2024)



13 locations
globally



FTSE 250 listed
tech company



Our core expertise

The digital revolution is already happening. We're leading from the front to help our clients **seize every digital opportunity** and be future-ready.



Cloud



Business Applications



Data and AI



Managed services



Engineering



Service and
experience design



Workday services
and products

- Test
- Audit
- Shield
- Deployment
- Optimisation
- Spark & Grow

Palantir Delivery Partner

Enterprise-scale Palantir delivery for organisations adopting Foundry and AIP as core data platforms. We provide end-to-end design, engineering, and governance to embed Palantir across programmes such as NHS FDP and MOD DDAP, delivering trusted analytics, ontologies, and AI-enabled decision support at scale.

Features

1. End-to-end Palantir Foundry and AIP programme delivery
2. Enterprise ontology design aligned to operational and analytical needs
3. Scalable delivery teams with delivery and programme management
4. Integration with enterprise systems and production environments
5. Structured assurance, testing, and release management
6. Secure delivery for government, defence, and regulated sectors
7. Governance models for sustained Palantir adoption
8. Access to security-cleared resources meeting SC and DV requirements
9. NHS Federated Data Platform experience (FDP)
10. MOD Digital Data Analytics Platform delivery experience (DDAP)

Benefits

1. Scale Palantir from pilots to enterprise-wide capability
2. Reduce delivery risk through proven governance and assurance
3. Embed Palantir into core business operations
4. Improve return on investment from Palantir platforms
5. Enable consistent, trusted analytics across the organisation
6. Support complex integrations and production deployments
7. Build confidence among stakeholders and users
8. Establish sustainable delivery cadence and operating model
9. Align data, analytics, and AI to strategic business priorities
10. Create a foundation for long-term managed Palantir services

Palantir Delivery Partner

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The Palantir Delivery Partner service supports organisations that are adopting Palantir Foundry or AIP as a strategic, enterprise-wide data and AI platform. It is designed for buyers who are moving beyond pilots and proofs of concept and need a trusted partner to help scale delivery, embed governance, and realise sustained value from their investment.

This service provides end-to-end delivery capability across the full Palantir lifecycle. It covers discovery, design, engineering, integration, testing, and transition into live operations. Engagements are typically multi-phase and may span months or years, reflecting the complexity and importance of the programmes involved. The service is well suited to national and mission-critical initiatives such as the NHS Federated Data Platform and the Ministry of Defence Digital Data Analytics Platform.

Delivery is led by experienced programme and delivery managers working alongside Palantir engineers, data specialists, and client teams. This structure ensures that technical delivery is aligned with organisational priorities, governance requirements, and operational realities. Teams are scaled appropriately to meet demand and may include specialists in data engineering, ontology design, analytics, application development, security, and testing.

A core focus of the Palantir Delivery Partner service is production readiness. Solutions are designed and implemented to operate reliably within enterprise environments, integrating with existing systems, data sources, and security controls. This includes establishing robust deployment pipelines, testing strategies, and release management processes that meet public sector and regulated industry expectations.

Ontology design is a central element of the service. We work with business and technical stakeholders to create shared data models that reflect real-world entities, processes,

and relationships. These ontologies underpin analytics, applications, and AI use cases, enabling consistent decision-making and reducing duplication across teams and programmes.

Governance and assurance are embedded throughout delivery. The service includes structured approaches to risk management, quality assurance, and benefits tracking. This helps buyers maintain oversight, demonstrate progress, and ensure that outcomes remain aligned to strategic objectives. Where required, the service supports compliance with organisational, regulatory, and security standards.

The Palantir Delivery Partner service is collaborative by design. We work closely with Palantir and client teams, complementing Palantir's software expertise with delivery capability, sector experience, and programme discipline. The service does not involve reselling Palantir licences; buyers contract directly with Palantir for software, while we focus on delivery, enablement, and integration.

Over time, the service helps organisations establish a repeatable cadence for delivering value from Palantir. This includes prioritising use cases, managing demand, and transitioning from initial delivery into longer-term operating models such as centres of enablement or managed services. The aim is to reduce dependency on ad-hoc delivery and create a sustainable approach to data and AI innovation.

In summary, Palantir Delivery Partner is a structured, scalable service for organisations that want to make Palantir a core part of how they operate. It provides the delivery capability, governance, and assurance needed to move confidently from early adoption to enterprise-scale impact.



Where we are

The Americas

Buenos Aires
Indianapolis
Nova Scotia
Toronto

UK and Ireland

London
Birmingham
Belfast
Derry
Dublin

Central Europe

Gdansk
Helsinki
Paris
Wommelgem

What makes us stand out



Our people



True collaboration



Innovation



Digital know-how



Common goals



Trust



Digital Services

We are **engineers**, specialists. We **overcome big challenges** for our clients, through delivery of **intelligent** digital services that use the best in **talent and technology**.





55 million UK citizens

positively impacted by
services we've delivered



892 customers



13 locations

And growing



99% of customers

rate our service as good,
great or excellent



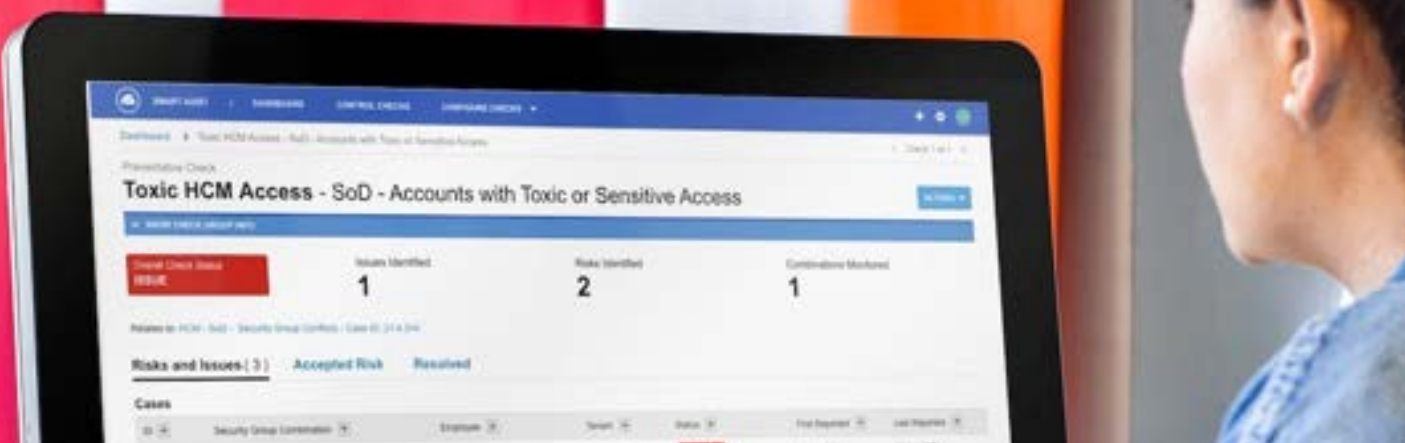
Key partners

Working closely with
Microsoft and AWS to
deliver results



Award-winning

90+ industry awards



Workday

Kainos is a Workday **phase one prime status partner** in all European, North American and Asia Pacific markets. We have worked with many public and private sector customers of various sizes and scale in over **40 countries worldwide**.



Partner Since 2011

We are the only certified Workday Services, Technology and Extend partner globally.



Workday Services

Full range provider from pre-deployment consulting, implementation and support.



650+ Customers

We have deployed to over 650 customers and are a proud Workday customer also, using HCM, Financials, Recruitment, Planning and PSA to run our business.



Workday Public Sector

We have worked with many UK Public Sector customers with their initial deployment, post-deployment support and adoption of new modules.



Kainos Smart

Our product is deployed to 500+ customers globally saving them 1000s of testing hours.



900+ Consultants

Hold over 2,700+ Workday certifications covering all areas of the platform.

65 million

citizens positively impacted
by services **built by Kainos**
for the UK Government



Every driver & every car on the road
Every piece of work to fix roads
Every court case & every prisoner
Every home helped with help-to-buy
Every passport & renewal application
Every COVID test sent out
Every COVID test result
Every user of the NHS App

Every voter registered
Every company opened & closed
Every UK civil servant trained
Every piece of produce grown in the UK
Every thing imported & exported to the EU
Every benefit fraud prevented
Every body's pension details

Our Social Values and commitment to HM Government strategy



Education & Capability Building

We empower people through technical and behavioral learning programs, academies, and outreach projects, fostering skills development and inspiring future technology leaders across communities and organisations.

Social Responsibility

Tackling workforce inequality and ensuring equal access to technical and vocational education, through our Academies, Camps and Earn as you Learn schemes.

Innovation & Future Readiness

Driving continuous improvement through technology

Health, Wellbeing & Accessibility

We support colleagues' physical, emotional, and career wellbeing through initiatives, guidance, and inclusive design, ensuring equal access, experiences, and compliance for all users with diverse needs.

Climate Action & Sustainability

With a comprehensive sustainability strategy underway, we will be a Carbon Net Zero company by 2030.

Equality, Diversity & Inclusion

Maximising service experience for citizens and civil servants by delivering projects with diverse teams, underpinned by our BAME, LGBTQIA+ and female communities.



The Code of Ethics

We are guided by our 6 ethical principles.



Wellbeing

We protect the wellbeing of our staff, customers and communities.



Equality

We improve access and inclusion and minimise bias.



Transparency

Our decisions are traceable and accountable.



Integrity

We hold ourselves and others to ethical standards.



Environment

We act responsibly towards the Earth and its resources.



Initiative

We take initiative to deliver social value and positive impacts.

BCDR and Exit Plan

Business Continuity and Disaster Recovery (BCDR)

A Business Continuity Plan can be provided if required. This shall set out the arrangements to be invoked in the event of an actual or perceived threat to business continuity, to ensure continued operation of the system and continuity of the services provided by Kainos pursuant to the Prime Agreement and shall include: the alternative processes, options and responsibilities that may be adopted in the event of a failure or disruption to the system and/or services provided by Kainos pursuant to the Prime Agreement; and the steps to be taken by Kainos upon resumption of the system and services provided by Kainos pursuant to the Prime Agreement in order to address any prevailing effect of the failure or disruption including a root cause analysis of the failure or disruption.

Exit Plan

An Exit Plan can be provided if required to detail the steps that would be carried out to ensure smooth transition of Kainos services to a new supplier. The steps outlined in the Exit Plan will help mitigate against any disruption to the service during the transition period. It is assumed that any new supplier will themselves have a procedure they wish to follow during the transition period, and as such the steps in this Exit Plan will serve as a checklist for the new supplier to ensure all key areas of the transition have been covered. The Exit Plan will therefore be subject to refinement should it be exercised.

Commercial Statement

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All information provided prior to execution of a contract is provided 'as is' and 'subject to contract' without warranty of any kind.

This document does not constitute an offer from Kainos. In the event that the parties elect to work together, they will only be contractually bound to each other upon signature of a contract.

Corporate information

"Kainos" is the trading name of the Kainos group of companies, further information on which can be found here: <https://www.kainos.com/corporate-information/>.

Kainos Software Limited/ Kainos WorkSmart Limited, will be the contracting entity under this tender / for the provision of the service and may be assisted from time to time by other Kainos group companies.

Freedom of information

Kainos considers that the following information provided in this document is exempt from disclosure under the Freedom of Information Act 2000 (FOI):

The CVs of staff qualify under the "Personal Information Exemption (s.40)" of the Freedom of Information Act and are exempt from disclosure under the Data Protection Act 1998. The Period for which this information should be confidential is the lifetime of the Data Subject.

Rate and pricing information is confidential and commercially sensitive and covered by the 'Commercial Interests' exemption (s.43) of the FOI, as the release of this information is likely to prejudice the commercial interests of Kainos and is likely to adversely affect its (and the Customer's) future negotiating position. The period that this information should be confidential for should be 5 years.