

# Mission Intelligence Dossier

Palantir Technologies

Denver, CO (Global HQ)

**Prepared for:** Johnny Silverhand

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## Executive Summary

Johnny Silverhand (Robert John Linder) represents a high-conviction 'Force Multiplier' for Palantir's mission-critical defense operations. His history as a decorated combat veteran and a globally influential cultural figure aligns with Alexander Karp's 'Ethical Perimeter' and the company's 100% mission-motivated culture. His expertise in tactical sabotage and high-stakes corporate infiltration provide an unparalleled 'Attack Vector' for Palantir's expansion into AI-defined battlefield systems.

### I. Local Mission Portfolio

- **TITAN Ground Stations:** Prime Contractor for the U.S. Army's \$178.4M program. Delivered the first two AI-defined battlefield intelligence prototypes in March 2025, with full delivery of 10 units (JLTV and FMTV variants) expected by 2026 [2].
- **Project Maven Delivery:** Managing a \$480M contract (extending through 2029) to expand Maven Smart System AI access across all U.S. military services, facilitating high-fidelity sensor-to-shooter targeting [3].
- **Denver HQ Hub:** Central operational base for financial reporting and AIP delivery. Located at Financial House, 205 N. Detroit St. in Cherry Creek as of late 2025 [6].

### 2. Enterprise Business Intelligence

- **ESA Consolidation:** Secured a landmark 10-year, \$10 Billion Enterprise Service Agreement with the Army in August 2025, consolidating 75 separate prime and sub-contracts into a single strategic vehicle [1].
- **2026 Growth Projection:** Forecasting revenue of \$7.18B - \$7.20B (+61% YoY), driven by a 115% surge in U.S. commercial sales and dominant government platform adoption [4].
- **Vantage Continuity:** Extended the Army Vantage partnership with a \$400.7M deal through 2028, currently serving over 100,000 active users [5].

### 3. People, Culture & Strategic Context

- **Ethical Perimeter:** CEO Alex Karp maintains a staunch defense of Western democratic values, refusing to work with authoritarian regimes and prioritizing the 'intention of those who wield software' [11].
- **Forward Deployed Model:** Pioneered by Shyam Sankar (Employee #13), this model embeds engineers directly with clients to solve 'hard problems' where victory is the only acceptable outcome [12].
- **Mission Motivation:** Employees cite the mission-first culture as the primary retention driver, with leadership viewing support for the U.S. military as a non-negotiable obligation [8].

### 4. Technical Stack DNA

- **The Ontology:** A live digital twin architecture consisting of Semantic (conceptual models), Kinetic (data transforms/ETL), and Dynamic (user interaction) layers [7].
- **Apollo secure delivery:** Proprietary DevOps platform for multi-domain orchestration, managing over 300 microservices across secure and cloud-disconnected air-gapped environments [9].
- **AI FDE Roadmap:** Emerging focus on 'AI Forward Deployed Engineers' capable of autonomous ontology editing and application debugging [9].

## 5. Strategic Fit & Attack Vectors

- **Ethical Alignment:** Johnny's history of exposing wartime corruption (SINS of Your Brothers) matches Karp's stance on individual integrity and ethical software deployment.
- **Tactical Infiltration:** His expertise in Arasaka-scale infiltration serves as a direct analog for Red Team security validation of Army data systems.

## 6. Funding Cliff & Risk Analysis

- **ESA Buffer:** The \$10B Army ESA provides a massive buffer, though mandatory 18-24 month innovations assessments represent the primary innovation gate [10].

## 7. Organizational Hierarchy (Triage)

- **Leadership Flatness:** Alexander Karp (CEO), Stephen Cohen (President), and Shyam Sankar (CTO/COO) lead a flat model where titles are primarily external.

## 8. Ecosystem & Partner Map

- **Anduril Consortium:** Strategic AI teaming agreement with Anduril to merge Lattice and AIP capabilities for battlefield data processing.

## Interview Reconnaissance

Leverage the 'disillusioned veteran' narrative as an ultimate act of mission loyalty. Focus on rapport with Sankar's FDE model, emphasizing combat-zone hardware/software integration and the ability to win in 'bad times.'

## Sources & Citations

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