

“In my mind, the critical difference is that we are actually deploying existing software products to achieve the customer’s outcomes,” says Dyon, a Delta who works in our Abu Dhabi office. “A Delta does significantly more engineering and technical work than a consultant,” adds G.M., who works in São Paulo. Being a Delta “requires a degree of technical experience that is rare to see in consulting work.”

Several of the Deltas I spoke to also mentioned that they often contribute code back to the core product. “If what’s standing between a Business Development team and a successful outcome is a missing feature, capability, or bug fix in one of our platforms, it may make sense for them to spend time doing it,” says Ian, a Washington D.C.-based Dev who previously worked as a Delta, adding that it’s “important that they coordinate with the product team.” “Larger feature requests need to be validated against their roadmap and incorporated into it,” says Elisa. “As you’re developing your feature, you’ll be in constant communication with the team to ask them questions on the code, or to have them validate or review your changes.”

With these definitions in mind, let’s dive into some more reflections from my colleagues on what it’s like to be a Dev or Delta at Palantir.

### **What does the day-to-day of your role look like?**

#### **Dev**

Ian (Washington D.C.): “Right now, I’m working on a pilot-stage capability for the Gotham platform, so my day-to-day feels like being a developer at a small startup. I’m working hand in hand with a team that’s piloting this capability with a customer to build out new features at a rapid cadence, while still making good decisions for the future of this young product.”

Helen (New York): “As the lead for back-end development on my team, I spend a few hours a week prioritizing, planning, and tracking work across the various work streams in my product. I meet with customer-facing teams to discuss their highest-priority product requests and determine how they fit into our roadmap. I write code and review my teammates’ code and perform support duties, like answering questions in Slack, debugging, and responding to support tickets.”

#### **Delta**

G.M. (São Paulo): “My ‘day-to-day’ changes month-to-month, which is a cool feature of my role! Some weeks, I spend most of my time developing and reviewing my team’s code, like a typical Software Engineer. Other weeks, I spend most of my time scoping the future of a project with a client, or working with users to make sure the things we’ve built meet their needs. The variations in the demands of my role make it exciting.”

Dyon (Abu Dhabi): “Most weeks, I spend a couple of days working at the customer premises, some of that time in meetings with technical or business stakeholders and the rest of the time monitoring, debugging, deploying, or configuring our software for that customer. Back in the office, I spend some time writing minor code changes, reviewing pull requests, and researching/planning customer solutions. The remainder of my time is spent communicating via email or VTC with our internal support and product development teams, and with my direct reports who are based in a number of remote offices.”