

# The Summit Cognitive Pilot

*Pilot One-Pager*

PILOT PROGRAM OVERVIEW — 90-DAY ENGAGEMENT DESIGN

## WHAT A PILOT IS

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A Summit Cognitive pilot is a 90-day structured engagement in which the platform is deployed in your environment, configured to your data and analytical use case, and evaluated against three success metrics agreed before day one. The pilot is designed to produce an undeniable result — a closed investigation, a mapped network, a decision made with confidence that was not previously available — that becomes the reference case for a longer engagement.

## WHAT A PILOT IS NOT

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A pilot is not a proof of concept in which Summit Cognitive installs software and asks you to explore it. It is not a vendor evaluation in which you assess features against a requirements checklist. It is not a commitment to purchase. It is an agreed experiment with defined success criteria, a defined timeline, and a defined exit if the results do not justify continuation. Every term is established before day one.

## PILOT STRUCTURE

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### Days 1–14 **Discovery & Configuration**

Joint working session to define the analytical problem, map existing data sources, configure the entity schema to your ontology, and establish the three success metrics. Platform deployed in your environment (on-premise or approved cloud). Seed data loaded and initial graph constructed.

### Days 15–45 **Active Investigation**

Analysts use the platform on live or recent-historical cases. Summit Cognitive provides technical support and configuration refinement. Weekly check-in to review findings, surface friction, and adjust. AI Copilot, temporal analysis, and explainability features in active use. Hypothesis layer active for simulation scenarios.

### Days 46–75 **Deepening & Benchmarking**

Platform used on increasingly complex cases. Formal benchmarking against baseline: analyst time-to-first-insight, accuracy on synthetic ground-truth queries, and system reliability. Edge cases and integration points identified and addressed.

### Days 76–90 **Assessment & Decision**

Results documented against the three agreed success metrics. Joint assessment session. If metrics are met: conversion conversation begins on commercial terms, support model, and long-term roadmap. If metrics are not met: engagement closes, no further obligation.

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## TERMS

### **Data sovereignty**

Your data never leaves your environment. Summit Cognitive deploys on-premise or in your approved cloud enclave. No external data transfer, no cloud telemetry on your data.

<b>Success metrics</b>	Three metrics defined jointly before day one. Typical metrics: analyst time-to-first-insight on a representative case type; accuracy on a synthetic ground-truth dataset; system reliability over the pilot period.
<b>No-risk exit</b>	If the agreed metrics are not met at day 90, the engagement closes with no commercial obligation. No retroactive pricing, no lock-in.
<b>IP &amp; confidentiality</b>	All data, cases, and findings remain yours. Summit Cognitive has no rights to use pilot data for any purpose, including platform training.
<b>Team</b>	Summit Cognitive provides a dedicated technical contact throughout the pilot. Escalation path defined before day one.

## IDEAL PILOT PARTNER PROFILE

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- Active analytical problem — an investigation, a threat, a network, or a program that is currently being worked manually or inadequately
- Willingness to measure — a team that will track actual analyst time and accuracy, not just impressions
- Data available — at least one structured data source and one unstructured source relevant to the problem
- Technical contact — one person with authority to approve deployment in the target environment
- Decision authority — a sponsor who can approve a commercial engagement if the metrics are met