

# Summit Cognitive vs. the Incumbents

Competitive Brief

COMPETITIVE POSITIONING BRIEF — HONEST AND SPECIFIC

This is not a marketing document. The incumbents built real tools that solved real problems. What follows is an honest assessment of where they stop and where Summit Cognitive starts.

## THE SHORT VERSION

*Palantir, Maltego, and i2 were built for the 2003 information environment. They require human analysts to manually construct what AI can now surface in seconds. Summit Cognitive is not a better version of those tools. It is a different layer of the stack entirely.*

## PALANTIR GOTHAM / AIP

### What Palantir does well

Enterprise data integration at scale. Government and defense relationship depth. Program delivery infrastructure. AIP is a genuine attempt to bolt AI onto the existing platform.

### Where it stops

Palantir requires Palantir — their forward-deployed engineers, their ontology framework, their pricing model (\$10M+ enterprise contracts). It is not analyst-accessible without significant institutional commitment. AIP is LLM-on-top-of-existing-architecture, not natively AI-reasoning at the graph layer. Explainability — the "why" behind an inference — is not a core product property. The hypothesis/confirmed separation does not exist at the data layer.

### Summit's position

Summit is deployable in days, not months. No forward-deployed engineers. Pilot pricing accessible to MSSP, mid-market, and program-level buyers. Explainability and hypothesis segregation are architectural properties, not features. Summit is not competing with Palantir's existing enterprise accounts — it is the platform for the organizations Palantir cannot or will not serve.

## MALTEGO

### What Maltego does well

OSINT investigation workflow. Transform library for data enrichment. Analyst-accessible pricing. Strong community and transform ecosystem.

### Where it stops

Maltego is a manual pivoting tool. Every connection requires an analyst to initiate a transform. It has no AI reasoning layer, no natural language Copilot, no hypothesis simulation, no temporal reconstruction, no audit trail suitable for legal or regulatory environments. It does not scale beyond individual analyst workstations. It is a reconnaissance tool, not an analysis platform.

### Summit's position

Summit is what Maltego analysts wish they had after they've mapped a network manually and realized the picture they needed was already in the data. Summit surfaces the connections, explains them, and projects what happens next. STIX 2.1 compatibility means Summit can ingest data that Maltego has already enriched.

## i2 ANALYST'S NOTEBOOK (IBM)

### What i2 does well

Battle-tested in law enforcement and intelligence environments globally. Audit trails understood by legal and regulatory bodies. Known and trusted brand.

### Where it stops

i2 is fundamentally a manual link-charting application with a Windows desktop client. It has no AI layer, no natural language interface, no graph database at scale, no simulation capability, no API-accessible architecture. It is the 1995 mental model of intelligence analysis in a 2026 threat environment.

### Summit's position

Summit is the platform i2 analysts move to when their caseload exceeds what manual link charting can manage. The why-paths explainability layer produces outputs that are as legally defensible as i2's manual charts — and produces them automatically.

## FEATURE COMPARISON

Capability	Summit Cognitive	Palantir	Maltego	i2
AI Copilot / NLQ	<b>Native GraphRAG</b>	AIP (bolt-on)	None	None
Explainability (why-paths)	<b>Architectural</b>	Partial	None	None
Hypothesis layer (segregated)	<b>Yes — data layer</b>	No	No	No
Temporal reconstruction	<b>Bitemporal + UI slider</b>	Partial	No	Manual
On-premise / air-gap	<b>Yes — full support</b>	Complex	Yes	Yes
STIX 2.1 native	<b>Yes</b>	Partial	Via transforms	No
Immutable audit trail	<b>Yes — chain hash</b>	Yes	No	Partial
Pilot accessibility	<b>Days, \$25K–\$75K</b>	Months, \$1M+	Weeks, \$10K+	Weeks, \$15K+
Multi-tenant / MSSP	<b>Native</b>	Enterprise only	No	No