

KNOWLEDGE GRID

PARTNER BRIEF

Partner with Knowledge Grid

Deliver advanced detection, analytics, and AI-ready security data — without building the infrastructure yourself.

The opportunity

Your customers want advanced anomaly detection, high-signal analytics, and AI-ready security data. Knowledge Grid lets you deliver those capabilities — expanding your services and revenue without the cost and complexity of building the underlying platform, data science, or infrastructure yourself.

Why partner with Knowledge Grid

Knowledge Grid provides the platform, data science expertise, and delivery support. You bring the customer relationship. Together, that turns advanced security data capabilities into new service revenue.

New Recurring Revenue

Add advanced analytics, anomaly detection, and AI-ready data services to your portfolio — without building the underlying platform yourself.

High-Value Client Lock-In

Deepen client relationships through high-value, “sticky” service offerings that are cutting-edge and non-commoditized.

Minimal Technical Burden

Knowledge Grid provides the technical depth, data science expertise, solution design, and delivery support needed to win and serve customers.

Low-Friction Selling

Shorten sales cycles with expert go-to-market backing and collaborative co-selling into customer accounts.

Two complementary partner tracks

Knowledge Grid supports two partner motions. Choose the one that fits how you go to market — or, as many managed-service partners do, engage across both.

TRACK

1

Security Services Channel Partners

Best for resellers, VARs, security partners, and solution providers adding advanced services to their portfolio.

Resell or deliver Knowledge Grid’s **Unsupervised Anomaly Detection** and **Data Analytics** services to your end customers. Add high-value, differentiated security capabilities to what you already sell — with Knowledge Grid providing the data science and delivery support behind them.

TRACK

2

Platform & Ecosystem Partners

Best for strategic partners embedding, bundling, or co-selling AI-ready data capabilities.

Embed, integrate, or co-sell around the **Cognitive Data Platform** within a broader ecosystem where partners enhance each other’s solutions — spanning AI shadow-detection, agentic SOC platforms, and cybersecurity platform vendors.

Managed-service partners: both tracks at once

MSPs, MSSPs, and MDR providers often engage across both tracks. They embed the Cognitive Data Platform into their own managed offering — frequently under their own brand — and deliver Unsupervised Anomaly Detection and Data Analytics to their customers as part of the services they sell. The result: a differentiated, AI-ready managed service they can bring to market quickly, with Knowledge Grid providing the underlying platform and data science depth.

Deliver it under your brand

Bring advanced detection and analytics to your customers as part of your own managed service — while Knowledge Grid handles the platform, data science, and delivery support behind the scenes.

Ecosystem examples

Within the Platform & Ecosystem track, partners integrate Knowledge Grid to enhance their own solutions. Representative examples include:

AI shadow discovery & detection — integrating with AI threat-detection providers to discover, structure, and analyze enterprise AI usage signals — enabling continuous detection of shadow AI activity, policy drift, and risky agent or application behavior.

AI agent workflow applications — eliminating the data bottleneck for agentic SOC platforms by delivering structured, high-context knowledge that enables faster, more accurate agent-driven analysis.

Cybersecurity platform vendors — enabling security platforms with richer data context, faster AI-driven analysis, and integrated data science capabilities for more accurate and scalable security outcomes.

Why build on Knowledge Grid

Delivering AI-ready security data means solving a hard problem: transforming fragmented, ambiguous telemetry into reliable, machine-usable knowledge. Knowledge Grid's approach rests on a mathematical foundation — Rough Set Theory and granular computing — developed through more than a decade of peer-reviewed research. Partnering means you inherit that foundation and its data science depth, **rather than spending years and significant cost trying to build it yourself.**

Explore what a partnership could look like.

Start a conversation: solutions@knowledgegrid.com • www.knowledgegrid.com