



IntelWatchtower

IntelWatchtower gives intelligence and security teams one accountable picture, from collection requirement to released report.

PARTNER
CHEAT SHEET
INTELWATCHTOWER.COM

All-source fusion

Collection tasking

Cyber triage

Case files

Classified by default

WHAT IT IS

An all-source intelligence platform: collection, fusion, cyber triage, cases and reporting in one workspace, with classification and audit built in.

30-SECOND PITCH

Intelligence teams glue five tools together by hand and lose the source trail. IntelWatchtower runs the whole cycle in one place, from collection requirement to released report, with confidence and classification on every record.

PROBLEM WE SOLVE

- Five tools, no single intelligence picture
- Provenance lost between source and briefing
- Briefings stale before anyone reads them
- Classification and audit bolted on late

VALUE PROPOSITION

- Whole cycle in one data model
- Confidence and source trail on every record
- Cyber alerts inside the intelligence picture
- Published pricing from a free tier

IDEAL CUSTOMER

Analyst cells, security operations centres, investigation units and fusion teams of five to two hundred

Not a fit: Single-discipline buyers wanting one best-of-breed specialist tool

WHO YOU ARE TALKING TO

Intelligence director — Can you prove the provenance?

Security operations lead — Alerts with entity context attached

Collection manager — Which requirements were actually answered?

Investigator — Chain of custody without spreadsheets

TOP USE CASES

- Task collection against a stated requirement
- Fuse multi-source reporting onto one entity
- Triage alerts and escalate into cases
- Run an operation as one mission
- Draft, review and release intelligence reports

CAPABILITIES

- Source registry
- Collection tasking
- Feed health
- Entity fusion
- Confidence grading
- Threat indicators
- Alert triage
- Investigation cases
- Mission operations
- Report release

PRICING

Free \$0
Starter \$99/mo or \$79/mo annual
Growth \$399/mo or \$319/mo annual
Business \$999/mo or \$799/mo annual
Enterprise from \$12/seat/mo list; \$9/seat/mo annual floor at 250+ seats
Free tier; Starter \$99/mo; Enterprise from \$12/seat/mo

COMPETITIVE LANDSCAPE

Palantir Gotham — Same breadth, published price, no procurement cycle

Recorded Future — All-source, not cyber only
IBM i2 — Cloud-delivered, live feeds, native collection

ThreatConnect — Missions, classification and a tasking loop

WHY US

- Collection requirements and tasking are real records
- Classification and confidence on every record
- Cyber indicators share the entity model
- One workspace, one identity, one audit trail

PROOF & CREDIBILITY

- Free tier a prospect can verify
- Access checked before every operation
- Published quotas, prices and capability status

DEMO

Free tier sign-up, or book a guided walkthrough on the call link

TALKING POINTS

- Requirement to released report, one thread
- Uncertainty is recorded, not implied
- Governance enforced in the data model
- Analysts stop re-keying between tools

OBJECTION HANDLING

"No customers we can call"

True. The free tier lets them verify it themselves.

"Why not Palantir?"

Same cycle, published price, live in days not quarters.

"Are you FedRAMP authorised?"

No, and we say so. Labels are metadata, not accreditation.

DISCOVERY QUESTIONS

- How many tools does one assessment cross?
- Can you trace a claim to source?
- Who tracks whether requirements got answered?
- Where does cyber alert context come from?
- What will your next audit ask for?

SPOT A GOOD OPPORTUNITY

- Analysts re-keying between several tools
- Audit or oversight review coming
- Stale briefing decks built nightly
- Cyber and physical risk overlapping
- Wants one best-of-breed specialist tool
- Requires FedRAMP or government accreditation

HOW TO INTRODUCE US

"You should talk to IntelWatchtower. They run the whole intelligence cycle in one workspace."

LEAD HANDOFF

Email vignesh@burdenoff.com with the team, their tools, the trigger and timing.

PARTNER COMMERCIALS

10 to 15% of first-year net subscription; register the deal first.

USEFUL LINKS

IntelWatchtower website

intelwatchtower.com

The product app intelwatchtower.com

Pricing intelwatchtower.com/pricing

Use cases intelwatchtower.com/use-cases

Competitive comparisons

intelwatchtower.com/vs

TALK TO US

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