

# 7 Things to Look for in an AI Partner

Investing in artificial intelligence is a big decision, with a lot of factors to consider. According to a recent (2025) study done by MIT, organizations that form strategic partnerships for AI adoption are twice as successful as those who go it alone.

*Here's what to look for when evaluating an AI partner.*

## 1. A True Partner, Not Just a Vendor:

One of the reasons so many AI ventures fail is because companies adopt it without a clear set of goals in mind. The right vendor will partner with you not only to help you define those goals, but also address your security, compliance, and data quality concerns.

### Look for a partner that:

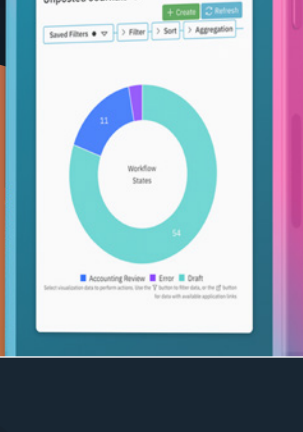
- Listens to your challenges and goals

- Provides a clear roadmap for adoption and integration

- Offers ongoing support as you scale

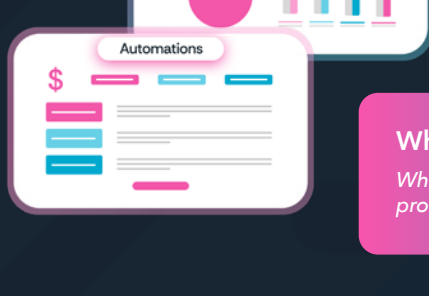
### Why?

*A “set it and forget it” approach to AI is a fast pass to failure. Look for a partner committed to your long-term success.*



## 2. Agentic Capabilities:

Agentic AI is the most efficient way to scale up your workforce without adding headcount. Agents are always-on digital team members that analyze data, follow up on anomalies, and execute end-to-end workflows based on your natural language prompts.



### True Agentic AI can:

- Perform multi-step workflows autonomously
- Act on relevant events based on context and past events
- Learn preferences and anticipate needs for future processes

### Why?

*While traditional AI tools can increase productivity, only agentic AI can take action.*

## 3. Enterprise-Grade Architecture:

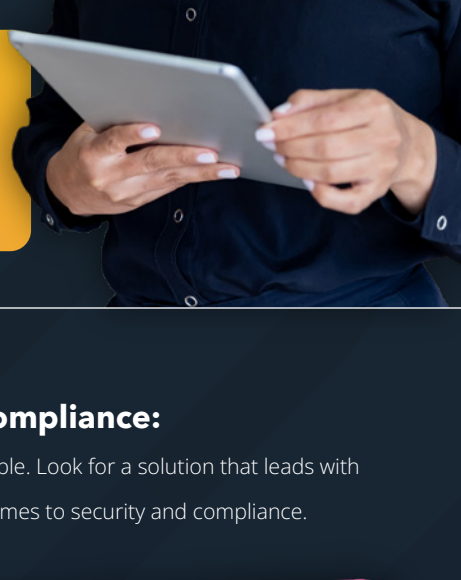
Your business is your livelihood—functionality is mission-critical. AI shouldn't be an afterthought; it should be built into the foundation of your enterprise.

### An AI-powered platform:

- Handles high-volume, complex workloads
- Seamlessly integrates with your existing tech stack
- Scales as your business grows

### Why?

*You can't afford disruption due to an unreliable tech stack. You need a single, unified solution designed to work as hard as you do.*



## 4. Built-in Security and Compliance:

When it comes to AI, trust is non-negotiable. Look for a solution that leads with enterprise-level best practices when it comes to security and compliance.

### Security-first features include:

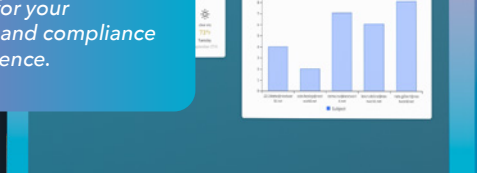
- Rigorous quality assurance processes

- Controlled, onshore data storage

- Third-party SOC Compliance

### Why?

*Data privacy is table stakes for your enterprise. Reliable security and compliance reduce risk and build confidence.*



## 5. A Future-Proof Promise:

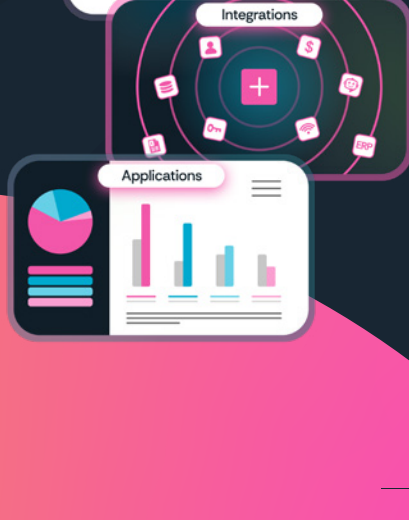
The pace of technology churn is exhausting. Stop suffering through costly disruptions and broken upgrades.

### A perpetually modern platform promises:

- Continuous improvements, automatically delivered
- No forced migrations
- No more point solutions or tech debt

### Why?

*AI capabilities are constantly advancing. A future-proof solution means you always have the latest AI functionality.*



## 6. Proven Experience:

Many AI tools stem from entrepreneurs hoping to piggy-back on the latest trends. Look for a solution built by industry leaders who have experience navigating the evolving tech landscape and the complexities of enterprise software.

### Industry expertise looks like:

- A deep understanding of the complexities of enterprise software
- Experience navigating the evolving tech landscape
- Proven customer satisfaction and stakeholder trust



### Why?

*Established expertise lends to credibility, accelerates trust, and reduces risk.*

## 7. Room to Grow:

The ways and extent to which you use AI will inevitably change. Your AI solution should support that change.

### A partner that supports growth:

- Has simple, straightforward pricing
- Doesn't penalize your success with user-based fees
- Scales AI adoption across the enterprise

### Why?

*Predictable costs make it easier to budget for growth and expand AI initiatives.*

