

EXECUTIVE BRIEFING · 2026

Building *Defensible* Moats in the AI Era

A briefing on platforms, ecosystems, and value capture.

For boards, investors, and technology leaders evaluating platform and ecosystem strategy.

THESIS

In markets shaped by AI, fragmented systems, and accelerating security risk, *durable advantage no longer comes from isolated products*. It comes from platforms that coordinate ecosystems, convert context into action, and make the enterprise more adaptive over time.

“The next moat is not a product. It is a platform that compounds data, trust, and execution.”

№ I THE STRATEGIC SHIFT

The enterprise is entering a new operating model. AI is multiplying the speed of analysis and action, but it is also exposing the limits of fragmented systems, disconnected workflows, and unreliable context.

The companies that win will not simply add AI to existing products. They will build platforms that organize context, coordinate human and machine work, and make trust operational across the enterprise.

№ II THREE PRINCIPLES

No. 01

Products become durable when they become *platforms*.

No. 02

Platforms become powerful when they organize *ecosystems*.

No. 03

Ecosystems become *moats* when they compound data, trust, and execution.

PROOF POINTS · SELECTED WORK

Proof Points

№ III OPERATOR PERSPECTIVE

John Pritchard is CEO of Radiant Logic, a B2B cybersecurity company focused on identity security and Zero Trust. His work sits at the intersection of enterprise software strategy, AI-enabled security, and ecosystem value capture. His career spans military intelligence, enterprise software leadership, and doctoral research on how firms create and capture value in open innovation ecosystems.

№ IV SELECTED WORK

- 01 IDENTIVERSE · MAIN STAGE KEYNOTE

Ready Player Two: Why Multiplayer AI Beats Going Solo in Identity Security

A keynote on why identity security requires coordinated human and AI systems.

youtube.com/watch?v=zYsERVrQHUU

KEYNOTE
- 02 FORBES TECHNOLOGY COUNCIL

Multiplayer AI: The New Operating Model for Identity Security

An article on human-AI collaboration as the next operating model for identity security.

forbes.com/.../multiplayer-ai-identity-security

ARTICLE
- 03 ACADEMY OF MANAGEMENT PROCEEDINGS

You Have to Play to Win: Inside the Black Box of Creating and Capturing Value in Open Innovation

Research on value creation and capture in open innovation ecosystems.

journals.aom.org/doi/10.5465/AMPROC.2024.13366abstract

RESEARCH
- 04 DOCTORAL DISSERTATION · UNIVERSITY OF DENVER · 2024

You Have to Play to Win: Value Capture in Open Innovation

Full dissertation on value capture in open innovation.

digitalcommons.du.edu/etd/3346

DISSERTATION

THE BOARD-LEVEL QUESTION

For boards, operators, and technology leaders, the question is no longer whether AI will reshape the enterprise. It is who will own the context, coordination, and trust layer that makes AI useful — and who will be left renting it.

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