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Databricks and Anthropic Partner for Enterprise AI Agents

Mike Leone, Practice Director and Principal Analyst

Abstract: Databricks and Anthropic's landmark partnership delivers Anthropic's cutting-edge Claude models directly into the Databricks Data Intelligence Platform, empowering enterprises to build and deploy secure, high-performing AI agents on their own data. This directly addresses a critical market challenge around security, governance, and integration, accelerating the adoption of enterprise-class AI solutions across numerous industries.

The Imperative for Secure, Scalable AI

The integration of large language models (LLMs) into existing enterprise data stacks is no longer a futuristic concept; it's a present-day imperative. Organizations aren't simply experimenting with generative AI; they're deeply invested. According to research from Enterprise Strategy Group, now part of Omdia, 64% of organizations plan to make significant investments in generative AI in the next 12 months.¹ And they're demanding AI that understands their unique business context and integrates seamlessly into their existing infrastructure. The discussion is about far more than model performance; the focus has shifted to reliable deployment and management of sophisticated models within secure, governed environments. This is especially true for high-stakes applications, where 72% of organizations prioritize built-in capabilities for their generative AI strategies. And this demand is fueling a significant increase in collaboration between AI model providers and data management platform providers.

With the increased pressure to leverage AI agents, organizations are ready to jump in, but they face significant challenges in building and deploying them effectively. Organizations struggle with ensuring security, accuracy, and access control over their proprietary data, and require systems that can efficiently handle large, complex data sets. Building custom AI agents requires specialized expertise, substantial resources, and effective strategies for mitigating risks. And then comes the ROI skeptics, which add delays and prevent these projects from ever getting into production. These challenges collectively are already affecting businesses, from increased project costs (41%) to lengthy rework (30%). A robust solution must not only deliver advanced reasoning capabilities but must also address these critical concerns end-to-end, mitigating risks and optimizing performance.

Enterprises need a unified platform that seamlessly integrates AI models that deliver advanced reasoning with their existing data infrastructure. Organizations are prioritizing partners that offer end-to-end solutions, integrating seamlessly with existing infrastructure while ensuring responsible AI development. And they desire access to

Key Highlights

- 91% of organizations reported that working with partners has enabled them to see value from generative AI faster than expected.
- The Databricks-Anthropic partnership provides native integration of Anthropic's Claude models directly into the Databricks Data Intelligence Platform, marrying advanced reasoning capabilities with enterprise data in a secure, governed platform.
- The timely collaboration empowers organizations to build secure, data-driven AI agents with confidence by addressing critical challenges around data governance, access control, and model deployment.

¹ Source: Enterprise Strategy Group Research Report, [Navigating the Generative AI Partner and Alliance Landscape](#), November 2024. All research presented in this brief are taken from this research report.

Market Insight



The leading reason to work with partners in support of generative AI initiatives, as cited by 49% of organizations, is to gain access to cutting-edge technologies and innovations.

cutting-edge technologies, as cited by 49% of organizations, with a strong emphasis on time to value. The good news is when an organization finds the right partners, success is likely to follow. Ninety-one percent of organizations agreed that working with partners has enabled them to see value from generative AI faster than expected.

Powering AI Agents With Databricks and Anthropic

Databricks, a leader in data and AI, and Anthropic, a prominent AI research and safety company, have announced a five-year strategic partnership that brings Anthropic's cutting-edge Claude models directly to the Databricks Data Intelligence Platform. This collaboration makes Anthropic's latest model, Claude 3.7 Sonnet—a hybrid reasoning model—available to Databricks' extensive customer base across all the major cloud platforms.

The integration is native and is available via SQL queries and model endpoints, offering key advantages for customers, including the ability to build and deploy secure, domain-specific AI agents that leverage their enterprise data through retrieval-augmented generation. Between Databricks' Mosaic AI and Unity Catalog, which provide tools to build domain-specific AI agents with robust and unified data and AI governance, and Claude's advanced reasoning capabilities to enable complex workflows, this offers significant advantages, including simplified integration, reduced costs through eliminating data replication, and enhanced security and control. Through this unified approach, customers gain confidence in their ability to build, deploy, and govern AI agents securely and responsibly, ensuring that ethical considerations are met throughout the development and deployment lifecycle.

Analyst Insight

The Databricks-Anthropic partnership is significant, not only because it addresses all of the aforementioned challenges organizations face in building and deploying AI agents, but also because it provides an easy path to solve the complex integration of powerful LLMs with enterprise data without sacrificing governance and security. This isn't just about providing access to a top-tier model within the Databricks Data Intelligence Platform, though that's an obvious benefit; it's about creating a complete ecosystem that simplifies the entire AI lifecycle. And while several partnerships exist between model providers and infrastructure providers in the market today, including some proprietary ones, there is potential for this partnership to shape a new standard blueprint that customers expect. What will set this apart is not just its technical capabilities but its focus on responsible AI and data governance. This focus, driven by deep expertise from both partners, could be a significant differentiator in a market increasingly concerned with the ethical implications of AI and ensuring greater levels of trust.

This move positions Databricks strongly against competitors by offering a comprehensive solution that combines a powerful data platform with advanced AI models and integrated governance. This is the ideal path for organizations hoping to unlock the true potential of their data. Going forward, the success of this partnership will depend on ongoing innovation across both companies. Of course, there will be continuous development and refinement of both Claude models and the Databricks platform, but future enhancements, like specialized models tailored to specific industries, improved tools for explainability and interpretability, and even more sophisticated governance features to address the evolving regulatory landscape, will be welcome additions to the overall story.

By focusing on robust security, transparent governance, and seamless integration, the Databricks and Anthropic partnership provides a step forward for the adoption of agentic AI in the enterprise. Organizations seeking to unlock the power of their data and build secure, effective AI agents should explore solutions promised by the partnership that address the full lifecycle of AI development, deployment, and governance.



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 contact@esg-global.com
 www.esg-global.com