Enterprise AI Vendor Scorecard (Extract)

AI Vendor Navigator™ – Sample (Illustrative)

September 05, 2025

Executive Summary

Purpose: Provide an enterprise-ready, reusable framework to compare AI vendors across Technical Performance, Governance & Compliance, Ethics & Risk, and Business Fit.

- **OpenAI** excels in technical quality and scalability; consider additional diligence on compliance and responsible AI.
- **Anthropic** leads on safety and responsible AI; strong compliance posture with growing enterprise maturity.
- **Cohere** stands out on compliance, deployment flexibility, and business fit; strong integration options.

How to Read This Scorecard

- Scoring scale: 1 (poor) to 5 (excellent); decimals indicate fine-grained distinctions.
- Weights: Technical 30%, Business 20%, Governance & Compliance 25%, Ethics & Risk 25%.
- Methodology: Scores are illustrative and align with the AI Vendor Navigator™ framework.

Assessment Pillars
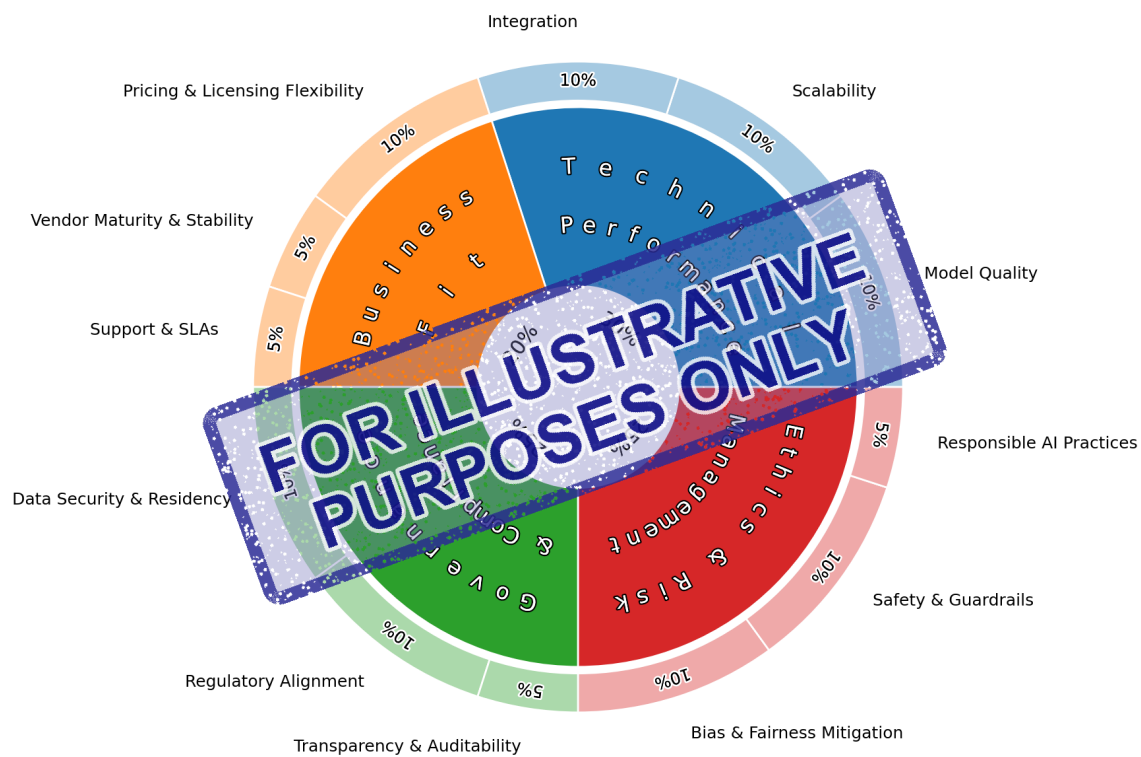
Scores Against Assessment Pillars (Averages)

Pillar	OpenAI	Anthropic	Cohere
Business Fit	3.60	3.50	4.10
Ethics & Risk Management	3.03	4.63	4.07
Governance & Compliance	3.10	4.17	4.67
Technical Performance	4.63	4.27	4.33

Detailed Criteria & Scores

Pillar / Criteria	Weight	Vendor	Score
Technical – Model Quality	10%	OpenAI	4.9
		Anthropic	4.4
		Cohere	4.2
Technical – Scalability	10%	OpenAI	4.8
		Anthropic	4.3
		Cohere	4.1
Technical – Integration	10%	OpenAI	4.2
		Anthropic	4.1
		Cohere	4.7
Business – Pricing & Licensing	10%	OpenAI	2.9
		Anthropic	3.4
		Cohere	4.1
Business – Vendor Maturity	5%	OpenAI	4.7
		Anthropic	3.5
		Cohere	4.2
Business – Support & SLAs	5%	OpenAI	3.2
		Anthropic	3.6
		Cohere	4.0
Compliance – Data Security	10%	OpenAI	3.1
		Anthropic	4.2
		Cohere	4.8
Compliance – Regulatory Alignment	10%	OpenAI	3.0

		Anthropic	4.3
		Cohere	4.9
Compliance – Transparency	5%	OpenAI	3.2
		Anthropic	4.0
		Cohere	4.3
Ethics – Bias & Fairness	10%	OpenAI	3.0
		Anthropic	4.9
		Cohere	4.1
Ethics – Safety & Guardrails	10%	OpenAI	3.1
		Anthropic	4.8
		Cohere	4.0
Ethics – Responsible Practices	5%	OpenAI	3.0
		Anthropic	4.2
		Cohere	4.1

Total Weighted Score

OpenAI	**Anthropic**	**Cohere**
3.61	4.21	4.32

Visual Comparison (Heatmap)

Heatmap highlighting relative strengths across criteria.

	OpenAI	Anthropic	Cohere
Technical-Model Quality			
Technical-Scalability			
Technical-Integration			
Business-Pricing & Licensing			
Business-Vendor Maturity			
Business-Support			
Compliance-Data Security			
Compliance-Regulatory Alignment			
Compliance-Transparency			
Ethics-Bias & Fairness			
Ethics-Safety & Guardrails			
Ethics-Responsible Practices			

Key Takeaways by Pillar

Technical Performance

OpenAI leads on model quality and scalability; Cohere leads on integration flexibility.

Business Fit

Cohere shows the strongest business fit with pricing flexibility and support; OpenAI strongest on vendor maturity.

Governance & Compliance

Cohere leads on data security and regulatory alignment; Anthropic is solid across the board.

Ethics & Risk Management

Anthropic demonstrates the strongest safety and fairness posture.

Next Steps

1. Run a tailored discovery workshop to align weights with your risk posture.
2. Pilot the scorecard on 1–3 target vendors using your real requirements and data.
3. Integrate the scorecard into your procurement workflow (Coupa, Ariba, Notion, Airtable).

Notes & Assumptions

- This sample is illustrative and not an endorsement of any vendor.
- Criteria and weights can be customized per industry (finance, healthcare, public sector) as well as to particular organization needs.

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