



# PREDICTIONS 2026





# The Oracle of Ethical AI

The future favors the transparent.

AI will rule — but only if it's ruled responsibly. In 2026, the winners will be those who demand transparency, governance, and fairness in every model.

AI will only be as trustworthy as the data it's trained on. Closed-box models and fuzzy governance will fade — ethical AI, auditable data, and built-in trust will reign supreme.







# The Twin Flames of CX

All channels, one soul.

Disconnected journeys are out. The brands that unify web, app, and email into one continuous identity will create customer experiences that truly connect.

Your customers don't care which channel they're on — they expect seamless, connected experiences across all of them. Persistent identity is the magic thread that binds web, app, and email into one true journey.



# The ROI Alchemist

Features fade. Outcomes endure.

In a year of shrinking budgets, only tools that prove real ROI sparkle. Forget shiny toy, name-brand tech. If your platform can't show value in weeks, not years — you'll be turning leads into losses.

Budgets are tight, but patience is thinner. Only tools that can prove measurable business impact — revenue, retention, fraud reduction — will survive the next audit of truth.







# The Broken Crystal of Analytics

The old analytics have lost their shine.

Legacy analytics platforms are cracking under pressure: removing access, delaying insights, and hiding data behind paywalls.

2026 belongs to transparency, speed, and control. The next generation will demand flexibility, transparency, and real visibility in real time.



# The Masked Visitor

Not everyone on your site is who they seem.

Fraud no longer waits for login. The smartest brands will detect threats the moment they arrive.

In 2026, brands will finally see the light — using pre-auth behavioral data to expose imposters before they strike.







# The Identity Divide

Resolution is not identity.

Marketers will wake up to a harsh truth: identity resolution  $\neq$  digital identity.

Real-time identity must live in the moment — not hours later in a batch file.



# The Death of the RFP

## Show and don't tell.

RFPs are out, POCs are in. The future belongs to proof, not PowerPoints. In 2026, “show, don't tell” will be the mantra of every smart enterprise.

The age of the 100-question RFP is over. In its place rises the POC — where vendors must prove outcomes, not promises. The future belongs to the ones who can deliver, not just declare.







# The Harmony Card

Peace at last between data and teams.

After years of friction, marketing, data, and fraud teams can finally play from the same deck. Transparent data and shared insights bring balance to the business universe.

Unified, transparent data flows will replace silos — creating alignment, efficiency, and a safer digital universe.



*The future of data has been dealt.*

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