

Atlas K-12 vs Panorama Student Success

Both products cover MTSS workflows, but they make different trade-offs on hosting, AI, data sovereignty, and pricing. This comparison is based on Panorama's public documentation and Atlas K-12's shipping product.

Feature	Panorama	Atlas K-12
Hosting	Vendor cloud (AWS)	On-premise, your server
AI assistant	Cloud AI (external LLMs)	Compass local AI, Layer-4 isolated
Student data location	Vendor cloud	Your district's server, always
Pricing model	Per-student, annual subscription	Flat district fee, no per-student
Typical mid-district cost	\$60,000-\$100,000 / yr	\$6,000 / yr founder rate
MTSS workflow	Yes	Yes
Strategy library	Yes	Yes, with district-rating signal
Care team meetings	Yes	Yes, with post-meeting rating loop
Behavior tracking	Yes	Yes
SIS integration	Many supported	7 built-in + custom adapters on request
FERPA / COPPA	Yes	Yes, plus structural data localization
Source availability for customers	No	Escrowed for founder partners

The trade-off is clear. If you want a cloud-hosted, per-student-priced product with a large customer base, Panorama is a real choice. If you want an on-premise product that keeps student data in your building and locks founder pricing for life, Atlas K-12 is the direct alternative.

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