

# Advisory Consulting

*Strategic architects and innovation ninjas who think differently — not just another SI*

## WHEN TO BRING US IN

Your customer asks the hard questions:

- "We bought Snowflake but don't know where to start — what's the fastest path to value?"
- "Should we go Snowflake or Databricks? We need someone who knows both sides"
- "We need to see AI value in 30 days, not 6 months — can you prove it works?"
- "Our last SI just threw bodies at it — we need strategic thinkers who innovate"

## WHAT MAKES US DIFFERENT

### R&D LABS

Rapid POC factory that proves value before you commit. We build working prototypes in days, not months — so you see AI and analytics in action on YOUR data.

⚡ POC to Production in 4 weeks

### BUSINESS VALUE FIRST

We don't start with technology — we start with business outcomes. What revenue will this unlock? What costs will it eliminate? Then we architect backward.

⚡ ROI-driven roadmaps

### ACCELERATORS EMBEDDED

100+ pre-built assets baked into every engagement. We don't reinvent the wheel — we deploy proven IP that cuts timelines by 50% and de-risks delivery.

⚡ 500+ hours saved per project

### RESULTS AS A SERVICE

Beyond project delivery — we transition clients to outcome-based models. Ongoing optimization, continuous innovation, and measurable business results.

⚡ Long-term partnership model

## ADVISORY SERVICE OFFERINGS

### STRATEGY

- Data & AI roadmaps
- Platform selection
- Snowflake vs Databricks
- Business case development

### ARCHITECTURE

- Reference architectures
- Data modeling design
- AI/ML platform design
- Governance frameworks

### INNOVATION

- Rapid POC development
- Cortex AI pilots
- Use case discovery
- Process disruption

### ENABLEMENT

- COE establishment
- Team upskilling
- Best practice transfer
- Operational handoff

## ENGAGEMENT MODELS

### GREENFIELD

New Snowflake customers

Strategy → Architecture → First use case → Scale

### EXPANSION

Existing customers scaling up

New use cases → AI enablement → Consumption growth

### COMPETITIVE

Snowflake vs Databricks deals

POC showdown → TCO analysis → Migration path

## THE ADVISORY TEAM

**Principal Architects** with 15+ years building enterprise data platforms • **Innovation Leads** who've deployed Cortex AI at scale • **Industry Experts** in FSI, HCLS, Retail, and Automotive • **Former Snowflake & Databricks practitioners** who know both platforms inside-out

## BRING IN THE STRATEGIC THINKERS

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