

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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