



## RESULTS, NOT RESOURCES

Most partners sell you bodies. We deliver outcomes. Our Advisory team designs your roadmap before a single line of code is written, our 100+ accelerators cut delivery in half, and our Results-as-a-Service model means we're accountable for what gets built — not just who shows up. That's the difference between staff augmentation and strategic partnership.

### ADVISORY-LED

- Data & AI strategy roadmaps
- Architecture design & rapid POCs
- Use case discovery & prioritization
- Business case & ROI modeling
- Executive strategic guidance

### ACCELERATOR-BACKED

- 100+ pre-built production assets
- 50% faster delivery timelines
- 500+ hours saved per project
- Battle-tested from 200+ projects
- Production-ready, not POC code

### RESULTS-AS-A-SERVICE

- Outcome-based engagements
- We own the deliverable, not hours
- Continuous optimization
- Long-term partnership model
- Measured by your success metrics

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### MANUFACTURING & AUTO

- Connected products & IoT at scale
- Predictive maintenance & warranty
- Supply chain optimization
- Quality & smart manufacturing

### FINANCIAL SERVICES

- Risk analytics & compliance
- Fraud detection & AML
- Customer 360 & lifetime value
- Regulatory reporting automation

### HEALTHCARE & LIFE SCI

- Patient 360 & outcomes analytics
- Clinical & claims analytics
- HIPAA-compliant data sharing
- Drug discovery & R&D analytics

## SNOWFLAKE CENTER OF EXCELLENCE — TECHNICAL DEPTH ACROSS THE PLATFORM

### AI & CORTEX

- Cortex ML & LLM integration
- Document AI & RAG apps
- Feature stores & ML pipelines
- Streamlit apps & AI assistants

### SAP + SNOWFLAKE

- BW migrations & HANA offload
- Zero-copy via Datasphere
- KPI mapping & rationalization
- Dedicated SAP COE team

### LEGACY MIGRATIONS

- Teradata, Oracle, Netezza, SAS
- SnowConvert + expert remediation
- Mainframe & ETL modernization
- Zero-downtime cutover playbooks

### BI MODERNIZATION

- Report rationalization (60-80%)
- Sigma, Power BI, Tableau, Looker
- Semantic layers & metrics stores
- Self-service enablement

### THE ACCELERATOR ARSENAL — 100+ PRE-BUILT PRODUCTION ASSETS

**MIGRATION:** SnowConvert integration • Source-to-target mapping • CDC pipelines • Bulk load automation • Data reconciliation scripts

**DATA MODELING:** Industry schemas (FSI, HCLS, Retail, Auto) • Customer/Patient 360 • SAP Finance/CO star schemas • Supply chain models

**AI & CORTEX:** ML pipeline templates • RAG application scaffolds • Document AI extractors • Streamlit starter apps • LLM integration patterns

**GOVERNANCE:** HIPAA/SOX/GDPR compliance templates • PII classification rules • Dynamic masking policies • Atlan/Alation lineage integration

## CERTIFIED DELIVERY MODEL

100% Snowflake Certified Architects • Onshore & Nearshore Delivery Teams • Dedicated Pods • Zero Ramp Time • Engagement Managers on Every Project

### NEW TO BLUECLOUD?

- Start with Advisory: Strategy workshop or rapid POC
- Prove value fast with accelerator-backed delivery
- Build the business case for enterprise transformation
- Scale with a partner who delivers results, not hours

### ALREADY WORKING WITH US?

- Expand into new use cases & business units
- Add AI/ML capabilities with Cortex
- Optimize & modernize existing implementations
- Use case discovery workshops to unlock what's next

