

Legacy Database Migrations

SnowConvert AI + BlueCloud accelerators = 50% faster migrations with zero data loss

WHEN TO BRING US IN

Your customer says:

- "We're paying \$2M/year for Teradata and need to get off it"
- "Our Oracle data warehouse is end-of-life and we need a migration plan"
- "We tried SnowConvert but need help with the 4% manual fixes and validation"
- "We have 10,000 stored procedures — how do we validate they work correctly?"

BETTER TOGETHER: SNOWCONVERT AI + BLUECLOUD

SNOWCONVERT AI HANDLES

- ✓ 96% automated SQL code conversion
- ✓ DDL/DML syntax translation
- ✓ Stored procedure conversion
- ✓ AI-powered fix suggestions

BLUECLOUD ACCELERATES

- ✓ Complex 4% requiring expertise
- ✓ Data migration & validation
- ✓ ETL/ELT pipeline rewiring
- ✓ Reconciliation & go-live support

SOURCE PLATFORMS WE MIGRATE

Teradata | Oracle | Netezza | SQL Server | DB2 | Exadata | Redshift | Synapse | BigQuery | Greenplum | Vertica

SAP BW | SAP HANA | SAP ECC | SAS | Hadoop/Hive | Cloudera | MapR | Spark | Presto | Impala

AS/400 (IBM i) | COBOL | VSAM | IMS DB | IDMS | DB2 z/OS | Sybase | MySQL | PostgreSQL | MongoDB

Informatica | DataStage | SSIS | Talend | Ab Initio | ODI | BTEQ | FastLoad | SAS Data Integration

MIGRATION ACCELERATOR TOOLKIT

DISCOVERY

- Workload profiling
- Complexity scoring
- Dependency mapping

CODE CONVERSION

- SnowConvert integration
- Complex SP remediation
- BTEQ/FastLoad scripts

DATA MIGRATION

- Bulk load automation
- CDC sync pipelines
- Historical data staging

VALIDATION

- Row count reconciliation
- Checksum validation
- Query result comparison

ETL REWIRING

- Informatica conversion
- SSIS migration
- dbt modernization

BI REPOINTING

- Power BI rewiring
- Tableau reconnection
- Report validation

GOVERNANCE

- Lineage documentation
- Access policy migration
- Atlan integration

CUTOVER

- Runbook automation
- Rollback procedures
- Hypercare support

PROOF POINTS

Global Retailer — Teradata

Full Teradata migration in 10 weeks. 8,000 objects converted. \$1.8M annual license savings. Zero data discrepancies at cutover.

Financial Services — Oracle

Oracle DW to Snowflake in 6 weeks vs 12-week estimate. 500+ hours saved with automated mapping. Now expanding to AI workloads.

WHY THIS MATTERS FOR SNOWFLAKE

MASSIVE CONSUMPTION

Enterprise DW migrations = TB/PB of data and compute-heavy workloads

COMPETITIVE WINS

Every Teradata/Oracle displaced = multi-year Snowflake commitment

LAND & EXPAND

Migration success leads to AI, BI modernization, and broader adoption

READY TO WIN TOGETHER?

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