

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 <ul style="list-style-type: none">• Workload profiling• Complexity scoring• Dependency mapping	CODE CONVERSION <ul style="list-style-type: none">• SnowConvert integration• Complex SP remediation• BTEQ/FastLoad scripts	DATA MIGRATION <ul style="list-style-type: none">• Bulk load automation• CDC sync pipelines• Historical data staging	VALIDATION <ul style="list-style-type: none">• Row count reconciliation• Checksum validation• Query result comparison
ETL REWIRING <ul style="list-style-type: none">• Informatica conversion• SSIS migration• dbt modernization	BI REPOINTING <ul style="list-style-type: none">• Power BI rewiring• Tableau reconnection• Report validation	GOVERNANCE <ul style="list-style-type: none">• Lineage documentation• Access policy migration• Atlan integration	CUTOVER <ul style="list-style-type: none">• Runbook automation• Rollback procedures• Hypercare support

PROOF POINTS

Global Retailer — Teradata <p>Full Teradata migration in 10 weeks. 8,000 objects converted. \$1.8M annual license savings. Zero data discrepancies at cutover.</p>	Financial Services — Oracle <p>Oracle DW to Snowflake in 6 weeks vs 12-week estimate. 500+ hours saved with automated mapping. Now expanding to AI workloads.</p>
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WHY THIS MATTERS FOR SNOWFLAKE

MASSIVE CONSUMPTION <p>Enterprise DW migrations = TB/PB of data and compute-heavy workloads</p>	COMPETITIVE WINS <p>Every Teradata/Oracle displaced = multi-year Snowflake commitment</p>	LAND & EXPAND <p>Migration success leads to AI, BI modernization, and broader adoption</p>
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READY TO WIN TOGETHER?

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