BlueCloud
Advisory Consulting

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

snowflake AI DATA CLOUD SERVICES PARTNER — ELITE

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

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ACCELERATE YOUR NEXT SNOWFLAKE WIN
Contact: **Brent LaBier |** sales@blue.cloud | Chief Revenue Officer