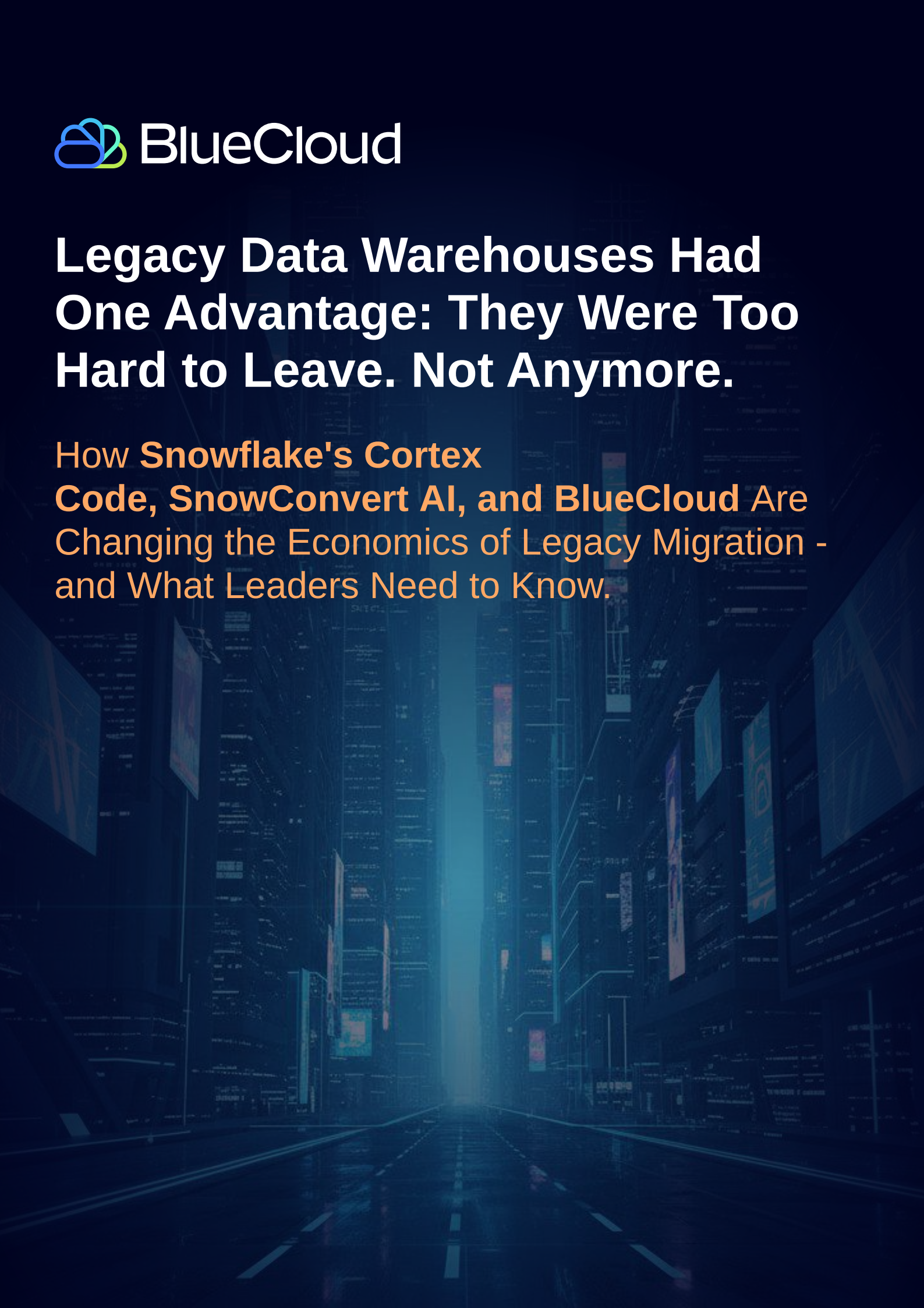
BlueCloud

Legacy Data Warehouses Had One Advantage: They Were Too Hard to Leave. Not Anymore.

How **Snowflake's Cortex Code, SnowConvert AI, and BlueCloud** Are Changing the Economics of Legacy Migration - and What Leaders Need to Know.



For years, the dominant reason enterprises stayed on legacy data platforms was not loyalty. It was not satisfaction. It was friction.

Migrating off Oracle, Teradata, SQL Server, SAP, Hadoop, or Google BigQuery felt like dismantling a building while the tenants were still inside. The cost, the complexity, the risk of disruption — all of it made staying seem like the rational choice.

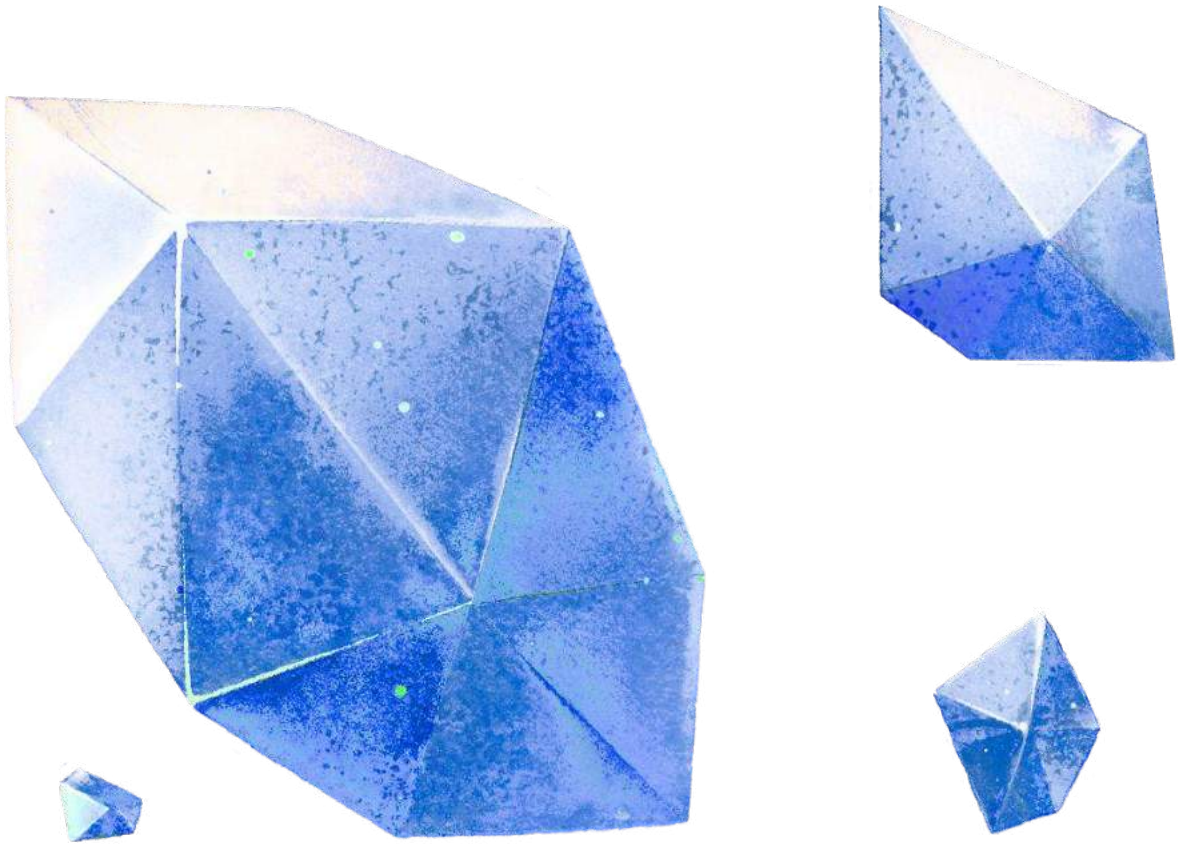
But staying comes at a price that is now impossible to ignore. Legacy platforms were not built for today's AI workloads, data volumes, or governance demands, and organizations running on them are locked out of the foundation that modern competitiveness requires.

Snowflake's AI Data Cloud is where leading organizations have landed — a unified platform with performance, governance, and AI built in from day one. Unlike legacy systems that require layers of additional tooling to approximate modern capabilities, Snowflake is purpose-built for the workloads that are defining competitive advantage right now.

The barrier to getting there has changed just as dramatically. **BlueCloud — a Snowflake Elite Partner with 450+ specialists and 200+ completed migrations** — has made the move faster and more predictable than organizations expect. AI-powered tools now automate up to 96% of code conversion. Proven accelerators compress timelines by 40%. BlueCloud brings the expertise to execute.

The risk of standing still on an AI-unready platform, with competitors accelerating Snowflake now outweighs the risk of moving.

This eBook is for the leaders making that decision, or preparing to make it. It covers why migration has become urgent, what the modern migration model looks like in practice, how BlueCloud accelerates that journey with Cortex Code and AI-powered delivery, and what organizations that have already made the move are achieving on the other side.



The Data Foundation Crisis — Why Legacy Platforms Are Holding Organizations Back

The challenges are consistent and well-documented across industries.

Performance and scalability bottlenecks
produce broken pipelines, slow query times, ballooning infrastructure costs, and inefficient processing of growing data volumes.

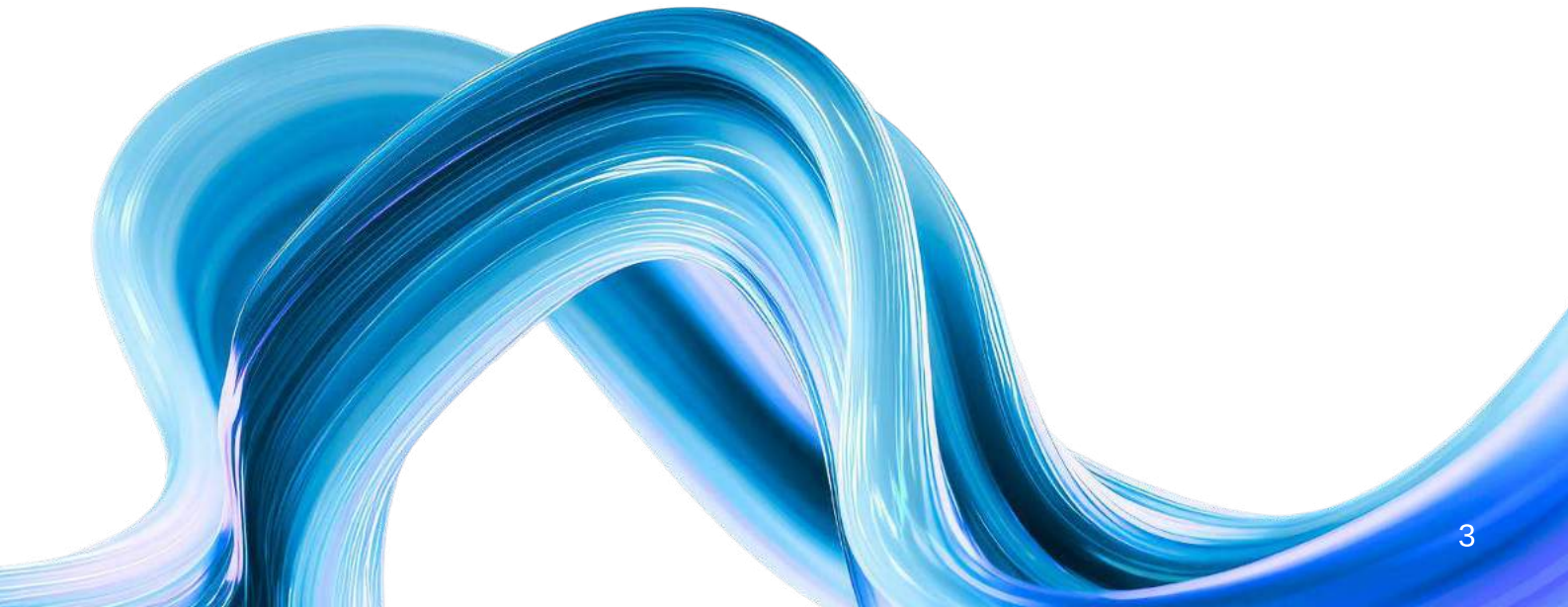
Fragmented data ecosystems
make unified analysis difficult and collaborative decision-making nearly impossible.

Legacy systems struggle with the diverse and unstructured data
video, audio, documents, log files that modern AI and analytics workloads depend on.

Security and governance capabilities
fail to meet the standards that today's regulatory environment demands.

The question is no longer whether your data platform needs to modernize. The question is how much competitive ground you are losing while you wait.

According to a survey of more than 275 global business leaders conducted by MIT Technology Review Insights in partnership with Snowflake, only 53% of executives feel their data foundations are "somewhat ready" for generative AI.



The Real Complexity Behind Enterprise Migration to Snowflake

Hanbing Yan, Cloud Data Architect at Snowflake explains that migrating from legacy data platforms to Snowflake is rarely blocked by technology. The real obstacles are technical debt, fragmented data ownership, and a lack of clarity around business priorities.

Hanbing Yan, Cloud Data Architect at Snowflake

“Enterprise migrations to Snowflake most commonly stall or underdeliver because of three factors: lack of migration visibility, insufficient automation, and limited internal expertise around modernization at scale.”

Many organizations underestimate the complexity of legacy environments. They often discover late in the process that there are undocumented dependencies, inefficient legacy SQL patterns, inconsistent governance standards, or workloads that require redesign rather than direct migration. This leads to delays, budget overruns, and reduced stakeholder confidence.

Another common issue is relying too heavily on manual migration processes, which slow projects significantly and increase risk. At enterprise scale, automation becomes critical.

Hanbing Yan, Cloud Data Architect at Snowflake

“Perhaps the biggest challenge of all is balancing modernization with business continuity. Critical reporting and operational workloads can't go down. That means migrations need to happen incrementally, carefully, and with data trust maintained throughout the entire transition."

How does BlueCloud Help Organizations Migrate and Modernize on Snowflake?

Most migrations take longer than they should. BlueCloud delivers 40% faster — driven by three advantages.

Partner Snowflake-Trusted Delivery

BlueCloud is Snowflake Professional Services' trusted partner for their most critical engagements, bringing the early alignment and execution discipline that keeps complex migrations on track from day one.

SAP depth

BlueCloud is the only Snowflake Elite partner with a dedicated SAP-to-Snowflake practice. For any Snowflake account team encountering an SAP conversation, BlueCloud is the partner to bring in.

AI-Accelerated Migration.

Cortex Code plus BlueCloud's proven accelerators compress migration timelines by 40%. The team has migrated every major source platform to Snowflake, which means the patterns, accelerators, and institutional knowledge needed to navigate any migration complexity already exist — they do not need to be invented engagement by engagement.

As Hangbing Yan from Snowflake observes BlueCloud helps organizations by:

- Automating assessment and migration planning
- Accelerating code conversion and validation
- Reducing manual effort through AI-assisted tooling
- Providing proven migration frameworks and best practices
- Optimizing workloads specifically for Snowflake’s architecture
- Enabling phased modernization with lower operational risk

How BlueCloud Helps You Start Smart and Rationalize Before You Migrate

The most expensive mistake in enterprise migration is diving straight into code conversion without first understanding what you are actually migrating — and why.

BlueCloud Solution

BlueCloud is Snowflake Professional Services' trusted partner for their most critical engagements, bringing the early alignment and execution discipline that keeps complex migrations on track from day one.

SAP depth

BlueCloud untangles the mess before a single line of code moves — through a structured rationalization approach that right-sizes scope from the start.

BI Rationalization — Every report and dashboard is inventoried and classified: keep, consolidate, or retire. In practice, 40–60% of report sprawl is retired before migration begins — fundamentally compressing cost, timeline, and risk before conversion work starts.

Metrics Consolidation — Business definitions are aligned across teams and a single source of truth is established for each KPI, so inconsistencies from the legacy environment are not inherited by the new platform.

Source Prioritization — The 5–10 data sources driving 80% of business value are identified and migrated first, generating quick wins that build stakeholder confidence and fund the broader program.

Phased Roadmap — Fixed-scope migration waves with measurable outcomes at each gate. No surprises, no scope creep, no blown timelines.

Proven Across Every Source Platform

One of the most common barriers to migration confidence is the perception that every migration is unique — that the complexity of the specific source platform, industry context, or data environment means starting from scratch. BlueCloud's track record directly addresses this.

The team has completed real, production-validated client migrations from every major source platform:

SAP ECC / S4HANA → Snowflake — A global manufacturing firm running on SAP ECC moved to Snowflake and reclaimed 26,000 man-hours, saved $1.5M in analyst time, and grew its Snowflake contract 10× in just 18 months.

Google BigQuery → Snowflake — A leading technology company consolidated six fragmented SaaS sources into a unified Snowflake data platform, attracting $800K+ in multi-party investment and enabling a global rollout.

Oracle → Snowflake — A major financial services firm migrated from Oracle using GenAI-powered code conversion, delivering enhanced security and significantly faster timelines than a traditional approach would have achieved.

Amazon Redshift → Snowflake — A large retail organization built a scalable analytics foundation on Snowflake in just three months, using Coalesce to accelerate the transition from Redshift.

Databricks → Snowflake — A national retail and consumer goods company migrated deep learning models to Snowpark, reducing compute costs while preserving the full accuracy of its existing AI workloads.

SQL Server → Snowflake — An insurance and benefits organization consolidated complex SQL Server ETL pipelines into Snowflake, delivering a PBM dashboard and modernizing pharma claims analytics across its client portfolio.

Anaplan (OLAP) → Snowflake — A technology company converted OLAP cubes into a Snowflake data warehouse, exceeding the accuracy of its prior system and modernizing ARR reporting in the process.

Azure / ADF / Cosmos DB → Snowflake — A large cross-industry enterprise consolidated a fragmented Azure environment — including ADF, Databricks, and SSAS — into a single unified Snowflake platform, eliminating the complexity of managing multiple overlapping systems.

The patterns, accelerators, and hard-won knowledge from 200+ engagements compound into every new project.

BlueCloud

Migration Success in Practice. Stories from the Organizations That Made the Move.

Premier organizations across industries are accelerating their move from legacy data platforms to Snowflake's AI Data Cloud, with BlueCloud as the migration partner driving speed, precision, and outcomes.

From SAP Silos to Smarter Decisions: How METUS Unlocked $1.5M and 26,000 Hours with Snowflake

A leading North American manufacturing firm broke free from SAP ECC to unlock real-time operational intelligence on Snowflake, saving $1.5M in analyst time and transforming how decisions get made across the business.

Industry: **Manufacturing** Migration source: **SAP ECC**

BlueCloud capabilities: Advisory Consulting Workshop, SAP-to-Snowflake migration, AI-accelerated delivery, ThoughtSpot integration

METUS, the North American arm of Mitsubishi Electric, was making critical operational decisions on data that was already a day old. Running on SAP ECC with no real-time warehouse visibility and no scalable architecture for data sharing, the business had hit the ceiling of what its legacy environment could deliver.

Challenge

METUS needed a partner who understood both SAP complexity and Snowflake deeply enough to navigate the migration without disrupting live operations — and to build a foundation capable of supporting the AI use cases leadership knew were coming.

Results

BlueCloud helped METUS transform fragmented SAP and reporting systems into a unified, Snowflake-based data architecture, a single source of truth that empowers faster, smarter decisions across the business, delivering measurable impact in just a few months.

- **Real-time visibility:** Warehouse and distribution data available instantly, not daily.
- **Faster reporting:** Analytics latency dropped from 24 hours to under an hour.
- **Operational efficiency:** 26,000 man-hours saved, equivalent to $1.5M in cost reduction.
- **Smarter decisions:** Optimized inventory alignment and stronger, more reliable customer relationships.

Impact

- 26,000 man-hours of productivity gain
- $1.5M in analyst time savings
- Daily → Hourly data insight frequency

Read the full success story.

BlueCloud

Global Technology Leader Ditches BigQuery for Snowflake, Building a Unified, AI-Ready Data Platform at Enterprise Scale

Fragmented data, unscalable workloads, and no governance foundation — BlueCloud rebuilt the entire data architecture on Snowflake, attracting $800K+ in multi-party investment and enabling global deployment.

Industry: **Technology** Migration source: **Google BigQuery**

BlueCloud capabilities: Multi-source consolidation, medallion architecture, dbt Cloud transformation, multi-region deployment

A fast-scaling global technology company had built its data infrastructure rapidly, and it showed. Workloads on BigQuery were inefficient and unscalable. Data was fragmented across six cloud sources and SaaS platforms with no unified view of the business, no consistent governance, and no foundation strong enough to support the AI capabilities the organization needed to build.

Challenge

The business needed a full architectural reset, a foundation strong enough to support global operations, sophisticated enough for AI, and governed tightly enough to scale.

Results

BlueCloud designed a two-tier architecture — AWS S3 data lake plus Snowflake DWH — ingesting six SaaS sources via Fivetran, implementing dbt Cloud with layered governance, and deploying across multiple regions for global rollout.

The result was complete divestment from BigQuery and GCP, a unified global data platform, and a foundation for enterprise-wide AI that continues to grow.

Impact

- Six fragmented sources unified into a single Snowflake platform
- Complete divestment from Google BigQuery and GCP spend
- $800K+ multi-party investment from AWS, Snowflake, and BlueCloud
- Global deployment across multiple regions
- Foundation established for enterprise-wide AI and analytics

- Six fragmented sources unified into a single Snowflake platform

Read the full success story.

BlueCloud

A Leading Insurance Firm Modernizes Pharma Claims Analytics and Builds a Scalable Multi-Client Platform on Snowflake

Complex SQL Server pipelines, manual reporting, and no path to predictive analytics — BlueCloud consolidated it all into a governed Snowflake environment that now scales across the firm's entire client portfolio.

Industry: **Insurance and Benefits** Migration source: **SQL Server, Microsoft Azure**

BlueCloud capabilities: ETL consolidation, star-schema modelling, Power BI integration, GenAI and predictive analytics, multi-client framework

A leading insurance brokerage and risk management firm partnered with BlueCloud to modernize its legacy SQL Server-based analytics environment with a focus on transforming pharmaceutical, claims, and benefits reporting for one of its key clients: an award-winning not-for-profit healthcare system.

Challenge

Sensitive member and plan data, strict governance requirements, and a client-facing reporting obligation that made disruption unacceptable. The solution needed to be technically sound, immediately scalable, and extensible across the broader client portfolio from day one.

Results

BlueCloud consolidated SQL Server ETL pipelines into Snowflake using Snowpark, dbt, and Fivetran. A PBM Dashboard was built covering drug usage, claims, and member costs. Star-schema data models were designed for pharmaceutical and benefits data. Power BI dashboards automated client reporting. Predictive analytics and GenAI models were applied across pharma data, moving the organization from historical reporting into forward-looking insight for the first time.

Impact

- SQL Server ETL pipelines fully consolidated into cloud-native Snowflake
- Manual reporting cycles eliminated through automated dashboards
- Predictive analytics and GenAI applied to pharmaceutical data
- Scalable multi-client framework deployed across the portfolio
- Full modernization from SQL Server to Snowflake, Snowpark, dbt, and Power BI

Read the full success story.

Better Together - BlueCloud + SnowConvert + Cortex Code

The modern migration is not a single-tool problem. It is a delivery model problem — and the combination of BlueCloud's advisory-led strategy, SnowConvert's automated code conversion, and Cortex Code's AI-assisted engineering produces outcomes that none of the three achieves independently.

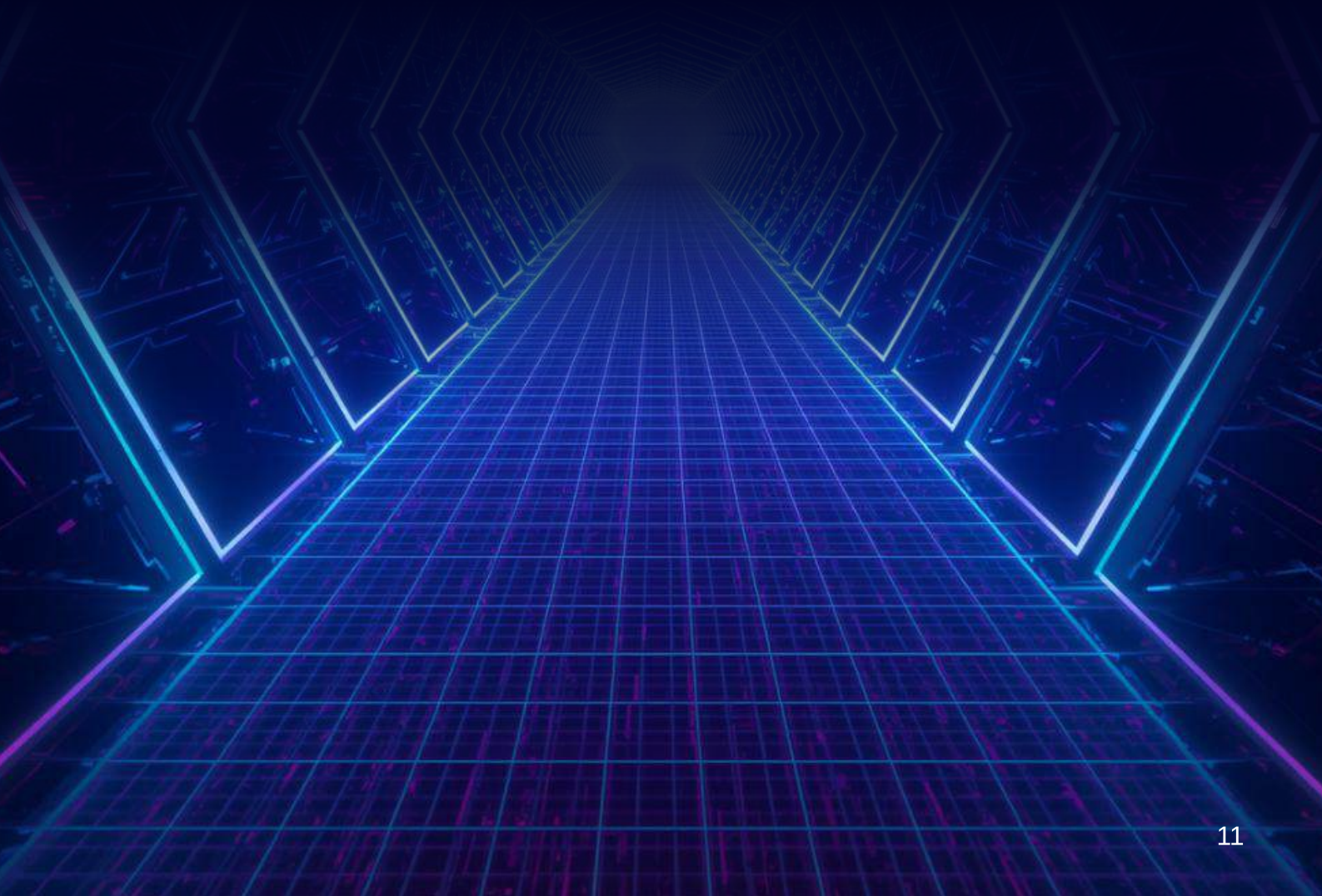
SnowConvert — 96% of Your Code Converted. Automatically.

Legacy code conversion used to mean armies of engineers working through codebases manually for months. SnowConvert eliminates that.

At a 96% automation rate across SQL, DDL, DML, and stored procedures, bulk conversion happens in days, not months. Validation reports and code quality checks are generated automatically, so teams know exactly what converted cleanly and what needs human attention. The result is a process that is faster, more accurate, and a fraction of the cost of traditional approaches.

Cortex Code — AI Embedded Across Every Phase of the Migration

Most AI tools help with code generation. Cortex Code accelerates every phase of the migration, from the first line of discovery to the final go-live runbook.



The 40% Faster Migration Stack: Cortex Code + SnowConvert + BlueCloud

Phase 1 — Discovery & Inventory We map everything before anything moves.

We inventory every database, report, dashboard, and pipeline — scoring each object by complexity and mapping how data flows from source to end user. By the end of this phase, there are no hidden surprises waiting mid-migration.

How Cortex Code accelerates it: Auto-scans the entire codebase, classifies object complexity, maps dependencies, and surfaces dead code and redundant pipelines — in hours, not weeks.

Phase 2 — Target Architecture We design where you are going before we start moving.

We design the full Snowflake architecture — data layers, governance model, security framework, ingestion strategy, and semantic layer. Architects spend their time refining and validating, not building from scratch.

How Cortex Code accelerates it: Generates target schema proposals, produces DDL scripts, and drafts governance policies automatically from existing metadata. Target state designed in days — not weeks.

Phase 3 — Code Migration & Build 96% of conversion happens automatically.

SnowConvert automates 96% of SQL, DDL, DML, and stored procedure conversion — compressing what traditionally took months into days. ETL pipelines are rebuilt and stored procedures converted into Snowpark Python.

How Cortex Code accelerates it: Generates Snowpark Python in minutes, scaffolds Dynamic Table DAGs, and writes dbt models, tests, and documentation in parallel with the build. 2–3× faster than any manual approach.

Phase 4 — Validate & Go-Live We test everything so you go live with confidence.

Every data point is reconciled between source and target. Performance is benchmarked. Business stakeholders validate reports and analytics before cutover. Cutover playbook and rollback procedures defined and ready.

How Cortex Code accelerates it: Auto-generates test suites, reconciliation queries, and runbooks automatically. Validation cycles cut by 50% — and the team inherits a fully documented, production-ready platform from day one.

BlueCloud

Cortex Code in Action: How BlueCloud Accelerates Time-to-Value on Snowflake

Healthcare System — Pharmaceutical Intelligence on Snowflake

An award-winning not-for-profit healthcare system was constrained by fragmented ETL pipelines, outdated SQL Server infrastructure, and manual reporting workflows that couldn't keep pace with growing pharmaceutical and claims data.

BlueCloud embedded Cortex Code into the delivery process, accelerating a multi-phase modernization, rebuilding BI on Snowflake and Power BI, automating executive reporting, and introducing predictive and GenAI analytics for the first time, transforming a legacy reporting environment into a scalable, AI-ready analytics foundation faster than traditional development methods would allow.

Read the full success story.

Global Investment Firm — 80% Faster Cost Visibility Across a Data Mesh

Migrating from Redshift to Snowflake across a decentralized data mesh, a global investment firm had no consistent way to track usage or control costs across business units. BlueCloud embedded Cortex Code into development and delivered a fully centralized monitoring and reporting framework in a single day — a process that would typically take a week — moving the client from proof of concept to production in under a week with complete cost visibility across all accounts.

Read the full success story.

Global Biotech Leader — 100% AI Governance, 60% Faster Security Deployment

As Cortex adoption scaled across research and enterprise teams, a global biotech company needed enterprise-grade access controls that could keep pace, without introducing compliance risk. BlueCloud used Cortex Code to design and implement a complete RBAC framework, enforcing strict separation between AI creators and consumers and achieving 100% governed Cortex access while reducing security deployment time by 60%.

Read the full success story.

BlueCloud

The BlueCloud Migration Engagement Model - Phased, Flexible, Value at Every Stage

The three-phase engagement model BlueCloud uses for migrations is designed around a specific principle: every phase should deliver standalone value, so that clients can engage phase-by-phase or commit to the full program based on their confidence level and organizational readiness.

	Assessment	Migration	Optimization
Timeline	2-4 weeks	8-16 weeks	4-8 weeks
What happens	Source inventory, BI rationalization, complexity scoring, migration roadmap	Code conversion, ETL rebuild, data validation, architecture modernization	Semantic layer build, cost optimization, governance hardening, Cortex AI enablement
AI acceleration	Cortex Code scans and classifies the full environment automatically	SnowConvert at 96% automation + Cortex Code at every step	Cortex Analyst semantic layer, AI use case activation
What you walk away with	Migration Readiness Report, BI rationalization Matrix, Prioritized Source Map, ROI Model	Converted codebase, rebuilt ETL pipelines, Data Reconciliation Report, Performance Benchmarks	Semantic Layer, Governance Framework, Cost Optimization Plan, AI Use Case Roadmap
Business outcome	Know exactly what you are migrating, what it costs, and what it delivers - before commiting	40% faster timelines. 96% automated conversion. Production-ready on Snowflake	A platform that generates value - self-service analytics, AI use cases, and growing Snowflake consumption

Why BlueCloud

Complex enterprise migrations, involving SAP, multi-platform consolidation, regulated industries, and global rollouts, require a partner with the depth, scale, and track record to execute without the surprises that blow timelines and budgets.

BlueCloud brings 450+ Snowflake-focused employees across three regions — the United States, Latin America, and India — enabling flexible delivery at the scale and timezone coverage that large migrations demand. The delivery model has been proven across six industry verticals — Financial Services, Healthcare, Manufacturing, Retail & CPG, Technology, and Insurance — each supported by dedicated teams with genuine domain expertise.

Industry Expertise

- Financial Services
- Healthcare & Life Sciences
- Retail and CPG
- Manufacturing & Automotive
- Energy & Utilities
- Media & Entertainment
- Technology
- Travel and Hospitality

The Global Delivery Model — Scale, Right-Shore, and Flexibility

BlueCloud's three-region delivery model is built for flexibility. Built to Scale. Wherever You Need It.

United States — Strategy & Client Engagement Solution architects, engagement leads, and SnowPro certified senior engineers. Same-timezone stakeholder alignment. The layer that connects technical delivery to business outcomes.

Latin America — Core Engineering & Near-Shore Delivery Full-stack data engineers with near-shore US time zone overlap. Senior talent quality at competitive rates. The primary engineering engine for most BlueCloud migration programs.

India — Scale Engineering & 24-Hour Coverage Large-team capacity for high-volume migration waves. ETL conversion and testing specialists. When paired with US and LATAM teams, continuous 24-hour progress on time-sensitive cutovers.

The Economics Have Shifted. The Question Is Timing.

Legacy platforms once held organizations in place through sheer switching cost — migration complexity, disruption risk, and the absence of automation made staying seem rational, even as the platform slowed everything down and blocked AI ambitions leadership knew were strategically essential.

That calculus has changed. Snowflake's AI Data Cloud, SnowConvert's 96% automated code conversion, Cortex Code's AI-assisted engineering, and BlueCloud's advisory-led delivery model have fundamentally shifted the economics and risk profile of enterprise migration.

Organizations that have made the move are reporting:

- *84%* cost reductions
- *19,000* hours saved annually
- *95%* faster time to value
- *10×* contract growth
- *The ability* to put generative AI use cases into production.

The question is no longer whether to migrate. It is how much longer you can afford not to.

BlueCloud

Ready to move from legacy to Snowflake — in weeks, not years?

Explore BlueCloud's AI-accelerated migration model and see what 200+ completed migrations look like in practice.

Visit bluecloud.com

About BlueCloud

BlueCloud is a Snowflake Elite Partner specializing in AI-accelerated data platform migration and modernization across Financial Services, Healthcare, Manufacturing, Retail & CPG, Technology, and Insurance. With 450+ Snowflake-focused employees across the United States, Latin America, and India, BlueCloud compresses migration timelines by 40% through proven accelerators, deep Snowflake expertise, and Cortex Code — delivering faster, smarter, and at lower cost.