

Migration Results as a Service | Snowflake Elite Partner | Americas Partner of the Year | #1 of 15 PS Partners

100% OF ALL SNOWFLAKE QUICKSTARTS	100% OF ALL SECURITY ASSESSMENTS	87% OF ALL WHITE LABEL WORK	22 FY26 QUICKSTARTS DELIVERED	77% ON-TARGET OR ABOVE CONSUMPTION	4 EARLY RENEWALS (INCREASED CAPACITY)
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PROVEN MIGRATION PORTFOLIO — PRODUCTION-VALIDATED, MEASURABLE OUTCOMES

CLIENT	MIGRATION	DURATION	INVESTMENT	KEY OUTCOME
METUS Manufacturing	SAP ECC → Snowflake	8 weeks	\$150K	\$150K → \$3.6M consumption (10x). 26K hrs reclaimed. \$1.5M savings. 8 wks vs. 24-wk avg.
Zendesk Technology	BigQuery → Snowflake	~20 weeks	\$630K	Complete GCP divestment. 6 SaaS sources consolidated. Multi-region DWH. dbt CI/CD.
Pimco Financial Serv.	Oracle → Snowflake	~21 weeks	\$349K	GenAI-powered migration automation. GoldenGate CDC. RSA auth, RBAC, 3-zone architecture.
Willkie Farr Legal / FSI (AmLaw 50)	SQL Server → Snowflake	Phased	\$570-720K	Cortex Analyst + Search + LLM chatbot. Elite 3E via Matillion. CIO-sponsored 4-phase roadmap.
Implus Manufacturing	Synapse → Snowflake	4 months	\$174K	ADF/Synapse Link fully replaced. Coalesce ELT. Reconciliation & cost tuning. Budget guardrails set.
Aptos Retail	Redshift → Snowflake	~6 months	\$276K	3-month data foundation. Coalesce ELT. MicroStrategy realignment. Live analytics.

Also migrated: Teladoc Health (Multi-source, \$529K), MGT (NetSuite, \$86K), Staples (Databricks), Amplitude (Anaplan), Gallagher (SQL Server), MUFG Bank (DB2, 36TB), JPMC (Teradata), VeriSign (Oracle/Hadoop)

PROVEN MIGRATION PORTFOLIO — PRODUCTION-VALIDATED, MEASURABLE OUTCOMES

TIER	BC TIMELINE	TRADITIONAL	INVESTMENT	ACCELERATION STACK
ENTRY METUS Manufacturing	2 weeks	4-6 wks	\$14K fixed fee	7 structured workshops + pre-built assessment templates + architecture blueprint + phased roadmap
STANDARD Database Migration QL Server, MySQL, PostgreSQL, Sybase, NetSuite	4-6 weeks	8-12 wks	\$75-175K	SnowConvert (96% auto SQL) + Blueprints + CoCo + Source-to-Target Classifier + Recon Suite
COMPLEX Data Warehouse Migration Teradata, Oracle, Redshift, BigQuery, Netezza, Synapse, Databricks	6-10 weeks	12-20 wks	\$150-350K	SnowConvert + CoCo + ETL & Pipeline Optimizer + Data Model Rationalization + Recon Suite + 20+ accelerators
SAP SAP Migration BW, HANA, Datasphere, Sybase ASE/IQ, S/4HANA	6-12 weeks	16-24 wks	\$200-500K	MoonSlate JV + SnowConvert + CoCo + SAP Readiness Accelerator + BDC Toolkit + ABAP-to-SQL
BI / ANALYTICS BI Rationalization Tableau, Power BI, Looker, Cognos, OBIEE, MicroStrategy	2-3 wk assess + 6-12 wk impl	16-24 wks	\$75-350K	BI Rationalization Engine (7 platforms) + Semantic Layer Builder + KPI Rationalization + Sigma path

PROVEN MIGRATION PORTFOLIO — PRODUCTION-VALIDATED, MEASURABLE OUTCOMES

<p>1 QuickStart 2 weeks / \$14K fixed</p> <p>7 workshops. BC SA every session. First data ingested & visualized. RBAC set. Roadmap + ROI model.</p> <p>TOOLS: Assessment Templates</p>	<p>2 Blueprint Hours, not weeks</p> <p>Blueprints auto-configure foundation: security, RBAC, governance, cost controls. Deterministic output.</p> <p>TOOLS: Blueprints (NEW FY27)</p>	<p>3 Migrate 4-12 wks by complexity</p> <p>96% auto SQL conversion. CoCo-generated ETL, Snowpark, test suites. Automated validation & recon.</p> <p>TOOLS: SnowConvert + CoCo + Recon</p>	<p>4 Expand Ongoing</p> <p>BI rationalization. Cortex AI enablement. Semantic layer. Dynamic Tables & streaming. Consumption growth.</p> <p>TOOLS: Cortex Analyst + BI Engine</p>
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Active Pipeline — \$3.275M+

Lazard Popular Bank IFF Avient Carnival Corp LendingTree Gilead Sciences JLL Willkie Farr DoubleVerify

Rent the Runway Ro Zendesk Oak Hill Affirm Fresh Market MarketTime Angi Cafe Media