

Results as a Service. Not Hours.

BlueCloud is transitioning the SI model from time-and-materials to packaged, outcome-based delivery across Snowflake's three core growth pillars. Fixed fees. Defined deliverables. AI-accelerated timelines. A win for your customers, your ACV, and your acquisition motion.

The Iron Man Suit Model.

Senior Expertise × AI Tooling.

BlueCloud doesn't compete on headcount or hourly rates. We equip architects with 10–15 years of data platform experience with a full AI delivery suite — Cortex Code, SnowConvert, Snowflake Blueprints, and purpose-built accelerators across every practice area. The result is one senior architect delivering what used to require a team of four, in half the time, at a fixed fee. Your customers get certainty. Snowflake gets faster consumption growth. BlueCloud captures the margin — not the hours.

50%Faster delivery
vs. T&M baseline**2–3×**Output per
architect**100%**Fixed-fee SOWs
no overrun risk

What RaaS Means for Your Customers

A packaged engagement with a defined outcome — not an open-ended SOW. Customers know the deliverable, the timeline, and the price before signing. No scope creep. No "it depends."

CoCo-Accelerated Across Every Offering

Proprietary automation handles SQL generation, test suites, schema scaffolding, pipeline DAGs, prompt engineering, and docs — in real time, on every engagement.

What This Means for Snowflake AEs

No friction for your prospects. No budget ambiguity. Lead with BlueCloud's Advisory Workshop, hand off to a scoped, fixed-fee SOW, and watch consumption grow on a defined timeline.

FEATURED OFFERINGS — AI ACQUISITION ACCELERATORS

Zero-to-AI

\$95K · 5–6 Weeks · Fixed Fee

The acquisition entry point. Full Snowflake Foundations — security, data loaded, semantic model, first Cortex AI skill. Zero to asking questions of their data in 6 weeks.

- ✓ Full Foundations (account, security, ingestion, RBAC)
- ✓ Medallion architecture + pipeline setup
- ✓ Semantic model + Cortex Analyst deployment
- ✓ First Cortex AI skill — production, not a demo

Replaces \$140K competitor packages at 32% less cost.

AI Architect Embed

\$40K–\$75K · 4–6 Wks → 3-Mo Retainer

The Palantir model. Post-foundations, embed a senior AI/business architect. Builds 5–10 Cortex skills, trains the team. Converts to 3-month retainer (\$15K–\$25K/mo).

- ✓ Embedded senior architect (10–15 yrs experience)
- ✓ 5–10 custom Cortex skills built to business use cases
- ✓ Team enablement + knowledge transfer
- ✓ 3-month retainer — ongoing trusted advisor

High margin. Sticky. Drives sustained Cortex consumption.

THREE SNOWFLAKE GROWTH PILLARS — EVERY OFFERING COCO-ACCELERATED

PILLAR 1

Migrations

Move legacy platforms — Oracle, SAP, Teradata, Redshift, BigQuery, SQL Server — onto Snowflake with repeatable recipes and 40% compressed timelines.

- Migration Readiness Assessment
- Cloud Migration QuickStart (1–3 DBs)
- Mid-Scale Migration (5–15 workloads)
- Enterprise Migration (Oracle / Teradata)
- SAP + Snowflake Migration

PILLAR 2

Get Your Data AI-Ready

Foundation setup, data modeling, BI rationalization, governance, and semantic layers — the platform work that unlocks Cortex AI.

- Snowflake Foundation Blueprint
- Data Modeling & Medallion Architecture
- BI Rationalization
- Governance & Horizon Compliance

PILLAR 3

AI / Cortex & ML Ops

Deploy production-grade Cortex AI, Snowpark ML, and multi-agent workflows — the consumption growth layer.

- Cortex AI Pilot (Analyst or Search)
- Cortex AI Production Deployment
- Agentic AI Build (Cortex Agents)
- Full AI / ML Platform

THE SNOWFLAKE ACQUISITION SELLING MOTION — LAND, PROVE, EXPAND

ENTRY POINT

Advisory Workshop

1–2 day onsite. Surfaces migration complexity, BI sprawl, AI readiness.

\$0 — No Budget Ask

PILLAR 1 OR 2

Zero-to-AI or Phase 1

Zero-to-AI (\$95K) for net-new logos, or scoped migration/foundation.

\$50K – \$350K

EMBED

AI Architect Embed

Senior architect 4–6 wks. Builds Cortex skills. 3-mo retainer.

\$40K–\$75K + Retainer

PILLAR 3

Cortex AI Expansion

Full Cortex Production, Agentic AI, or ML Platform at scale.

\$75K – \$450K

ONGOING

Multi-Phase Roadmap

Vertical expansion, ML Ops, SAP integration, governance.

\$250K – \$750K+

PROVEN CLIENT OUTCOMES

Mitsubishi Electric (METUS)

\$150K to \$3.6M Snowflake consumption in 18 months. 8-wk migration. 3× analyst productivity.

LendingTree

97% faster reporting. 7 optimizations surfaced in a single one-day Advisory Workshop.

Zendesk

60% less manual reporting. 40% SLA improvement. Full BigQuery displacement.

Willkie Farr & Gallagher

Amlaw 50. POC to multi-phase migration; governance + Snowflake Intelligence expansion.

Workshop Requests → sales@blue.cloud · Brent LaBier, CRO

Packaged Outcome Offerings

Every offering is fixed-fee, CoCo-accelerated, and scoped to a defined deliverable — not an open-ended SOW. Timelines and price ranges reflect complexity bands; final scope set during the Advisory Workshop.

PILLAR 1

Migrations

Legacy platform to Snowflake. Repeatable, SnowConvert-powered recipes.

Migration Readiness Assessment \$15K–\$30K

1–2 wks · Workload inventory + migration roadmap
Full SQL complexity scoring, SnowConvert auto-scan, and LOE estimate. Your AE walks away with a warm \$100K+ scoped follow-on.

COCO: AUTO-SCAN + ROADMAP GEN

Cloud Migration QuickStart \$50K–\$100K

3–5 wks · 1–3 databases live on Snowflake
End-to-end migration with ETL replatforming and validation. SnowConvert delivers 96% auto SQL conversion. Immediate consumption from week one.

COCO: AUTO-CONVERSION + TEST GEN

Mid-Scale Migration \$150K–\$300K

8–12 wks · 5–15 workloads + ETL modernized
Full DWH migration (Oracle, Redshift, BigQuery, SQL Server) with Dynamic Tables/dbt replatforming and BI migration. 40% faster than industry baseline.

COCO: AUTO-CONVERSION + PIPELINE SCAFFOLDING

Enterprise Migration \$350K–\$750K+

14–24 wks · Full platform migration
Teradata or Oracle full-platform migration. Dedicated migration factory, full test suite, cutover planning, and hypercare.

COCO: FULL TEST SUITE + PIPELINE SCAFFOLDING

SAP + Snowflake Migration \$30K–\$60K

2–4 wks · SAP-to-Snowflake assessment + roadmap
SAP landscape audit (ECC/S4/BW), ABAP complexity scoring, and BW offload roadmap. Only Elite partner with a dedicated SAP practice.

COCO: ABAP-TO-SQL ANALYSIS

PILLAR 2

Get Your Data AI-Ready

Foundation, data modeling, BI rationalization, governance — the platform unlock.

Snowflake Foundation Blueprint \$25K–\$45K

2–3 wks · Production-ready Snowflake environment
VPC/network config, RBAC scaffolding, resource monitors, tagging standards, and env isolation (dev/stage/prod). Eliminates 3–4 weeks of setup.

COCO: POLICY GEN + DDL SCAFFOLDING

Data Modeling & Medallion Architecture \$100K–\$200K

6–10 wks · AI-ready data model delivered
Domain-specific bronze/silver/gold design, dimensional and entity models, dbt pipelines, Cortex Analyst YAML definitions, and semantic layer.

COCO: DDL + SCHEMA GEN + YAML SCAFFOLDING

BI Rationalization \$75K–\$150K

4–8 wks · Report sprawl reduced 40–60%
Full BI estate audit across Tableau, Power BI, SSRS, and legacy tools. Report usage analysis, consolidation roadmap, and migration to Sigma or Cortex Analyst.

COCO: REPORT INVENTORY + CONSOLIDATION ENGINE

Governance & Horizon Compliance \$65K–\$125K

4–6 wks · Governed, policy-enforced platform
Snowflake Horizon policies, Atlan integration, dynamic data masking, row access policies, data contracts, and column-level lineage. For FSI, HC&LS, and regulated verticals.

COCO: POLICY GEN + COMPLIANCE DOCS

Zero-to-AI \$95K

5–6 wks · Full foundations + first Cortex AI skill
Complete Snowflake build — account, security, ingestion, medallion architecture, semantic model, and first production Cortex skill. Zero to AI-ready in 6 weeks.

COCO: FULL STACK — DDL + POLICY + SCHEMA + YAML + PROMPT

PILLAR 3

AI / Cortex & ML Ops

Production Cortex AI, agentic workflows, Snowpark ML — the consumption growth layer.

Cortex AI Pilot \$65K–\$125K

4–6 wks · Production-ready Cortex proof deployed
Single Cortex use case (Analyst, Search, or Document AI) from POC to production. Semantic model, YAML definitions, access controls. Not a sandbox demo.

COCO: PROMPT ENG + PIPELINE SCAFFOLDING

Cortex AI Production Deployment \$150K–\$300K

8–12 wks · Full Cortex suite in production
Full Cortex Analyst + Search + Document AI across one or more domains. Semantic layer, security model, monitoring, and user onboarding.

COCO: PIPELINE GEN + PROMPT AUTOMATION

Agentic AI Build \$200K–\$450K

10–16 wks · Multi-agent Cortex workflow in production
Multi-agent orchestration via Cortex Agents + Snowflake Intelligence: prior auth automation, RevOps agents, billing reconciliation. Snowflake-native — no external LLM.

COCO: AGENT SCAFFOLDING + ORCHESTRATION PATTERNS

Full AI / ML Platform \$350K–\$650K+

14–20 wks · End-to-end ML platform on Snowflake
Enterprise ML: forecasting, classification, anomaly detection, and RAG on Snowpark. MLOps infrastructure, model monitoring, feature store, and Cortex AI integration.

COCO: FULL MLOPS PIPELINE GEN + TEST AUTOMATION

AI Architect Embed \$40K–\$75K

4–6 wks → 3-mo retainer · Forward-deployed engineer
Senior AI/business architect embeds post-foundations. Builds 5–10 custom Cortex skills. Trains the team. Converts to 3-month retainer (\$15K–\$25K/mo) as trusted advisor.

COCO: SKILL SCAFFOLDING + PROMPT AUTOMATION

QUICK-REFERENCE PRICING — ALL 15 OFFERINGS AT A GLANCE

OFFERING	PRICE	TIMELINE	PILLAR
Zero-to-AI	\$95K	5–6 wks	Cross-Pillar
AI Architect Embed	\$40K–\$75K + Retainer	4–6 wks → 3 mo	Cross-Pillar
Migration Readiness Assessment	\$15K–\$30K	1–2 wks	Pillar 1
Cloud Migration QuickStart	\$50K–\$100K	3–5 wks	Pillar 1
Mid-Scale Migration	\$150K–\$300K	8–12 wks	Pillar 1
Enterprise Migration (Oracle / Teradata)	\$350K–\$750K+	14–24 wks	Pillar 1
SAP + Snowflake Migration	\$30K–\$60K	2–4 wks	Pillar 1
Snowflake Foundation Blueprint	\$25K–\$45K	2–3 wks	Pillar 2
Data Modeling & Medallion Architecture	\$100K–\$200K	6–10 wks	Pillar 2
BI Rationalization	\$75K–\$150K	4–8 wks	Pillar 2
Governance & Horizon Compliance	\$65K–\$125K	4–6 wks	Pillar 2
Cortex AI Pilot	\$65K–\$125K	4–6 wks	Pillar 3
Cortex AI Production Deployment	\$150K–\$300K	8–12 wks	Pillar 3

Agentic AI Build	\$200K–\$450K	10–16 wks	Pillar 3
Full AI / ML Platform	\$350K–\$650K+	14–20 wks	Pillar 3

Financial Services

Risk, Compliance, Client Intelligence & AI on Snowflake

Banks, asset managers, fintech, and insurance firms face fragmented data across trading, compliance, and client systems. BlueCloud delivers governance-first Snowflake architectures with pre-built FSI data models, regulatory automation, and Cortex AI.

Fraud Detection & AML/KYC AI — Snowpark ML for real-time transaction scoring; AML alert automation via Cortex Agents; replaces costly on-prem CEP platforms

Risk & Portfolio Analytics — Unified risk data model (market, credit, operational); CCAR/ DFAST automation via Dynamic Tables; Cortex Analyst for portfolio attribution

Regulatory Reporting Automation — Snowflake Horizon for SEC/FINRA/MIFID enforcement; audit-ready lineage; automated report generation

Client 360 & Advisor Intelligence — Unified client data across CRM, trading, and advisory systems; Cortex Analyst for advisor self-serve; next-best-action recommendations

Snowflake Horizon · Dynamic Tables · Cortex Analyst + Cortex Agents · Snowpark ML · Secure Data Sharing

Governance & Horizon

Data Modeling & Medallion

Cortex AI Pilot

Agentic AI Build

Invesco · Verition Fund Management: Active FSI platform engagements. **Willkie Farr & Gallagher (AmLaw 50):** POC to multi-phase migration; governance, security, and Snowflake Intelligence expansion underway.
Also active: Ally · JPMC

Healthcare & Life Sciences

Clinical, Payer, RWE & Compliance Analytics

Payers, providers, and pharma organizations must connect clinical, claims, and operational data without compromising PHI. BlueCloud delivers HIPAA-compliant Snowflake architectures with AI-ready pipelines for real-world evidence, patient analytics, and operational efficiency.

Clinical Data Integration — HL7/FHIR ingestion with Snowflake Postgres; unified EHR, claims, and lab data in a governed medallion model; PHI masking via Horizon

Patient 360 & Claims AI — Member entity resolution across payer and provider data; Cortex Analyst for care manager self-serve; claims anomaly detection via Snowpark ML

Real-World Evidence & R&D Analytics — Cortex AI for patient cohort identification; Document AI for unstructured clinical note extraction; Genomics pipeline templates on SPCS GPU

Payer Cost & Quality Analytics — HEDIS/Stars measure automation; risk stratification; member 360; replaces SAS 9.x workloads with 96% auto-conversion via SnowConvert

Snowflake Postgres (Crunchy) · HIPAA-Compliant Architecture · Cortex Document AI · Cortex Agents · SPCS GPU · Snowflake Horizon

Migration Readiness

Governance & Horizon

Data Modeling & Medallion

Cortex AI Production

Agentic AI Build

SAS Migration Pattern: BlueCloud's SnowConvert + CoCo converts SAS 9.x analytical workloads with 96% auto-conversion — directly applicable to payer and pharma environments.
Active vertical: UHG · Regeneron

Retail & CPG

Customer Intelligence, Personalization, Demand & Inventory AI

Retailers and CPG brands need to unify POS, loyalty, e-commerce, and supply chain data to drive personalization, inventory intelligence, and campaign ROI. BlueCloud builds unified Customer 360 and demand analytics platforms on Snowflake.

Customer 360 & Personalization — Unified entity resolution across POS, e-comm, CRM, and loyalty; Cortex Analyst for marketer self-serve; Insider CDP integration for omnichannel activation

Demand Forecasting & Inventory AI — Snowpark ML for SKU-level demand models; Dynamic Tables for NRT replenishment signals; replaces spreadsheet-driven planning

Marketing Analytics & Campaign Intelligence — Unified media and campaign attribution; Customer 360 audience segmentation; Cortex-powered next-best-action

Dynamic Pricing Models — Real-time competitive pricing via Snowflake Marketplace; Snowpark ML for elasticity models and markdown optimization

Cortex Analyst · Dynamic Tables · Snowpark ML · Snowflake Marketplace · Sigma (Snowflake-native BI)

BI Rationalization

Data Modeling & Medallion

Cortex AI Pilot

Cortex AI Production

Mid-Scale Migration

LendingTree: 97% faster reporting; 7 optimizations in one-day Advisory Workshop. **Zendesk:** 60% less manual reporting; 40% SLA improvement; full BigQuery displacement.
Also active: Lululemon · Carnival · NCL · Acosta

Manufacturing

Connected Factory, Predictive Ops & SAP + Snowflake Integration

Manufacturers run critical operations on SAP while sensor, MES, and OT data live in isolated silos. BlueCloud bridges the OT/IT gap — landing IoT, MES, and SAP data on Snowflake. The only Snowflake Elite partner with a native SAP practice.

SAP + Snowflake Integration — Direct SAP ECC/S4 extraction; BOM, production orders, plant data, and COPA analytics unified with Snowflake operational models. Zero comparable partner offering exists.

IoT & Sensor Analytics — High-volume OT/IoT ingestion via Dynamic Tables and Streams; time-series sensor models; OEE dashboards replacing fragile Historian-based reporting

Predictive Maintenance AI — Snowpark ML for failure prediction on sensor/time-series data; anomaly detection replacing manual SPC; Cortex-powered maintenance recommendations

Supply Chain Visibility — Supplier, logistics, and inventory data unified on Snowflake; Secure Data Sharing for multi-tier supplier collaboration without data movement

Snowpark ML · Dynamic Tables · Secure Data Sharing · Snowflake Horizon · SAP Practice · Sigma OEE Dashboards

SAP + Snowflake Migration

Enterprise Migration

Cortex AI Production

Governance & Horizon

Mitsubishi Electric (METUS): \$150K to \$3.6M Snowflake consumption in 18 months; 8-week migration vs. 16-week industry average; 3x analyst productivity. **Andersen Windows:** Active manufacturing engagement.
Also active: ExxonMobil

Media & Entertainment

Audience Analytics, Ad Revenue & Publisher Data Monetization

Media publishers, streaming platforms, and ad tech companies sit on massive audience and content data that rarely talks to each other. BlueCloud unifies audience, content performance, and ad revenue data on Snowflake.

Audience Analytics & Segmentation — Unified first-party audience data across content, ads, and subscriptions; Cortex Analyst for self-serve insights; lookalike modeling via Snowpark ML

Ad Revenue Optimization — Programmatic yield analytics on Snowflake; Dynamic Tables for NRT ad impression aggregation; CPM/fill rate optimization models

Publisher Data Monetization — Clean room architecture using Snowflake Secure Data Sharing; audience data products for advertiser activation without exposing raw PII

Content Performance AI — Cortex-powered content recommendation models; real-time engagement scoring via Dynamic Tables; streaming data pipelines from Kafka/Kinesis

Secure Data Sharing · Data Clean Rooms · Dynamic Tables · Cortex Analyst · Snowpark ML · Snowflake Marketplace

BI Rationalization

Data Modeling & Medallion

Cortex AI Pilot

Mid-Scale Migration

DoubleVerify: Quote-to-Cash billing automation via Cortex sub-agents; Advisory Workshop gate in progress; Snowflake regional funding potential identified.
Also active: CafeMedia

Technology & SaaS

Product Analytics, Usage Metering, RevOps & Cortex Agent Apps

SaaS companies and high-growth tech firms need real-time product analytics, usage-based billing infrastructure, and customer health scoring — but most run these on fragile BigQuery or Redshift stacks with limited AI capability.

Product Analytics at Scale — Unified product event data on Snowflake; Cortex Analyst for PM and growth team self-serve; funnel analytics, retention cohorts, feature adoption dashboards

Usage-Based Billing Data Infrastructure — Metering pipeline from event to entitlement to invoice on Snowflake; Dynamic Tables for NRT consumption aggregation

Customer Health Scoring & Churn AI — Snowpark ML for churn prediction and expansion likelihood scoring; Cortex Analyst for CS team self-serve; real-time health dashboards

Quote-to-Cash & RevOps AI Agents — Cortex Agents for billing reconciliation, contract anomaly detection, and deal desk automation; Snowflake-native, no external LLM exposure

Cortex Analyst · Cortex Agents · Dynamic Tables · Snowpark ML · Snowflake Native Apps · Sigma (Snowflake-native BI)

Mid-Scale Migration

Data Modeling & Medallion

Agentic AI Build

Cortex AI Production

Zendesk: 60% less manual reporting; 40% SLA improvement; full BigQuery displacement. **LendingTree:** 97% faster reporting; 7 optimizations in one-day Advisory Workshop. **Sixfold.AI (Series B InsureTech):** 12-week medallion architecture; ~40 isolated Postgres databases per tenant unified.