BlueCloud | Managed Services

Going Live Is Only *The Beginning.*

As Snowflake platforms and AI applications become essential to daily operations, rising costs, recurring failures and limited internal capacity can quickly erode their value.

BlueCloud keeps your data and AI environment reliable, cost-efficient and ready for what's next. We combine proactive operations, continuous optimization and advisory-led improvement to help you get more from your Snowflake investment long after deployment.

The Business Problems *We Solve*

- **The business finds broken pipelines before IT does**
  Failures go undetected until reports are wrong, data is missing or operations are disrupted.
- **Nobody owns what happens after go-live**
  Platforms and AI applications enter production without clear operational accountability.
- **Snowflake and AI costs keep climbing**
  Inefficient workloads and unmonitored consumption make spending difficult to control.
- **Skills gaps and turnover leave the platform exposed**
  Critical knowledge sits with a few people, while hiring and training struggle to keep pace.
- **Your best engineers spend their days fighting fires**
  Recurring incidents and routine support leave little time for strategic initiatives.
- **Your platform isn't keeping pace with the business**
  Backlogs grow, new capabilities go unused and optimization opportunities are missed.

WHAT BECOMES POSSIBLE

- **Fewer business disruptions**
- **Lower, more predictable costs**
- **More capacity for innovation**
- **Greater return on Snowflake investment**

What *We Deliver*

Platform Operations & Reliability
Proactively monitor Snowflake environments, pipelines and data quality. Manage incidents, changes and operational risks to keep critical services running.

Cost & Performance Optimization
Provide ongoing control of Snowflake and Cortex spending through usage monitoring, warehouse optimization, query tuning and performance improvements.

Continuous Improvement & Expansion
Keep platforms and AI applications evolving through ongoing optimization, adoption of new Snowflake capabilities and an architect-led roadmap tied to business priorities.

MANAGED SERVICES CAPABILITIES

- Snowflake Platform Operations
- Monitoring & Alerting
- FinOps
- DataOps
- AI & Model Monitoring
- Incident Management
- Performance Optimization
- Change Management

BlueCloud | Managed Services

Operations That Keep *Getting Better.*

How BlueCloud *Delivers*

DEFINE

Align operations to business priorities.

Identify critical services, ownership, operational risks and service expectations.

UNDERSTAND

Establish the operational baseline.

Assess platform health, costs, monitoring coverage, incident history and improvement opportunities.

DESIGN

Create the right operating model.

Define service levels, escalation paths, runbooks, monitoring and a prioritized improvement plan.

DELIVER

Transition and operate with confidence.

Establish monitoring and response processes, manage day-to-day operations and begin proactive optimization.

PROVE & EVOLVE

Measure results. Plan what's next.

Track service performance, costs and improvements through regular reviews and an architect-led roadmap.

Service Governance • Cost & Performance Monitoring • Advisory-Led Improvement

Accelerators & Reusable Frameworks

Snowflake Health & Performance Assessment

Evaluates platform health, costs, performance and optimization opportunities to prioritize improvements.

Centralized Usage & Spend Monitoring

Provides visibility into Snowflake consumption, spending patterns and cost drivers across accounts.

Openflow Monitoring & Alerting Framework

Detects connector failures and generates actionable alerts to support faster incident response.

CUSTOMER IMPACT

National Beverage Retailer I *Managed Services & Continuous Optimization*

A national beverage retailer faced rising Snowflake costs and performance bottlenecks across its analytics environment.

BlueCloud provided proactive monitoring, warehouse optimization, query tuning and ongoing strategic reviews.

20%

reduction in monthly Snowflake costs



2026 CoCo Catalyst Snowflake Partner of the Year

2026 Snowflake Summit 5 Years of Ecosystem Impact Award

START WITH A MANAGED SERVICES ASSESSMENT

Know What's Putting Your Platform At Risk.

Identify operational gaps, cost inefficiencies and opportunities to improve reliability, performance and long-term value.

Schedule a Managed Services Assessment