BlueCloud

AI & MACHINE LEARNING | Snowflake AE Co-Sell Guide

Your Customers Are Investing In AI. *What's Actually Making It Into Production?*

Most enterprises have AI pilots. Far fewer have AI in production delivering measurable results. Promising applications stall, predictive models never reach the people who need them, and teams struggle to identify which opportunities are worth pursuing.

BlueCloud helps customers turn high-value business problems into AI applications, agents and predictive models on Snowflake, tested against measurable outcomes and integrated into the workflows where decisions happen.

Hear Any of These? *Bring Us In!*

- **We've built several AI pilots, but nothing is in production.**
- **Our teams are still doing work manually that AI should be able to handle.**
- **We have predictive models, but nobody is using them to make decisions.**
- **We don't know which AI use cases are worth funding.**

The Signal

The customer wants business value from AI, but struggles to prioritize opportunities, move beyond experimentation or get solutions adopted.

You don't need to design the AI solution. Bring us the business problem, the intended users and what success would look like. We'll help determine the right approach, where Snowflake fits and how to get started.

Where to Look for *Opportunities*

Business & Operations Leaders

ASK

"Which repetitive processes or decisions take up time that AI could handle?"

CIO / Head of AI

ASK

"What's preventing your most promising AI pilots from reaching production?"

Data Science & Analytics Leaders

ASK

"Which predictive models or AI applications have been built but aren't being used in everyday workflows?"

How We *Engage*

01 ASSESS

Find the right opportunity

Identify a high-value business process or decision, evaluate feasibility and define measurable success criteria.

OUTCOME

A prioritized AI use case with a clear path to delivery.

02 PROVE

Build and validate

Develop an AI application, agent or predictive model using Snowflake capabilities. Test it against real business scenarios and put it into users' hands.

OUTCOME

A working solution with evidence of accuracy, usability and business value.

03 EMBED

Make AI part of the business

Integrate the solution into everyday workflows, monitor adoption and performance, and extend successful patterns to additional use cases.

OUTCOME

AI in use, with measurable business impact.

Why BlueCloud?

Getting AI into production takes more than a working model. It takes the right use case, reliable evaluation and a solution people can use in their daily work.

BlueCloud combines **reusable ML development frameworks, AI application accelerators and structured evaluation** with engineering expertise to build, test and operationalize AI on Snowflake.

We define success criteria before development, evaluate against real-world cases and measure accuracy, adoption and business impact.

CUSTOMER PROOF

Global Cruise Line

$2.4M

in New Casino Revenue with Voyage-Level ML Predictions

What's in It for *Snowflake?*

- **AI workloads:** Activate Snowflake Cortex, Snowflake ML and related capabilities through real business applications.
- **Production adoption:** Help customers move promising AI initiatives into operational use.
- **Expansion opportunities:** Extend successful applications into additional agents, models, workflows and Snowflake consumption.



Start With One AI Use Case *Worth Putting Into Production.*



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