BlueCloud

DATA ARCHITECTURE | Snowflake AE Co-Sell Guide

The Data Is In Snowflake.

Why Is It Still So Hard To Use?

Moving data onto a modern platform doesn't automatically make it useful. When business definitions are inconsistent, data models are difficult to maintain, and every new question requires custom engineering, the business is still waiting for value.

BlueCloud helps customers turn fragmented data into reusable, business-ready models, so reporting, analytics and AI applications can work from trusted information without rebuilding the same logic each time.

Hear Any of These? *Bring Us In!*

“We've migrated to Snowflake, but getting answers hasn't gotten any easier.”

“Every new report or business question turns into another engineering project.”

“Our data is in Snowflake, but connecting it across systems is still a nightmare.”

“We want to use Snowflake Intelligence, but our data isn't organized for it.”

The Signal

The customer has data in Snowflake, but fragmented models, complex transformations or disconnected sources are preventing teams from using it effectively.

You don't need to design their data architecture.

Bring us the business questions they can't answer, the data domains involved and what's slowing them down. We'll help determine what needs to change.

Where to Look for *Opportunities*

Business / Operations Leader	*Which business questions still take weeks to answer, even though the data is in Snowflake?*
CRO / Revenue Operations	*How many systems and custom queries does it take to get a complete, trusted view of a customer?*
CDO / Head of Data	*How long does it take to turn a new business question into a reliable answer using your current Snowflake environment?*

How We *Engage*

ASSESS - Find the gaps

Identify a priority business domain, the questions it needs to answer, and the data structures, definitions, or transformations preventing progress.

Outcome: *A focused architecture and modeling plan tied to a business need.*

BUILD Create business-ready data

Agree definitions with business owners. Design and implement tested, documented data models, reconcile critical metrics, and publish governed semantic definitions.

Outcome: *A trusted, reusable data model supporting real business consumers.*

EXPAND — Extend the foundation

Apply the modeling patterns to additional domains, connect shared entities and enable more analytics and AI use cases.

Outcome: *Faster delivery of new use cases without rebuilding the foundation each time.*

Why *BlueCloud?*

Reusable industry data models, tested transformation patterns, and governed semantic definitions help turn Snowflake data into something the business can use.

We work with business owners to define the questions and metrics that matter, then build and validate the underlying models through architecture and engineering.

The result is a reusable foundation for analytics, Snowflake Intelligence and additional AI use cases.

CUSTOMER PROOF

75% **faster execution of complex patient queries**

Healthcare Data Architecture Engagement

$1M+ **in efficiency gains**

Healthcare Data Modernization Engagement

What's in It for *Snowflake?*

1. **Activate existing investments:** Help customers realize more value from data they've already moved to Snowflake.
2. **Accelerate new workloads:** Make it easier to launch analytics and data products using reusable, trusted models.
3. **Enable Snowflake Intelligence:** Establish the governed business definitions and Semantic Views that support Cortex Analyst, Snowflake Intelligence and other AI use cases.



Your customer already has the data. *Let's make it useful.*



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