BlueCloud

DATA GOVERNANCE | Snowflake AE Co-Sell Guide

Is a security review holding up your customer's *next data or AI initiative?*

The Signal

The customer has a data or AI initiative worth pursuing, but security, privacy, data quality or compliance concerns are preventing it from moving forward.

You don't need to solve the governance problem.

Bring us the initiative that's blocked, the concern preventing approval and the stakeholders involved. We'll help determine which controls are needed to move forward.

Organizations want to launch AI applications, share information and put more enterprise data to work. But uncertainty about access, sensitive data, ownership and compliance can stop those initiatives before they begin.

BlueCloud helps customers turn security, privacy and governance requirements into practical controls on Snowflake, so they can move forward with confidence.

Hear Any of These? *Bring Us In!*

- ☐ **"Security won't approve our AI rollout until we can control what the agents can access."**
- ☐ **"We don't know who has access to our most sensitive data."**
- ☐ **"Every new data initiative gets stuck in security and compliance reviews."**
- ☐ **"We need to share data with partners, but we can't risk exposing the wrong information."**

Where to Look for *Opportunities*

CISO / Security

Can you demonstrate who has access to your most sensitive data and whether those permissions are appropriate?

Chief Risk / Compliance Officer

Which audit findings, privacy requirements, or control gaps are delaying business initiatives?

Business / AI Leader

What data or AI initiative is waiting on security, privacy or compliance approval right now?

How We *Engage*

ASSESS

Identify what's blocking progress

Start with the business initiative or risk. Evaluate sensitive data, access permissions, ownership, quality and existing controls.

Outcome: *A prioritized view of the gaps that need to be addressed.*

IMPLEMENT

Put controls into practice

Establish classification, access policies, masking, quality checks and governance processes using appropriate Snowflake capabilities.

Outcome: *Enforceable protections and clearer accountability.*

ENABLE

Move forward with confidence

Validate the controls, document evidence and support the rollout of governed analytics, AI applications or secure data sharing.

Outcome: *Business initiatives that can proceed within defined security and compliance boundaries.*

Why *BlueCloud?*

Practical governance controls built into the Snowflake environment, not just policies documented outside it.

Our teams implement sensitive-data classification, role-based access, dynamic masking and automated quality checks, using reusable patterns to support consistent protection and validation.

Customer Proof — Pending Approval

A Global Pharmaceutical Leader

250+ hours saved on governance setup

Weeks → days for trial reporting

3 more trials onboarded

What's in It for *Snowflake?*

Unblock AI adoption: Address the security and data-access concerns preventing customers from deploying Snowflake AI applications.

Expand governed data use: Enable additional teams, data domains and approved sharing use cases on Snowflake.

Support platform adoption: Help customers use Snowflake Horizon and native protection capabilities to establish confidence in broader data and AI initiatives.

AI DATA CLOUD SERVICES PARTNER ELITE · CORTEX CODE PREFERRED PARTNER 2026 · MIGRATION COMPETENCY

Have a customer initiative *waiting on approval?*

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