BlueCloud

MANAGED SERVICES | Snowflake AE Co-Sell Guide

# Your customer is live on Snowflake.
## *Who's making sure it keeps delivering?*

Getting a platform or AI application into production is a milestone. Keeping it reliable, controlling costs, and improving it as business needs change is an ongoing challenge.

**BlueCloud** combines proactive platform operations, FinOps, DataOps and advisory-led improvement to help customers protect their Snowflake investment.

## Hear Any of These? *Bring Us In!*

- "Our engineers spend more time fixing pipelines than building anything new."
- "Our Snowflake costs keep climbing, and we can't explain why."
- "The business finds out something is broken before our data team does."
- "We just went live. Who's responsible for keeping everything running?"

### The Signal

The customer depends on Snowflake for business-critical work, but operational gaps, unpredictable costs or limited internal capacity are holding back adoption and improvement.

### You don't need to diagnose their platform issues.

Bring us the operational challenge, the team responsible and what the business depends on. We'll help identify the risks and the right support model.

## Where to Look for *Opportunities*

**What happens when a critical Snowflake workload fails overnight, and who is accountable for restoring it?**

CIO / CDO

**How much of your team's capacity goes toward incidents, support and maintenance instead of new initiatives?**

Head of Data Platform

**Where is Snowflake spending becoming unpredictable, and do you have visibility into what's driving it?**

Finance / FinOps

## How We *Engage*



**ASSESS — Find the operational gaps**

Evaluate platform health, costs, incident patterns, monitoring coverage and internal capacity. Identify immediate risks and opportunities to improve performance.

***Outcome:*** *An operational baseline and prioritized improvement plan.*

**OPERATE — Keep the platform reliable**

Establish monitoring, incident response, runbooks and service ownership. Manage platform operations, pipelines, data quality and agreed cost controls.

***Outcome:*** *More reliable operations and clearer accountability.*

**IMPROVE — Keep delivering value**

Use regular service reviews and architect-led planning to optimize performance, control costs and prioritize new data and AI capabilities.

***Outcome:*** *A platform that improves alongside business needs.*

## Why *BlueCloud?*

Engineering expertise to run Snowflake day to day, plus an advisory architect who turns operational findings into a prioritized improvement roadmap.

CUSTOMER PROOF

**NATIONAL BEVERAGE RETAILER**

- *Reports went from hours to real time*
- *Self-service analytics for every bottler*
- *Ongoing managed service support*

## What's in It for *Snowflake?*

**Protect adoption:** Help customers keep business-critical workloads reliable and maintain confidence in Snowflake.

**Improve account health:** Address cost and performance concerns before they become barriers to further investment.

**Create expansion opportunities:** Use ongoing operational insights to identify new data, analytics and AI workloads worth activating.

snowflake AI DATA CLOUD SERVICES PARTNER ELITE

snowflake CORTEX CODE PREFERRED PARTNER 2026

snowflake MIGRATION COMPETENCY

## Go-live *is the start.*

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