BlueCloud

SAP DATA MODERNIZATION | Snowflake AE Co-Sell Guide

The answers are in SAP.
Can your customers use them?

From margin and working capital to inventory and supply chain performance, SAP data holds information businesses need to make better decisions. But when that information is difficult to connect with the rest of the enterprise, valuable opportunities go unrealized.

BlueCloud starts with the business problem that matters most, then brings together the SAP data, context and Snowflake capabilities needed to solve it.

Hear Any of These? *Bring Us In!*

> **"Our finance team still relies on SAP exports and spreadsheets."**

> **"We can't see true margin by customer or product."**

> **"Our SAP BW environment is expensive and difficult to modernize."**

> **"We're moving to S/4HANA, but we don't have a clear data and analytics strategy."**

The Signal

The customer has a business problem worth solving, but fragmented SAP data, disconnected systems or legacy reporting are limiting what they can do.

You don't need to be an SAP expert. Bring us the business problem or modernization initiative. We'll help determine what's getting in the way, where Snowflake fits, and the right place to start.

Where to Look for *Opportunities*

Finance & Accounting	*Where are margin, forecasting or working capital decisions held back by SAP data that's hard to use?*
Supply Chain & Operations	*Where are disconnected SAP and operational systems limiting visibility into inventory, orders or supplier performance?*
IT & SAP Modernization	*As you modernize SAP or move to S/4HANA, which business-critical reporting and analytics capabilities need attention?*

How We *Engage*

ASSESS — Find the opportunity

Start with a priority business problem. Evaluate the SAP landscape, identify the data and context required, and determine where Snowflake can deliver value.

***Outcome:** A focused, actionable modernization roadmap.*

BUILD — Solve the first problem

Connect and model the relevant SAP data in Snowflake, using reusable business models and reconciliation against SAP financials to establish trust.

***Outcome:** Trusted, business-ready data supporting a defined business need.*

EXPAND — Build on what works

Connect additional enterprise data, extend analytics and activate AI use cases.

***Outcome:** Broader business value and new Snowflake workloads.*

Why *BlueCloud?*

We bring strategy, architecture and engineering together around the business problem, and use what we learn through delivery to shape what comes next.

Our reusable Finance, Order-to-Cash and Procure-to-Pay models, along with reconciliation against SAP financials, help accelerate delivery and establish trust.

CUSTOMER PROOF

MITSUBISHI ELECTRIC
HEATING & AIR CONDITIONING

SAP data in Snowflake in 8 weeks.

What's in It for *Snowflake?*

New workloads: Bring SAP data, and the business problems it solves, into Snowflake.

Broader adoption: Connect SAP with other enterprise data to support more decisions, users, and use cases.

AI activation: Use trusted SAP data and business to support predictive analytics and Snowflake-native AI applications.

Start With One *SAP Business Problem.*

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