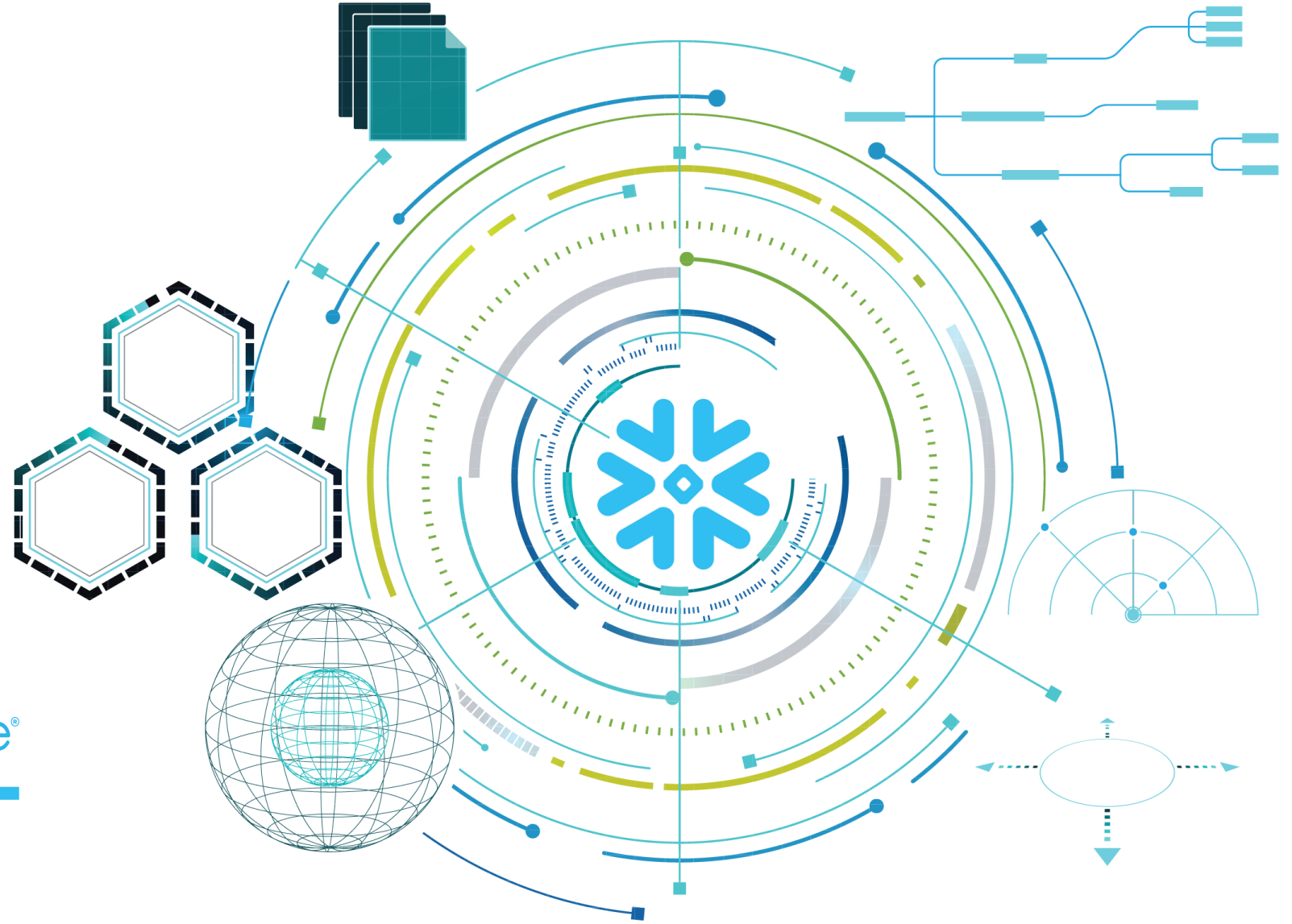


Deloitte.



Deloitte.  snowflake®

Data on Cloud

Deloitte – Snowflake Alliance



Our alliance combines the advanced capabilities of Snowflake’s AI-powered cloud data platform with Deloitte’s recognized leadership in strategy, analytics, and cloud services to help businesses achieve stronger insights, reduce IT costs, and streamline data management.

DEPTH AND BREADTH OF CAPABILITIES

- **Global alliance** with member firm participation from North America, EMEA, and APC regions
- **Holistic** Cloud Analytics Services from Cyber Security to DataDevOps
- Support for **Organizational Change Management** and **IT Operating Model Changes** related to the transition to the Cloud

OUR MIGRATION SUCCESS METRICS

Deloitte has a proven track record of delivering successful cloud migration implementations and Data Platform modernization programs for multiple clients across industries:



250+ migration projects delivered
34.7 PB data migrated



85,000+ applications migrated
264,000+ servers migrated

PARTNERSHIP

“Our collaboration with Deloitte accelerates the pace at which we help our customers tackle their transformation priorities and Deloitte’s ability to achieve Elite status in such a short amount of time speaks volumes about their commitment to the Snowflake ecosystem”

Colleen Kapase, Snowflake VP of Global Alliances

APPROACH

- **Joint Implementation Approach** - unified methodology & approach with Snowflake Professional Services
- **Common Assessment Strategies** - aligned with Snowflake migration readiness and code conversion / migration strategies
- **Common Tools and Accelerators** - combined with agile methods to speed time to market
- **Product Leadership** - Deloitte’s Data Modernization Leadership Team works closely with Snowflake Product Management to influence product capabilities & direction

KEY FIGURES

TRAINED
600+ Trained Practitioners

CERTIFIED
350+ SnowPro Certified Practitioners

TRANSFORMATION
3 M+ hours of consulting related to Snowflake

ECOSYSTEM
1000+ Partners across delivery, technology, and platforms

EXPERIENCE

#1 **Gartner**
Magic Quadrant

Deloitte named a leader in the Gartner 2021 Magic Quadrant for Data and Analytics

ELITE Services Partner

Deloitte is the fastest organization to achieve Snowflake’s top level of recognition since the launch of its Snowflake Partner Network (SPN)



Partner of the Year x 2

Named Snowflake’s 2021 and 2022 Global GSI Partner of the Year

INDUSTRIES

- Financial Services
- Consumer, Retail & Automotive
- Lifesciences and Healthcare
- Government & Public Sector
- Energy, Resources & Industrials

Deloitte and Snowflake Advantages

Deloitte has years of experience in executing data-driven modernization and digital transformation projects for businesses across multiple industries. As a Snowflake Elite Services Partner and the leader in the Gartner 2021 Magic Quadrant for Data & Analytics, Deloitte can deliver large-scale data transformation programs and technology adoptions faster, more securely, and at scale.



Together, we utilize a business-driven transformation approach to help organizations:



Derive meaningful insights

We help organizations unlock the full value of their data by activating AI-powered actions and recommendations for business and data optimization



Minimize disruption

We use advanced tools such as legacy code conversion, reverse engineering, and data pipeline management to improve efficiency and minimize disruption to business operations



Accelerate deployment

We help businesses develop a comprehensive roadmap to move workloads to hybrid or multi-cloud environments utilizing a factor-oriented strategy for faster deployment



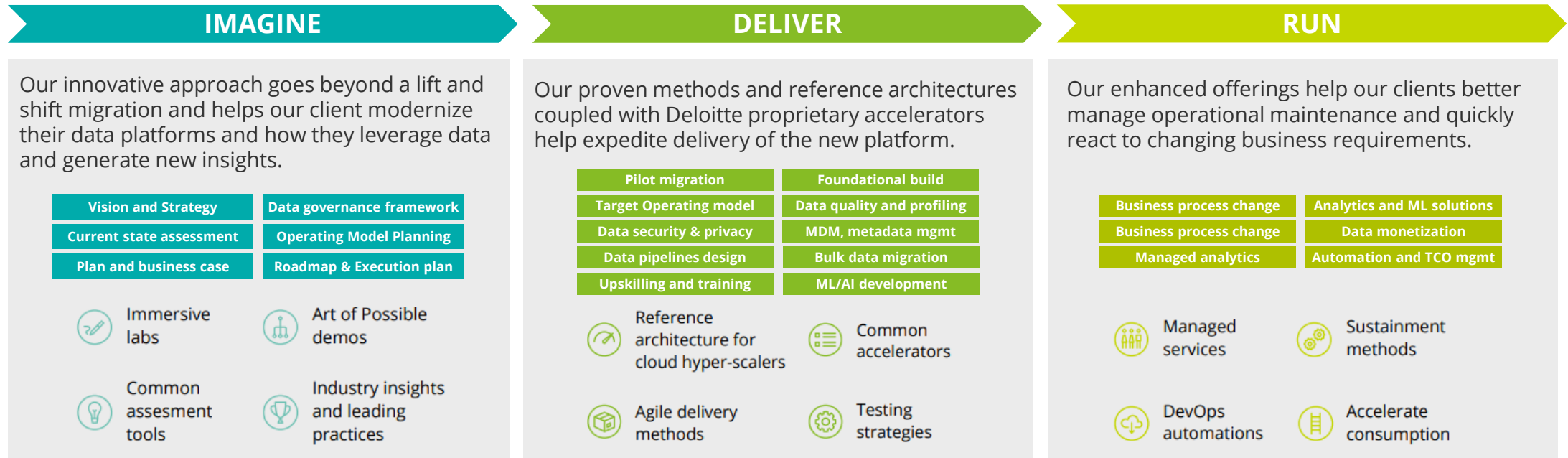
Reduce costs

We help businesses adopt Snowflake's cost-effective consumption model to simplify management and reduce the cost of ownership

Our approach

We have a structured approach to efficiently manage a Cloud Analytics Migration. We also offer an option to maintain your legacy assets while modernizing our client's data and analytics capabilities to optimize total cost of ownership while accelerating business value delivery

MODERNIZATION



Deloitte's structured, multi-phased approach to data modernization helps organizations accelerate the benefits of leveraging Snowflake as an end-to-end solution for cloud migration:

Imagine

Utilizing assessment tools, industry insights, and leading practices, we help our clients design and strategize a plan to maximize the value of their Snowflake cloud data platform—quickly.

Deliver

We help businesses expedite the delivery of Snowflake's cloud data platform through proprietary migration accelerators, reference architectures, agile delivery methods, and testing automation capabilities.

Run

With enhanced offerings for managed services, automations, sustainment methods, and hosting platforms, we can help businesses better manage their Snowflake environment operations.