# THE DELOITTE AND SNOWFLAKE ALLIANCE

## Empowering the next generation of cloud modernization

In today's rapidly evolving digital world, cloud and data modernization initiatives empower organizations to operate with enhanced flexibility, scalability, and agility. Yet, when it comes to moving to the cloud, legacy IT architectures and outdated systems can often get in the way. Deloitte and Snowflake help organizations combat the common challenges of data and cloud modernization to achieve transformation with minimal business disruption. Together, we help companies unlock the power of their data, maximize business value, and spark progress for the next generation of cloud modernization.

# WORKING TOGETHER
# *TO IGNITE DATA INNOVATION*

The pressure is on for organizations to modernize. Deloitte and Snowflake empower businesses to reach the next horizon of cloud and data modernization by capitalizing on the market drivers that are pushing organizations to transform:

### Analytics capabilities + Artificial intelligence

Maintaining relevancy and competitive edge requires organizations to adopt next-gen analytics capabilities and leverage advanced data types. Legacy solutions that traditionally use highly structured datasets don't incorporate the governance and ingestion requirements for new data types. Deloitte and Snowflake can help organizations transition to a modern cloud data platform that integrates new analytics capabilities to deliver greater business value with faster insights.

### Cost of ownership

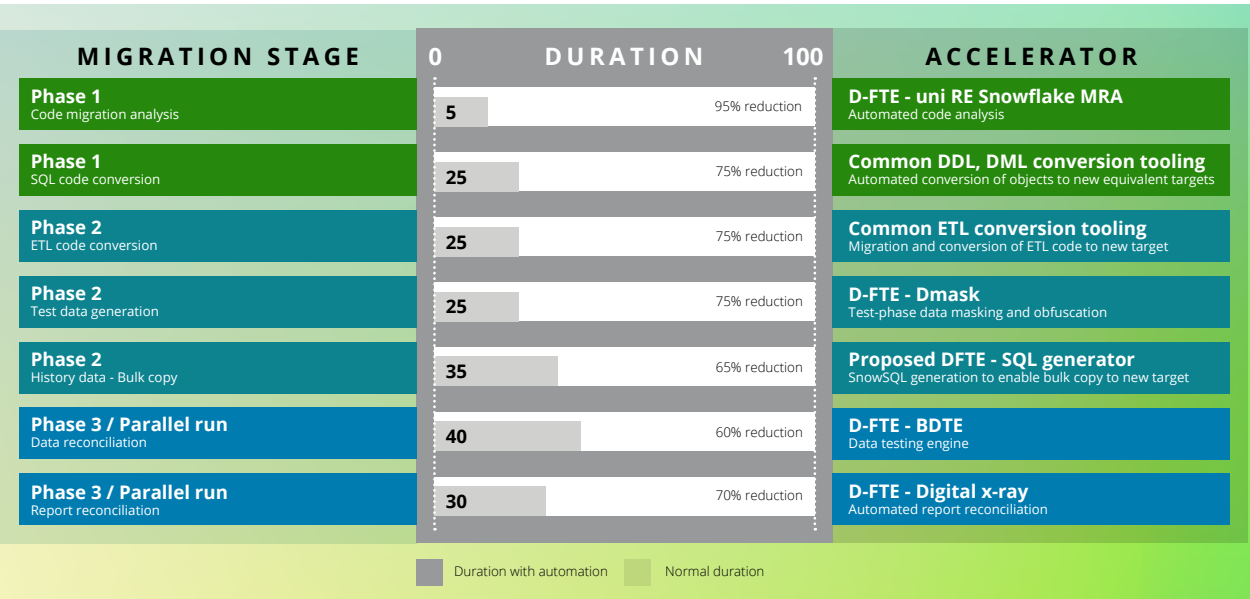
Unlike legacy platforms that can be resource-intensive and costly to manage, Snowflake provides a new way for organizations to self-manage their environment. By shifting to a pay-per-consumption model with self-managing capabilities, Deloitte and Snowflake can help companies reduce run and maintenance costs, empowering them to use those saved costs for innovative and strategic IT initiatives.

### Elastic consumption

Legacy on-premise systems often have high pay-per-use costs caused by an overallocation of resources, which can lead to sub-optimal utilization of infrastructure with limited elasticity. Snowflake's elastic data warehouse allows businesses to optimize infrastructure allocation by scaling storage components independently—so they can scale up or down at any time, without disruption. This elasticity helps to reduce costs while eliminating the need to pay for storage capacity upfront.

## 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 2020 Magic Quadrant for Data & Analytics, Deloitte can deliver large-scale data transformation programs and technology adoptions faster, more securely, and at scale.




*Illustrative sample approach that reduces time and cost for data migration*

*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.*

snowflake
SERVICES PARTNER
ELITE

## 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.

### Accelerate deployment

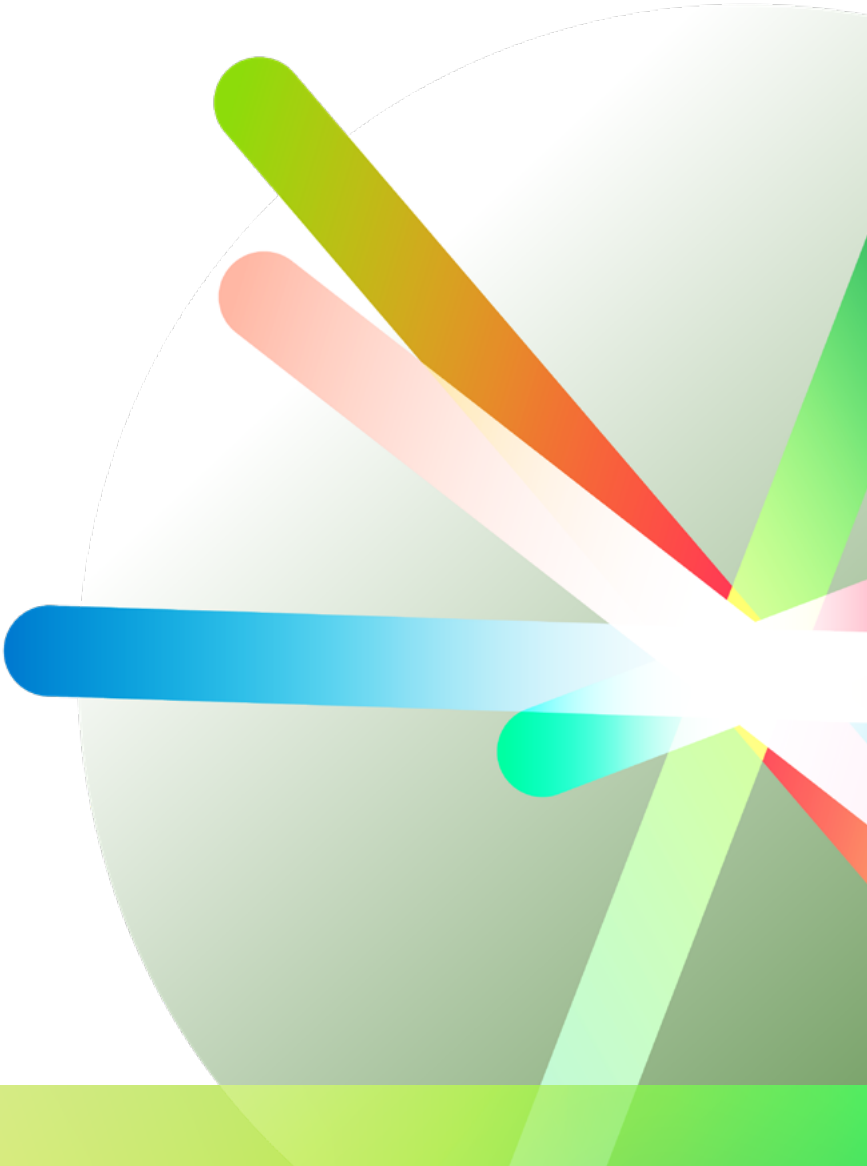
We help businesses develop a comprehensive roadmap to move workloads to hybrid or multi-cloud environments utilizing a factor-oriented strategy for faster deployment.

### 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.

### Reduce costs

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



# DELOITTE'S INNOVATIVE MODERNIZATION APPROACH

Modernization

## 1. ADVISE

Our innovative approach goes beyond a like-for-like migration and helps our clients modernize their data platforms to leverage data and extract new insights.

- Immersive labs
- Art of Possible demos
- Common assessment tools
- Industry insights and leading practices

## 2. IMPLEMENT

Our proven methods and reference architectures coupled with Deloitte proprietary accelerators help expedite delivery of the new platform.

- Reference architecture for cloud hyper-scalers
- Common accelerators
- Agile delivery methods
- Testing strategies

## 3. OPERATE

Our enhanced offerings help our clients better manage operational maintenance and quickly react to changing business requirements.

- Managed services
- Sustainable methods
- DevOps automations
- Accelerate consumption

*Elements of our innovative modernization approach*

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:

### Advise

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

### Implement

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.

### Operate

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

## SNOWFLAKE DIFFERENTIATORS

Snowflake's cloud-built architecture is faster, easier to use, and more

flexible while also empowering greater efficiency in data management. The platform supports a hybrid or multi-cloud strategy and is easily integrated across cloud providers.

**Snowflake's cloud-agnostic platform can provide:**

### Flexibility

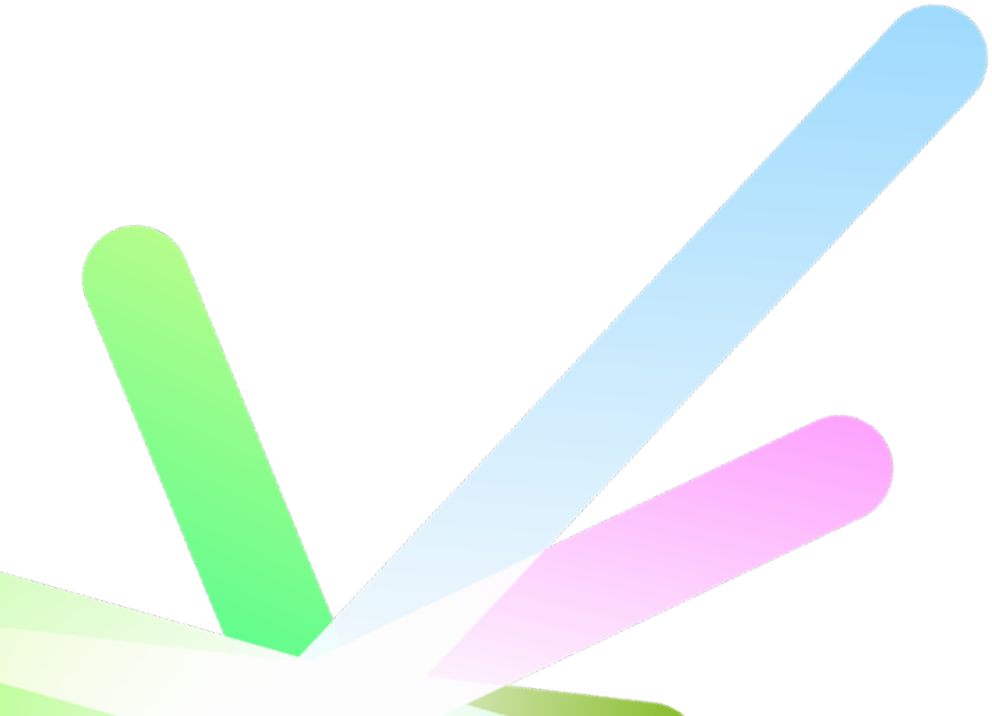
Snowflake reduces dependency on any one single cloud and can easily run on multiple platforms simultaneously without requiring additional hardware or software components. Snowflake provides complete geographic support and coverage around the world, which eliminates the complexities of zone dependency and streamlines global integration.

### Scalability

Snowflake's advanced data sharing capabilities are designed to support multiple activities at once, enabling large datasets to be processed quickly and securely. Snowflake also empowers organizations to independently scale storage resource layers, which means compute and storage resources can be scaled separately without disrupting other queries, data, or resources.

### Cost effectiveness

Through a consumption-based pricing model, Snowflake enables organizations to pay only for what they use and easily monetize their data.



## GET IN TOUCH

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