snowflake®

FAST FACTS

MISSION STATEMENT

To Mobilize the World's Data.

COMPANY

FOUNDED	2012
FOUNDERS	Benoit Dageville, Thierry Cruanes
CEO	Sridhar Ramaswamy
EMPLOYEES	7,800+ worldwide
OFFICES	45+ worldwide offices in Bozeman, Amsterdam, Berlin, Denver, Dubai, London, New York, Paris, Pune, San Mateo, Seoul, Sydney, Tel Aviv, Tokyo, Toronto, Warsaw and more

ABOUT SNOWFLAKE

Snowflake makes enterprise AI easy, efficient and trusted. More than 10,000 companies around the globe, including hundreds of the world's largest, use Snowflake's AI Data Cloud to share data, build applications, and power their business with AI. The era of enterprise AI is here. Learn more at **snowflake.com** (NYSE: SNOW).

THE AI DATA CLOUD

The AI Data Cloud is a unified platform used by companies of all sizes to power their businesses with data, AI, and applications. Snowflake's AI Data Cloud consists of platform capabilities that support diverse data, AI, and applications workloads, as well as content – the datasets, models, and apps themselves – that are available to share, and consume natively in the AI Data Cloud.

Powering the AI Data Cloud is Snowflake's single, unified platform. Its unique architecture connects businesses globally, at practically any scale, to bring data and workloads together, and accelerates the path to enterprise AI. Coupled with Snowflake Marketplace, which simplifies the sharing, collaboration, and monetization of thousands of datasets, apps, and models, this creates the active and growing AI Data Cloud.

Snowflake provides a fast, secure path for customers to productize AI and apps based on their enterprise data.

THE AI DATA CLOUD ECOSYSTEM

CUSTOMERS: Snowflake customers include thousands of organizations around the world, from startups to many of the largest enterprises, including: Adobe, AT&T, Capital One, Canva, Freddie Mac, HP, Instacart, Kraft Heinz, McKesson, NBC Universal, NYC Health and Hospitals, Okta, PepsiCo, Pfizer, Siemens, University of Notre Dame, US Foods, Warner Music Group, Western Union, Zoom, and many more.

PARTNERS: Strategic alliances with Amazon Web Services (AWS), Microsoft Azure, NVIDIA, Salesforce, Alation, Cognizant, Collibra, Dataiku, Deloitte, Ernst & Young, Fivetran, Informatica, Infosys, Matillion, NTT Data, Qlik, Slalom, and many more.

ACQUISITIONS & STRATEGIC INVESTMENTS: Our aim is to foster innovation through investing in our ecosystem with companies that demonstrate a commitment to mobilizing data, expanding opportunities in the AI Data Cloud for our customers. Snowflake has made more than a dozen acquisitions, including Applica, LeapYear, Neeva, Night Shift Development, Ponder, Samooha, Snowconvert, Streamlit, TruEra and more, and invested in 40+ companies through Snowflake Ventures[1].

COMPETITIVE DIFFERENTIATORS

With Snowflake You Get...

A POWERFUL PLATFORM AND ARCHITECTURE: Snowflake's unique architecture is designed to provide a secure, performant, scalable, and easy-to-use data foundation for organizations. With interoperable storage, customers can unify and access data of any type, including data stored in open table formats like Apache Iceberg, at near-infinite scale. Paired with Snowflake's elastic compute engine, Snowflake can power a wide range of workloads across virtually any number of users, all against that same copy of data. With support for SQL, Python, Java, as well as familiar libraries and development interfaces, users are able to bring their development directly to the data, securely and without complexity. Cortex AI further expands what's possible with Snowflake's platform to enable everyone to get value from AI through hosted models, pre-built AI-powered experiences, and the ability to build AI applications in minutes. As a fully managed service, Snowflake's platform is designed to ensure everything just works to improve development efficiency and overall operating costs. All this is secured and governed with Snowflake Horizon, the unified set of compliance, security, privacy, interoperability, and access capabilities all delivered as a single universal governance model that spans across 40+ regions and across three different clouds. Enabling users globally to discover, access, and collaborate securely with their data, apps, and models.

AND THE TRANSFORMATIVE AI DATA CLOUD: The Snowflake AI Data Cloud includes a global network of thousands of organizations, all connected through a single seamless experience. With the AI Data Cloud, you can unlock new levels of collaboration within your organization, and beyond with your ecosystem of partners, suppliers, and customers. The Snowflake Marketplace provides live access to thousands of datasets, apps, and models; while also enabling the organizations to deploy, distribute, and monetize data and apps directly to the AI Data Cloud network. Ultimately, in the AI Data Cloud, organizations can quickly and securely productize AI and applications on enterprise data across every part of their business.

FOR MANY WORKLOADS: Snowflake's unique architecture is designed to handle virtually any workload you can throw at it. These workloads include, but are not limited to:

AI/ML: Securely build and deploy industry-leading large language models and ML models with Snowflake Cortex

Applications: Develop, distribute, and scale data-intensive applications without operational burden

Collaboration: Discover, access, and monetize data,   data services, and applications across clouds

Data Engineering: Build powerful and streaming and   batch data pipelines in SQL or Python

Data Lake: Deploy flexible architectural patterns with governed, optimized storage at scale

Data Warehouse: Accelerate data analytics with leading price for performance and near-zero maintenance

Unistore: Leverage a modern approach to working with transactional and analytical data together in a single platform to drive insights

ACROSS MULTIPLE INDUSTRIES: Snowflake enables you to power your organization's data strategies and deliver innovative solutions across multiple industries and lines of business. These industries include, but are not limited to:

Advertising, Media & Entertainment: Unlock data for identity, insights, activation, and measurement to power the future of privacy-enhanced advertising and superior customer services

Financial Services: Transform customer experiences, strengthen risk management, power business workflows, and build the fintech platforms of the future

Healthcare & Life Sciences: Deliver improved patient outcomes and care experiences, accelerate time to market, and enhance clinical and operational decision-making

Marketing: Simplify complex martech architectures, deliver superior customer experiences, and maximize marketing and advertising ROI

Manufacturing: Improve supply chain performance, power smart manufacturing, and generate value from connected products

Public Sector: Empower agencies to deliver on mission outcomes, serve citizens, maximize resource utilization with agility, and ensure data security and regulatory compliance

Retail & Consumer Goods: Drive agility, deliver personalized shopping experiences, optimize pricing strategies, and improve supply chain operations

Technology: Build AI strategies and deliver differentiated products while spending less time managing infrastructure, and more time building applications

Telecom: Improves customer experiences, maximize operational efficiency, and increase profitability by reducing costs and monetizing new data products

Travel & Hospitality: Use a unified data platform to help improve travelers' and guests' experiences. Develop and deploy LLMs and ML models that streamline the data supply chain, optimize demand forecasting and help delight guests