



# Snowflake

## The Data Cloud for Government

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# ARCHITECTURE MATTERS: 100% CLOUD

## SNOWFLAKE

THE WORLD'S FIRST  
ENTERPRISE DATA PLATFORM  
BUILT FOR THE CLOUD



# A NEW ARCHITECTURE FOR DATA

Multi-cluster, shared data, in the cloud

## Traditional Architectures



### Shared-disk

Additional capacity requires forklift upgrade

Reads/Writes at the same time cripples the system

Replication requires additional hardware



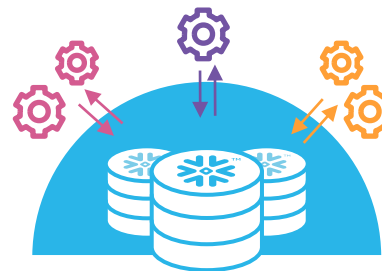
### Shared-nothing

Resizing cluster requires redistributing data. Shut down requires unloading

Each cluster requires its own copy of data (ex: test/dev, HA)

Vacuuming processes needed to maintain sort and distribution for performance

## Snowflake

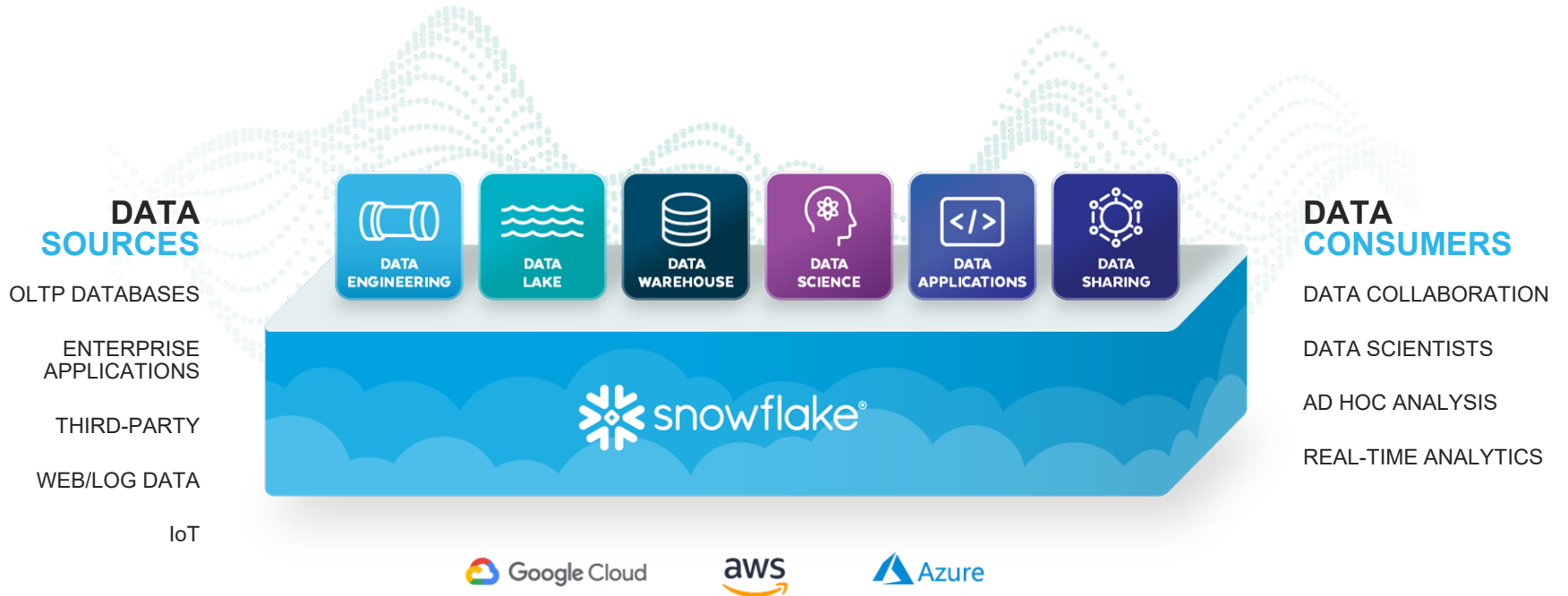


### Multi-cluster, shared data

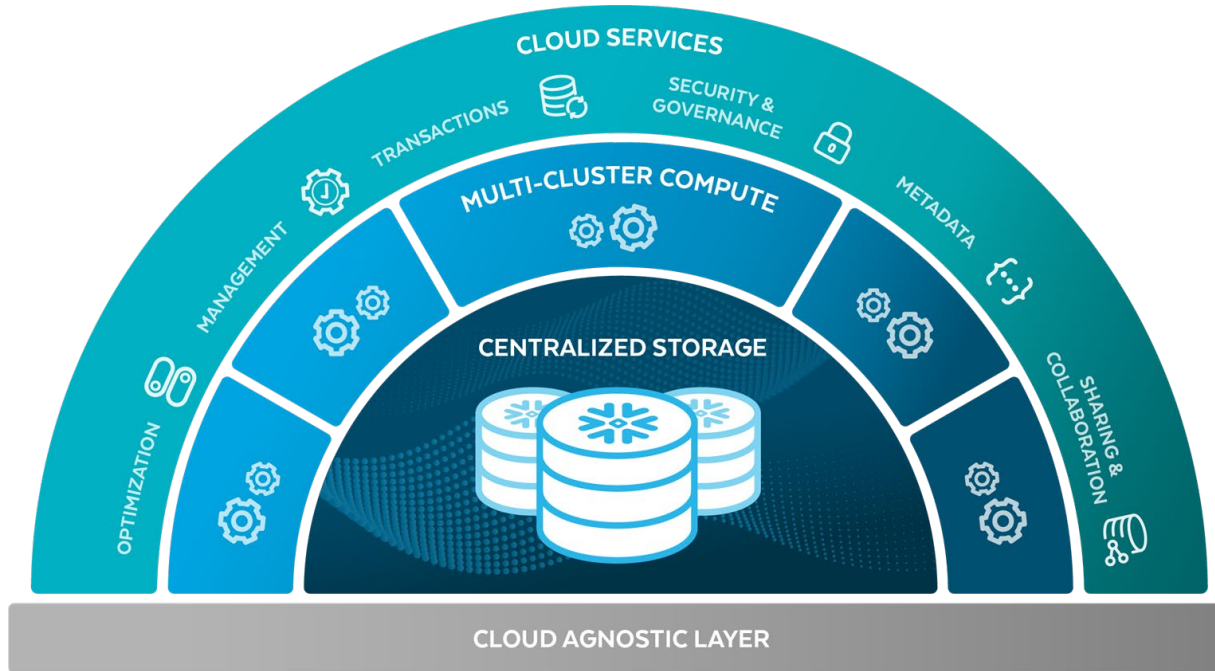
- Centralized, scale-out storage that expands and contracts automatically
- Independent compute clusters can read/write at the same time and resize instantly
- Backed by eleven 9's of durability SLA by underlying cloud providers



# POWERED BY SNOWFLAKE'S PLATFORM



# SNOWFLAKE ARCHITECTURE





Mission Partners



Structured,  
Semi-structured,  
Unstructured



ETL/ELT

Data Lake



Streaming



Snowpipe  
Tasks, Streams



Data Sharing,  
Data Exchange

Analysts



Multi-cluster

Developers



Data  
Applications



Clone



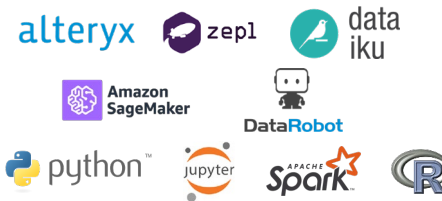
Data Protection,  
Replication & Time Travel



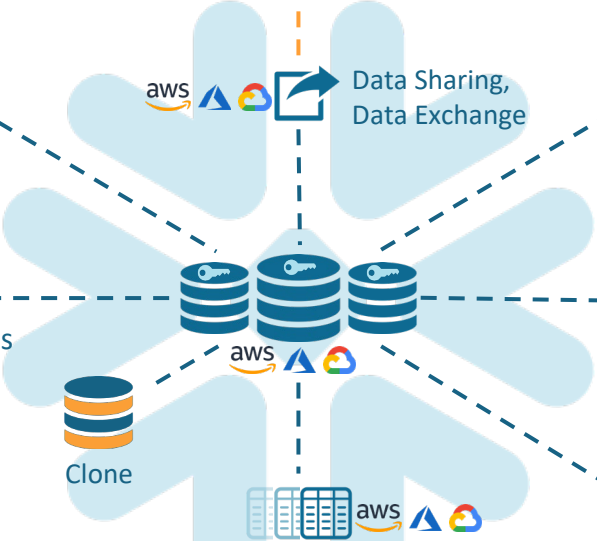
DevSecOps



Data  
Science

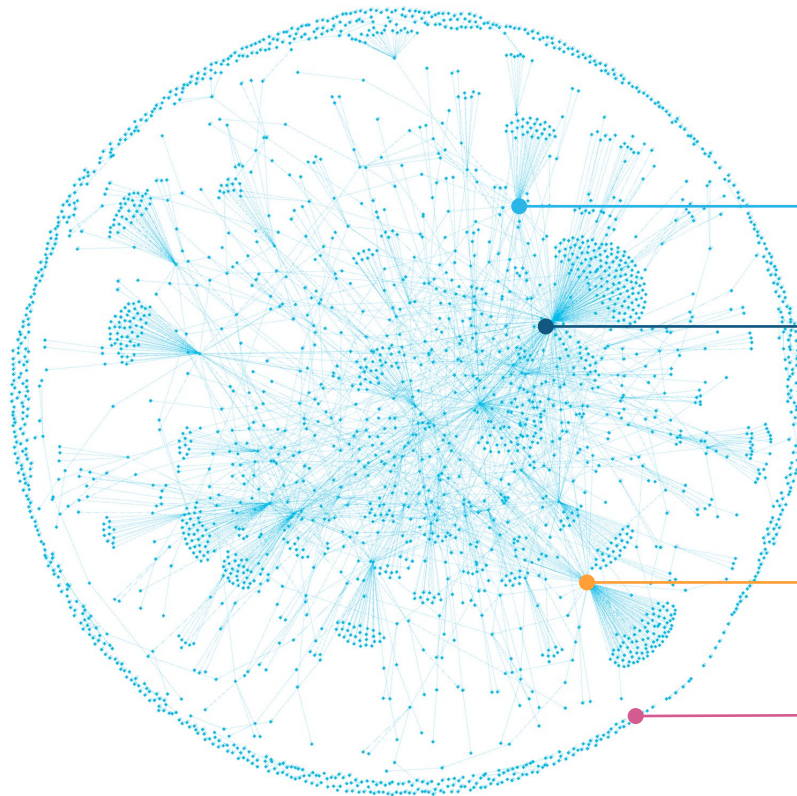


Audit/DBAs



# THE DATA CLOUD TODAY

**THOUSANDS OF ORGANIZATIONS ARE SHARING DATA WITH THEIR ECOSYSTEM**



**A software company** shares terabytes of data with hundreds of customers

**COVID-19 data** is available live on Snowflake Data Marketplace from a US State, and other organizations

**Today's financial data** is accessible immediately without data pipelines

**Thousands of companies** share data with suppliers, partners, or other business units

\* Visualization based on actual Data Cloud sharing activity as of Jan 2022

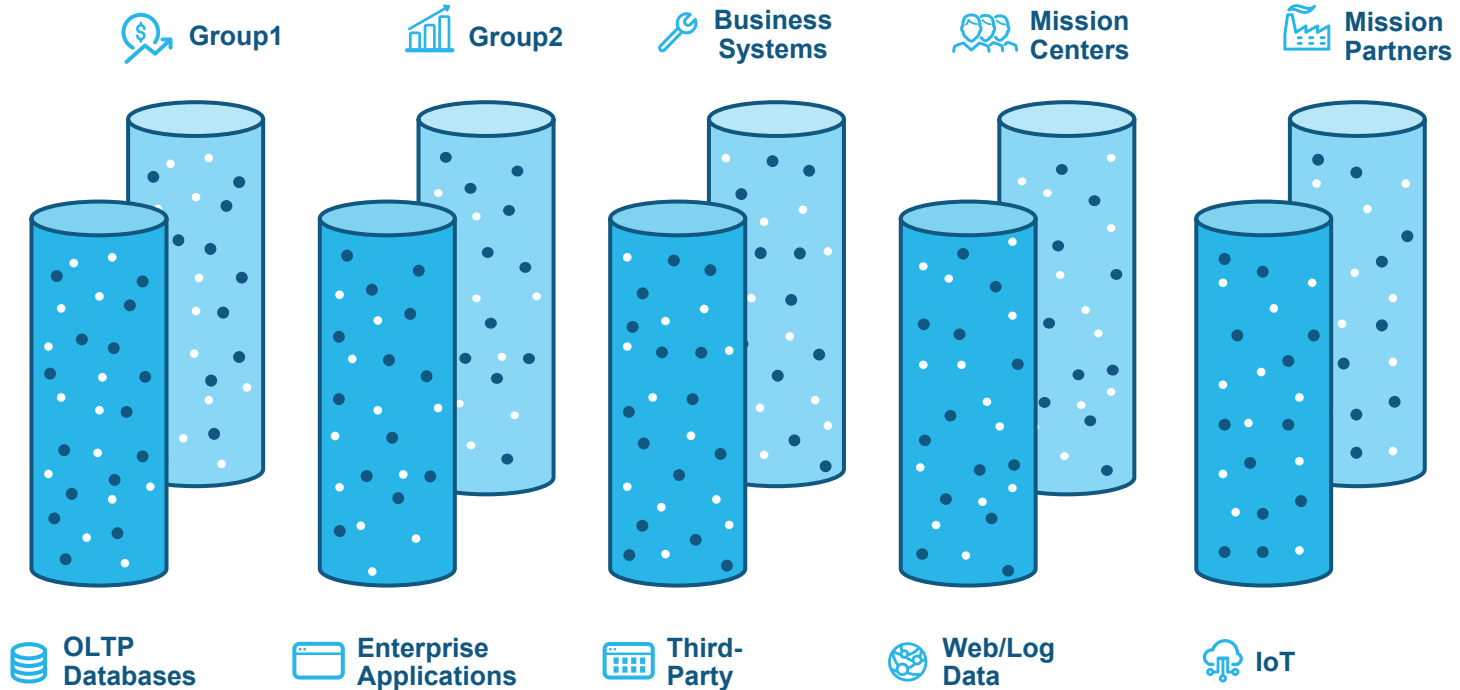


# APPENDIX

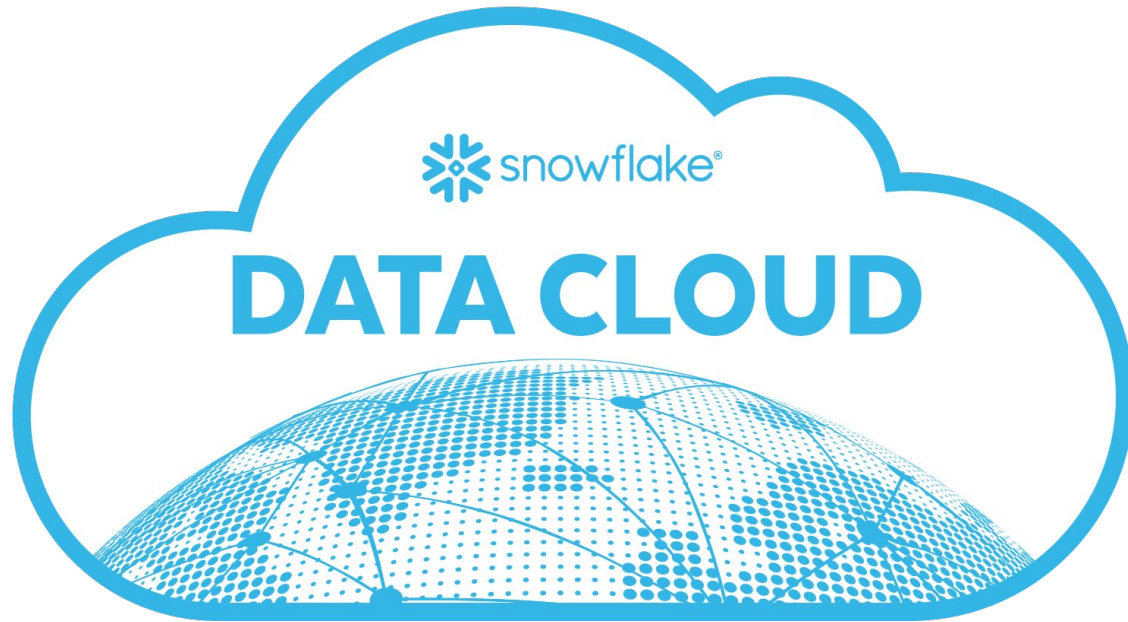




# DATA SILOS PREVENT VALUE REALIZATION



# THE DATA CLOUD IS A UNIFIED NETWORK



One unified data ecosystem connecting Government agencies and their partners to the most relevant data for their mission



# SNOWFLAKE STORY & SCALE

Founded 2012  
by industry  
veterans



Gartner and  
Forrester "Leader"



Largest Software IPO  
in History  
September 2020



General availability 2015



6,000  
active customers



Queries processed in  
Snowflake per day:  
**1 billion**

Largest single  
table:  
**91 trillion rows**

Largest number of  
tables single DB:  
**200,000**

Single customer  
most data:  
**> 100 PB**

Single customer  
most users:  
**> 25,000**

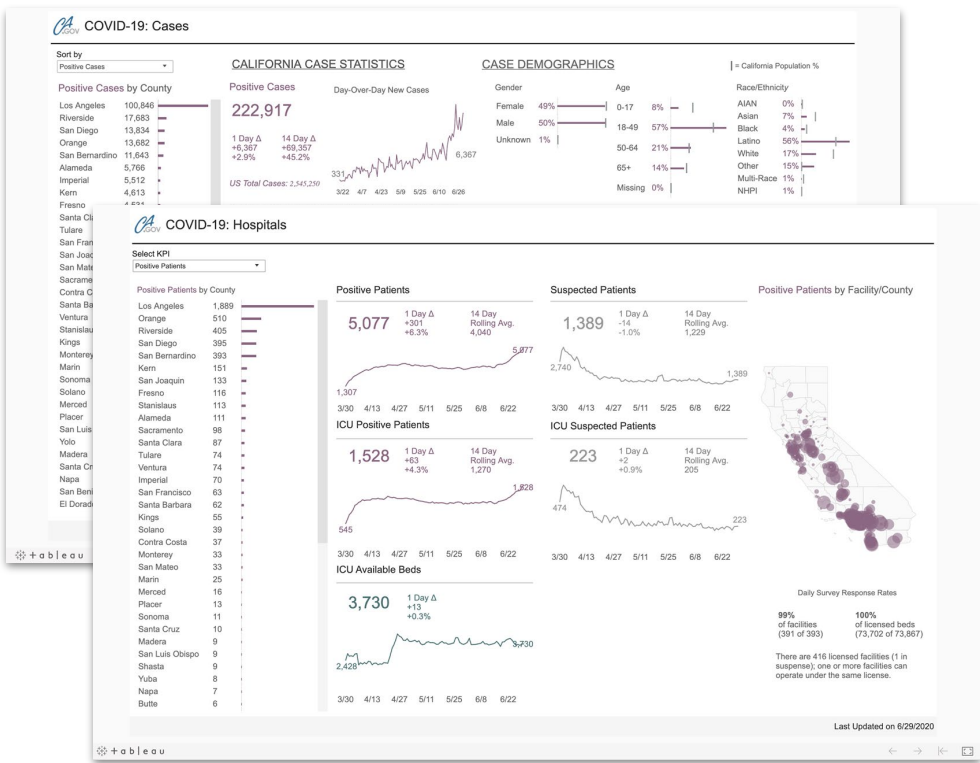




# PROVEN BY THOUSANDS OF CUSTOMERS



# POWERING CALIFORNIA'S COVID RESPONSE



“The State of California’s response to the COVID-19 emergency has been enhanced greatly by the ability to share, collaborate, and communicate data and information in new ways that are meaningful to health professionals and allied support entities during this crisis.”

**SCOTT GREGORY**  
CTIO, California Department of Technology

# BUSINESS IMPACT OF SNOWFLAKE

FORRESTER®



612% Return on Investment



50% Faster Time to Roll Out the Business Product



75% Reduction in Effort for the IT Support Team



# WHY SNOWFLAKE

- **Mission Value**

- **Faster, more accurate decisions**
- **Single source of truth**
- **Secure data sharing**

- **Reduce Risk**

- **Cloud agnostic: AWS, Azure, GCP**
- **Proven by 4500+ customers**
- **Massive partner ecosystem**

- **Reduce Costs**

- **Resource optimization (\$ and people)**
- **Near-zero maintenance**
- **Only pay for what you use**

**UNLOCK AND ACCELERATE THE VALUE OF YOUR MISSION DATA**

