



ENABLING DATA-DRIVEN AND CLOUD SMART GOVERNMENT



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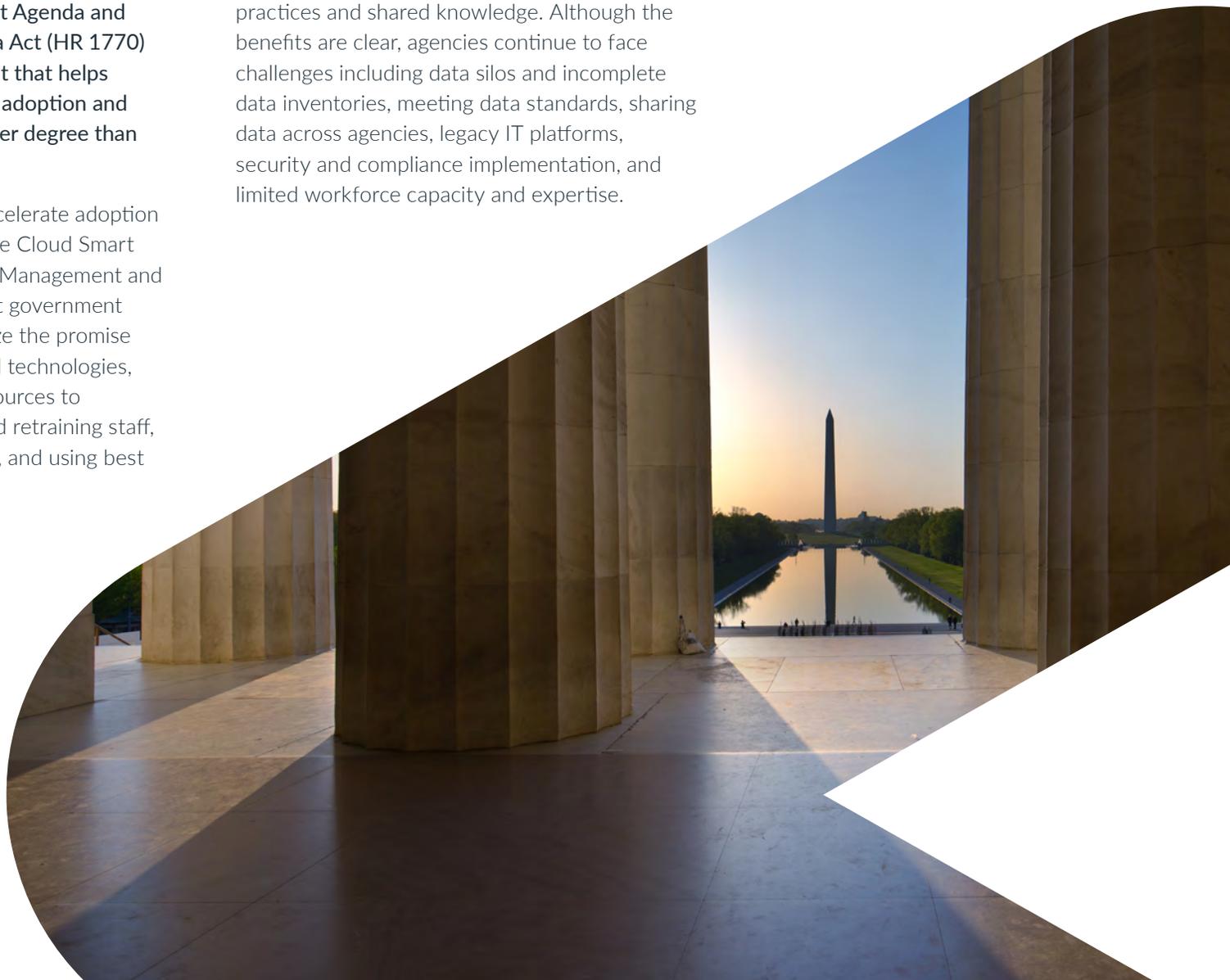
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OVERVIEW

The President's Management Agenda and the OPEN Government Data Act (HR 1770) have created an environment that helps federal agencies drive cloud adoption and data collaboration to a greater degree than ever before.

Federal agencies need to accelerate adoption of cloud-based solutions. The Cloud Smart guidance from the Office of Management and Budget (OMB) proposes that government missions should fully actualize the promise and potential of cloud-based technologies, while leveraging current resources to maximize value: reskilling and retraining staff, enhancing security postures, and using best

practices and shared knowledge. Although the benefits are clear, agencies continue to face challenges including data silos and incomplete data inventories, meeting data standards, sharing data across agencies, legacy IT platforms, security and compliance implementation, and limited workforce capacity and expertise.



SNOWFLAKE FOR GOVERNMENT

Snowflake eliminates these obstacles with a modern data warehouse as a service that allows agencies to focus on putting data to use, rather than managing infrastructure. Snowflake easily brings together data from diverse sources and delivers easy access to and sharing of data through a single solution designed to satisfy the strictest security and compliance requirements.

- **Centralized, shareable data**

Snowflake enables a consistent, integrated view of intra-agency and cross-agency structured and semi-structured data and supports the delivery of data as a service, beyond the data scientist. It helps organizations instantly and securely share live, governed data without having to move shared data. Agencies can share governed data internally between departments and across agencies or externally with partners, suppliers, vendors, and citizens.

- **Unlimited, automated scale and speed**

Snowflake allows you to quickly respond to your agency's mission, needs, and objectives. Its built-in scale and flexibility makes it easy to add or reduce users, data, and workloads as needed. Snowflake's consistent availability and performance at scale lead to minimal downtime and effortless productivity and efficiency as your data and scope grows.

- **Transparency, compliance, and security**

Security is baked into Snowflake. Snowflake meets NIST 800-145 requirements and is also FedRAMP Ready (Moderate). In addition, Snowflake meets SOC 2 Type 2, SOC 1 Type 2, ISO 27001, FISMA Moderate, NIST 800-171, FIPS 140-2, and ARS 3.1 PCI DSS compliance, and supports HIPAA compliance.

- **Faster decision-making and effortless IT modernization**

Snowflake drives business intelligence, analytics, data science, visualization, and data-driven decision-making. It does this by taking all the information

from your transactional legacy systems into a cloud-built data warehouse that provides built-in performance, security, scalability, and concurrency. These capabilities enable government organizations to deliver intuitive and efficient services to other government agencies and to citizens via innovative data analytics.



WHY SNOWFLAKE?

Conventional data warehouses and big data solutions struggle to deliver on their fundamental purpose: to make it easy to amass all your data, enable rapid analytics, and derive data-driven insights for all your business users.

Snowflake is a new SQL data warehouse built from the ground up for the cloud. It's patented new architecture handles all aspects of data and analytics. The result is a data warehouse that delivers performance, simplicity, concurrency, and affordability not possible with other data warehouses. Snowflake delivers all these capabilities with the proper data governance and security.

- **All your data.** Snowflake can support all of your data, whether it's from traditional sources or newer machine-generated sources, without requiring cumbersome transformations and trade-offs. Snowflake's patented technology natively loads and optimizes both structured data and semi-structured data such as JSON, Avro, or XML and makes it available via SQL without sacrificing performance or flexibility.
- **A single source of truth.** Snowflake consolidates all your data in a single repository in the cloud as a single source of truth, and you can run analytics across all this data. No longer will you have data scattered in multiple silos.
- **Compelling performance.** Snowflake processes queries and tasks in a fraction of the time conventional on-premises and other cloud data warehouses require. Snowflake's unique architecture enables unlimited automatic scalability and concurrency, as well as rapid data ingestion and fast queries. These capabilities substantially differentiate Snowflake from other cloud-based data warehouses. With Snowflake, there is no resource contention and no limits on when workloads can run, how many concurrent queries can be executed, and how many users can access Snowflake. Combined with the capacity to scale up and down, automatically and on the fly, you get the exact performance you need, exactly when you need it.

About Snowflake Inc.

A team of data warehousing experts who hold more than 120 patents in the fields of database architecture, data warehouses, query optimization, and parallelization founded Snowflake Inc. in 2012. Their vision was to reinvent the data warehouse, bringing together all data, all users, and all workloads in a single service. The company has a fast-growing customer base of more than 2,000 customers, including Adobe, Aptus Health, Blackboard, Capital One, Nielsen, PDX, and University of Notre Dame.

- **Any scale of data, workloads, and users.** Snowflake's patented multi-cluster, shared data architecture separates storage and compute resources, making it possible to scale up and down on the fly without downtime or disruption. Because the architecture separates storage and compute resources, all workloads get the appropriate, isolated compute resources they need while still having access to all the data. You can automatically scale to support any amount of data and any number of workloads, concurrent users, and applications without the need for data movement, data marts, or data copies.
- **Complete SQL data warehouse.** Snowflake is a fully relational ANSI SQL data warehouse, so you can leverage the skills and tools your organization already uses. Updates, deletes, analytical functions, transactions, stored procedures, materialized views, and complex joins give you the full capabilities you need to make the most of your data. Snowflake is a fully ACID-compliant, ANSI-standard SQL database that works with the ETL and BI tools you already own, and your existing SQL-trained staff can easily use Snowflake; no esoteric languages are required.
- **Minimal management.** Snowflake eliminates the administration and management demands of traditional data warehouses and big data platforms. Snowflake is a true data warehouse as a service running in the cloud. With built-in performance, there's no infrastructure to manage. Snowflake automatically handles infrastructure, optimization, availability, data protection, and more so you can focus on using your data, not managing it.
- **Per-second, usage-based pricing.** Usage-based pricing for compute and storage means you only pay for the amount of data you store and the amount of compute processing you use. Say goodbye to upfront costs, over-provisioned systems, or idle clusters consuming money.
- **Cloud agnostic architecture.** Snowflake runs on AWS, Microsoft Azure, and Google Cloud Platform. Customers with one or multi-cloud architectures can use Snowflake on the cloud platform of their choice.
- **Broad ecosystem.** You can rapidly integrate Snowflake with custom and packaged tools and applications. Snowflake's native and standards-based connectors—including ODBC, JDBC, JavaScript, Python, Spark, R, and Node.js—unlock the power of cloud data warehousing for developers



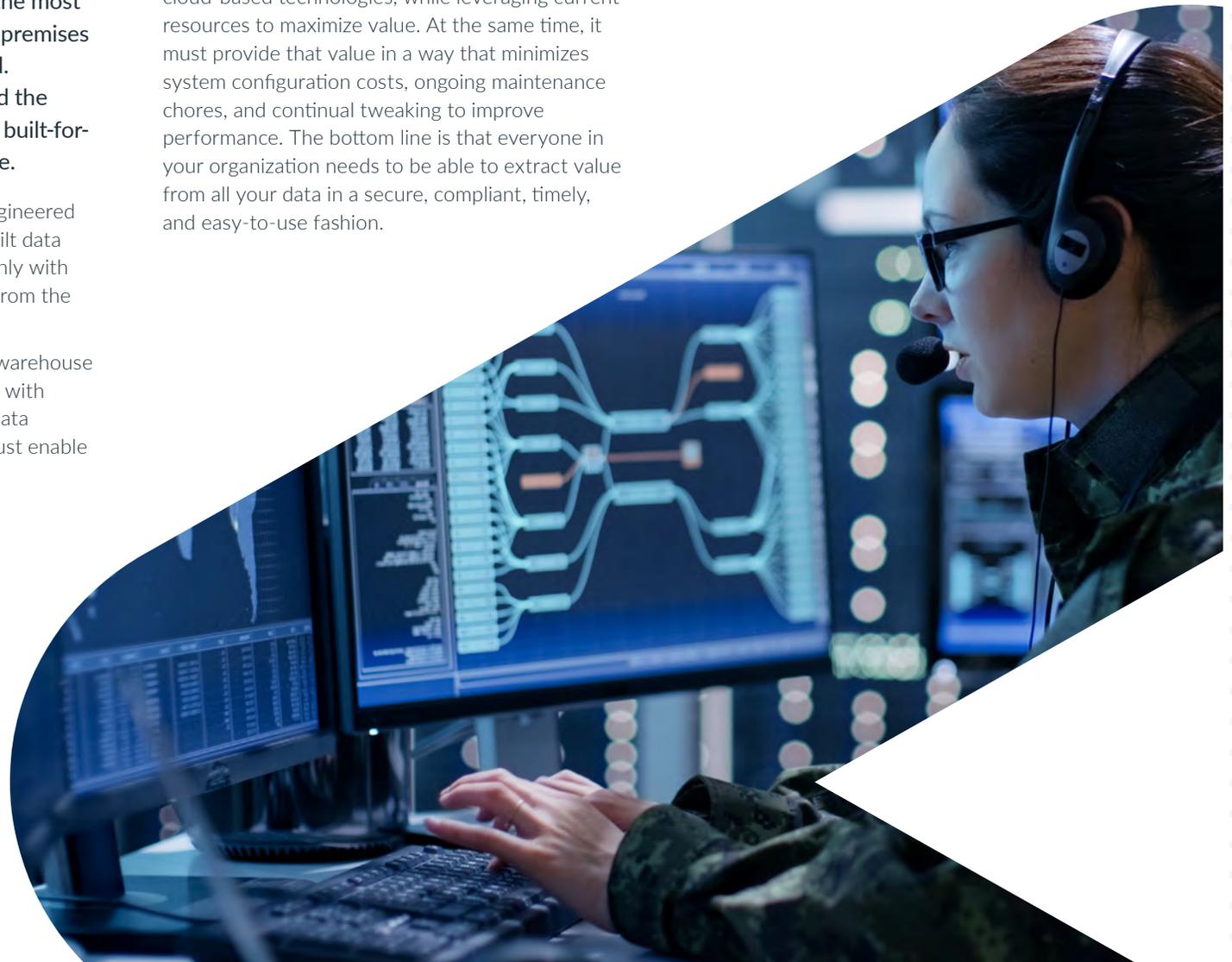
SNOWFLAKE: A SECURE AND EFFORTLESS APPROACH FOR FULL SPEED AND AGILITY

The cloud transformed the notion of what's possible when architecting and building a data warehouse. Traditional vendors took the most direct path by simply moving their on-premises data warehouse solutions to the cloud. However, this approach only scratched the surface of what's possible with a true, built-for-the-cloud data warehouse architecture.

Architectures from the past can't be reengineered to deliver all the capabilities of a cloud-built data warehouse. A single solution is possible only with a new data warehouse architecture built from the ground up for the cloud.

A modern, cloud-built "as a service" data warehouse enables you to do things you just can't do with a legacy on-premises or "cloud-washed" data warehouse. A modern data warehouse must enable

your agency to meet its Cloud Smart objectives and fully actualize the promise and potential of cloud-based technologies, while leveraging current resources to maximize value. At the same time, it must provide that value in a way that minimizes system configuration costs, ongoing maintenance chores, and continual tweaking to improve performance. The bottom line is that everyone in your organization needs to be able to extract value from all your data in a secure, compliant, timely, and easy-to-use fashion.





ABOUT SNOWFLAKE

Snowflake is the only data warehouse built for the cloud. Snowflake delivers the performance, concurrency and simplicity needed to store and analyze all the data available to an organization in one location. Snowflake combines the power of data warehousing, the flexibility of big data platforms, and the elasticity of the cloud, with built-in security and compliance, all at a fraction of the cost of traditional solutions, to help government agencies meet their data-driven and Smart Cloud objectives. Snowflake: Your data, no limits. Find out more at [snowflake.com](https://www.snowflake.com).

