



ENABLING DATA-DRIVEN AND CLOUD SMART GOVERNMENT



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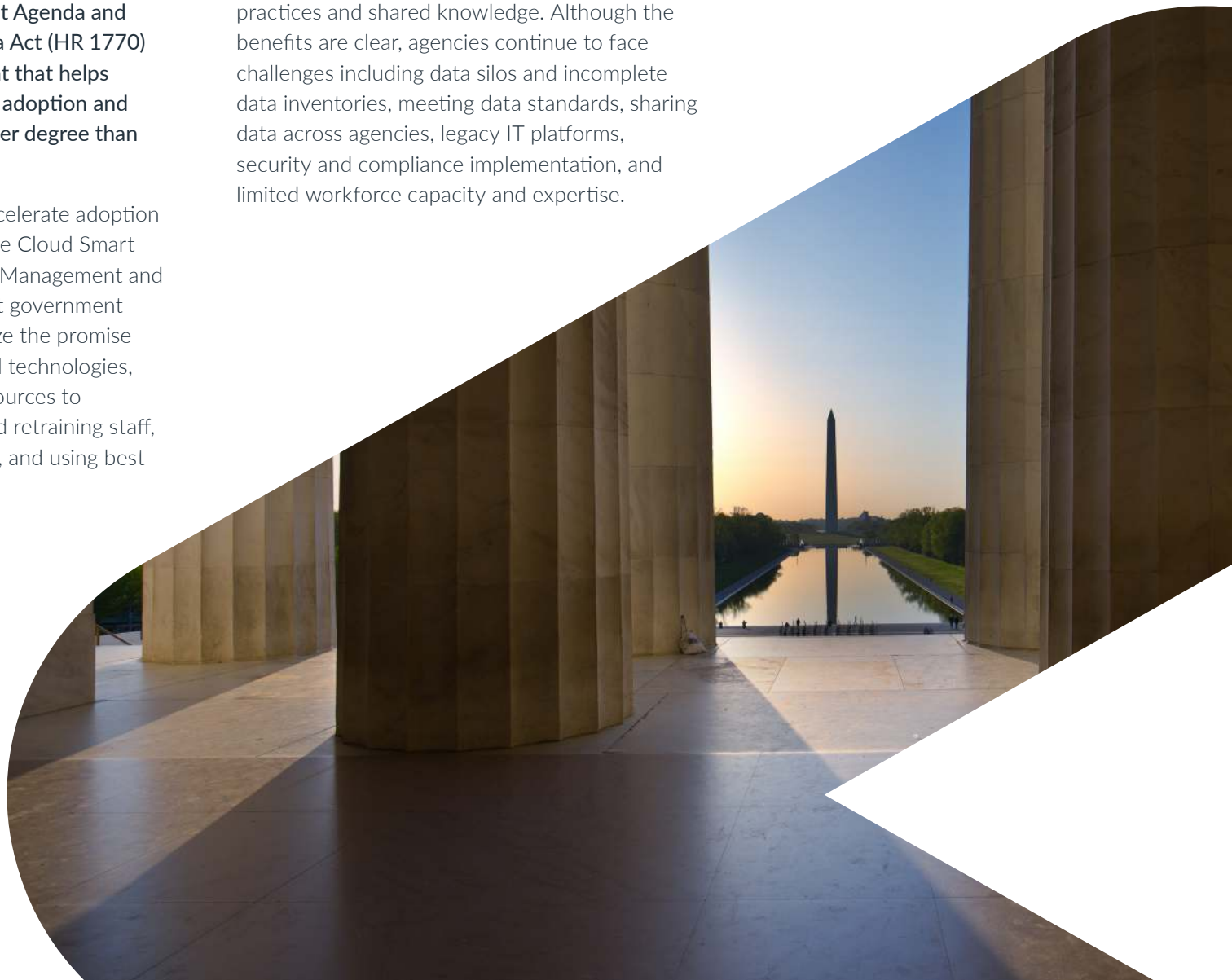
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OVERVIEW

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 cloud data platform that allows agencies to focus on putting data to use, rather than managing infrastructure. Snowflake Cloud Data Platform 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, 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 leads 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 Authorized (Moderate). In addition, Snowflake meets SOC1 Type 2, SOC2 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 data platform 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. It's patented new architecture handles all aspects of data and analytics. The result is a data platform 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 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, 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, Neilsen, PDX, and University of Notre Dame.

- **Any scale of data, workloads, and users.** Snowflake's Cloud Data Platform is a patented multi-cluster, shared data architecture that 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.** Snowflake is a fully relational ANSI SQL data platform, 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 cloud data platform. 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—make it easy for developers to unlock the power of data.



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 platform. 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 cloud data platform architecture.

Snowflake's unique architecture allows you to run multiple workloads across multiple teams without resource contention, maximizing performance and efficiency. Since Snowflake is delivered as a service, you can spend your time extracting value from your data rather than managing the pipelines used to deliver that data.

Snowflake works with leading technology offerings for building a complete solution. From data integration and ingestion to data science and

business intelligence, Snowflake works directly with the tools you already own, allowing you to get better value from your data and technology investments.

Delivered as a service, and with consistent functionality across multiple clouds, Snowflake's advanced architecture allows one cohesive platform to serve all types of users and workloads in a consistent way. Centralizing data in a unified, governed, managed data platform allows all authorized users to access accurate and timely data for analysis.





ABOUT SNOWFLAKE

Snowflake shatters barriers that prevent organizations from unleashing the true value from their data. Thousands of customers around the world mobilize their data in ways previously unimaginable with Snowflake's cloud data platform—a solution for data warehousing, data lakes, data engineering, data science, data application development, and data exchange. Snowflake provides the near-unlimited scale, concurrency, and performance our customers in a variety of industries want, while delivering a single data experience that spans multiple clouds and geographies. Our cloud data platform is also the engine that drives the Data Cloud—the global ecosystem where thousands of organizations have seamless and governed access to explore, share, and unlock the potential of data. Learn how you can mobilize your data at snowflake.com/federal.

Snowflake is FedRAMP Authorized

