



# FAST FACTS

## MISSION STATEMENT

Snowflake's mission is to enable every organization to be data-driven.

## COMPANY

<b>FOUNDED</b>	2012
<b>FOUNDERS</b>	Thierry Cruanes, Benoit Dageville, Marcin Zukowski
<b>CEO</b>	Frank Sliotman
<b>EMPLOYEES</b>	1700+ worldwide
<b>HEADQUARTERS</b>	San Mateo, California
<b>REGIONAL OFFICES</b>	Berlin, London, Munich, New York, Paris, Seattle, Sydney, Tokyo & more.
<b>INVESTORS</b>	Altimeter Capital, Capital One Growth Ventures, Dragoneer Investment Group, ICONIQ Capital, Madrona, Meritech Venture Group, Redpoint Ventures, Salesforce Ventures, Sequoia Capital, Sutter Hill Ventures and Wing Ventures.
<b>TOTAL FUNDING</b>	\$1.3 billion
<b>VALUATION</b>	\$12.4 billion post-money following Series G funding round

## ABOUT SNOWFLAKE

Snowflake's cloud data platform shatters the barriers that have prevented organizations of all sizes from unleashing the true value from their data. More than 3,500 customers deploy Snowflake to advance their businesses beyond what was once possible by deriving all the insights from all their data by all their business users. Snowflake equips organizations with a single, integrated platform to enable many types of data workloads; instant, secure and governed access to their entire network of data; and does so as a service so organizations can focus on working with data, not managing infrastructure.. Snowflake: Data without limits. Find out more at [Snowflake.com](https://Snowflake.com).

## PRODUCT

Conventional data platforms 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.

To achieve this, Snowflake built a new data platform from the ground up for the cloud. It's designed with a patented new architecture to be the centerpiece for data pipelines, data warehousing, data lakes, data application development, and for building data exchanges to easily and securely share governed data. The result? A platform delivered as a service that's powerful but simple to use.

## CUSTOMERS

Snowflake has more than 3,400 customers and continues to grow rapidly. Notable customers include: Adobe, Age of Learning, Blackboard, Brex, Capital One, Cona Services, ConAgra Foods, Deliveroo, Doordash, Dropbox, Electronic Arts, Footlocker, HotelTonight, Hulu, Instacart, Jet Blue, Lionsgate, Logitech, Lululemon, McKesson, NBC Universal, Netflix, Office Depot, Opentable.com, Overstock.com, PDX, Rent the Runway, Rue La La, Sony Entertainment, University of Notre Dame, WhiteOps, Yamaha, and many more.

## PARTNERS

- Strategic alliances with Amazon Web Services (AWS), Google Cloud, Microsoft Azure, Salesforce, Tableau, Qlik, Accenture, Deloitte, Wipro, Infosys, Slalom, Datarobot, Informatica, Talend, Fivetran, Matillion, Colibra, Dataiku, Alation.
- Partner ecosystem includes more than 1000 leading consulting and technology companies.

## COMPETITIVE DIFFERENTIATORS



**ARCHITECTURE:** Snowflake's multi-cluster, shared data architecture is designed to process enormous quantities of data with maximum speed and efficiency. All data processing horsepower within Snowflake is performed by one or more clusters of compute resources. When performing a query, these clusters retrieve the minimum data required from the storage layer to satisfy queries. As data is retrieved, it's cached locally with computing resources, along with the caching of query results, to improve the performance of future queries.



**ANY CLOUD:** Snowflake's cloud data platform supports a multi-cloud strategy, including a cross-cloud approach to mix and match clouds as you see fit. Snowflake is available globally on AWS, Azure and Google Cloud Platform. With a common and interchangeable code base, Snowflake delivers advantages such as global data replication, which means you can move your data to any cloud in any region, without having to re-code your applications or learn new skills.



**SECURE DATA SHARING:** Snowflake's multi-cluster shared data architecture enables governed and secure data sharing in real time. Create your own private data exchange to share and collaborate with business partners, suppliers, and employees in a centrally managed data hub. Easily source external data and open new routes to data monetization by participating in the Snowflake data marketplace.



**NEAR-ZERO MANAGEMENT:** Snowflake eliminates the administration and management demands of traditional platforms and big data solutions. Snowflake is a true data platform-as-a-service running in the cloud. With built-in performance, there's no infrastructure to manage or knobs to turn. Snowflake automatically handles infrastructure, optimization, availability, data protection and more so you can focus on using your data, not managing it.



**PAY ONLY FOR WHAT YOU USE:** Per-second, 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 unnecessarily consuming money.



**DIVERSE DATA:** Snowflake can support all of your business data, whether from traditional sources or newer machine-generated sources, without requiring cumbersome transformations and tradeoffs. Snowflake's patented technology natively loads and optimizes both structured and semi-structured data such as JSON, Avro, or XML and makes it available via SQL without sacrificing performance or flexibility.



**COMPELLING PERFORMANCE:** Snowflake processes queries and tasks in a fraction of the time conventional on-premises and cloud data platforms require. Our columnar database engine uses advanced optimizations, including automatic clustering, which removes the headache of manually re-clustering data when loading new data into a table. 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.



**FAILOVER AND BUSINESS CONTINUITY:** Replicate data across cloud regions, across cloud providers, and keep data and apps where they are, while operating confidently with failover and business continuity.



**MANY WORKLOADS:** Snowflake's multi-cluster, shared data architecture is perfectly suited for any workload you can throw at it. See unmatched performance, scalability and concurrency for data warehousing. Work with data in your data lake and build robust data pipelines to streamline data engineering. Simplify and accelerate data science workloads with native integrations to leading languages such as Python, R and Apache Spark™. Or find new ways to profit from data using the Snowflake Data Exchange. Snowflake also provides builders and developers of data-driven applications and services a ready-made infrastructure and engine to build and run their solutions.



**ANY SCALE OF DATA, WORKLOADS, AND USERS:** Snowflake's patented multi-cluster, shared data architecture separates storage and compute, making it possible to scale up and down on-the-fly without downtime or disruption. Automatically scale to support any amount of data, workloads and concurrent users and applications without requiring data movement, data marts or data copies.



**BROAD ECOSYSTEM:** You can rapidly integrate Snowflake with custom and packaged tools and applications. Our native and standards-based connectors including ODBC, JDBC, Javascript, Python, Spark, R, and Node.js enable developers and tools that use a variety of languages and frameworks.