**Snowflake**

*The Government Data Cloud*

*Snowflake delivers the Data Cloud—a global network where thousands of organizations mobilize data with near-unlimited scale, concurrency, and performance. Inside the Data Cloud, organizations unite their siloed data, easily discover and securely share governed data, and execute diverse analytic workloads.*

**Key Contacts and Contracts (if applicable):**

* Current prototypes in the IC

**Company Overview:**

* Snowflake was founded in 2012 (GA in 2015)
* Largest software IPO ever in 2020
* Over 6,000 customers (241 of the Fortune 500)
* Government customers include numerous federal, state, and local agencies
* Contract vehicles: GSA, NASA SEWP
* FedRamp certified
* TS/SCI cleared resources

**Brief Summary:**

Snowflake’s multi-cloud, multi-cluster, shared data architecture provides the scale, performance, elasticity, and concurrency to meet the Intelligence Community’s needs for the volume, velocity, and variety of data. Snowflake supports all your data including structured, semi-structured, unstructured, or geospatial. Snowflake’s software-as-a-service model eliminates the complexity that exists in both open source and legacy systems alike. Removing obstacles associated with technology adoption should not be a concern for Intelligence Community leaders. These leaders should simply have the data they need to make decisions, and the enabling technology should just work.

**Relevant topics may include, but are not limited to:**

Data Warehouse

Data Lake

Data Science

AI/ML

Data Engineering

Data Applications

Data Sharing

Data Marketplace

Geospatial Analytics

Data Clean Rooms

Data Mesh

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