

Snowflake Ecosystem Partners

Assessing service providers empowering enterprises
in their Snowflake transformation journey



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Snowflake has emerged as a transformative force in the data management and analytics landscape. It is well positioned in a dynamic market, with strong opportunities to leverage its cloud-native architecture, scalability and versatility to meet the increasing demand for AI-fueled data access and sharing and data-driven applications.

Snowflake integrates with various analytics, business intelligence (BI) and data science tools to address enterprises' needs. The Snowflake ecosystem has evolved rapidly, increasing the need for enterprises to leverage data-driven insights when selecting a partner, especially when evaluating advanced data solutions and services that complement Snowflake's unique architecture.

Snowflake is supported by a network of partners delivering technical implementations and offering services encompassing data integration, analytics, governance and cost optimization. A successful partnership with Snowflake requires providers to be agile, innovative and deeply familiar with the platform's evolving features and best practices.

Partners' capabilities fall broadly into three quadrants:

- **Snowflake Consulting and Advisory Services**, including strategy, governance and the effective use of AI and BI
- **Snowflake Implementation Services**, including cloud migration, data engineering and business application development
- **Snowflake Managed and Support Services**, including ongoing support, cost optimization and training services

ISG analyzes how providers are positioned in these three quadrants across the U.S. and Europe, based on their portfolio strength and market competitiveness. While many providers offer Snowflake-related services in these regions, this report will exclusively focus on the leading competitors within each studied quadrant.



This study evaluates providers' capabilities based on their **product portfolio** and **competitiveness** within the Snowflake ecosystem.



Simplified Illustration Source: ISG 2025

Definition

The ISG Provider Lens™ Snowflake Ecosystem study offers the following to business and IT decision-makers:

- Transparency on the strengths and weaknesses of relevant providers
- Differentiated positioning of providers by segments on their competitive strengths and portfolio attractiveness
- Focus on different markets, including the U.S. and Europe

Our study is an important decision-making basis for positioning, key relationships and go-to-market considerations. ISG advisors and enterprise clients also use information from these reports to evaluate their current vendor relationships and potential engagements.



Definition

This quadrant evaluates providers offering consulting and advisory services within the Snowflake ecosystem to help enterprises optimize their data strategies and maximize ROI from their Snowflake investments by effectively using AI, BI and analytics. These services include data strategy formulation, architecture design and implementation planning tailored to Snowflake's cloud-native platform.

Providers support clients in assessing data needs, identifying high-value use cases and creating road maps that align Snowflake's capabilities with their business objectives. They also help integrate and modernize data workloads by evaluating existing architectures, data and migration readiness, and cloud strategies. Additional offerings may include training programs, organizational change management, data privacy and security best practices, and risk assessments.

In conclusion, providers help enterprises navigate their data transformation journeys and establish themselves as data-driven organizations.

Eligibility Criteria

1. Offer consulting services for **strategy development, project management methodology**, requirements gathering and delivery
2. Showcase proven **industry experience**, including best practices, adherence to regulations and managing data challenges
3. Expertise in **assessing enterprise data maturity and cloud readiness** to evaluate existing infrastructure and migration pathways
4. Expertise in identifying relevant **use cases and designing data architecture blueprints** that align with Snowflake's best practices
5. Expertise in developing **risk assessment frameworks, conducting compliance audits and creating mitigation plans** to adhere to privacy standards
6. Expertise in **data governance**, including the implementation of controls, compliance frameworks and security measures within the Snowflake environment
7. Showcase documented methodologies and approaches for **migration planning and architecture design**
8. Expertise in designing analytics framework solutions that leverage Snowflake's **data visualization and reporting** capabilities
9. **Offer training programs and workshops** for effective understanding and adoption of Snowflake
10. Employ **KPIs and metrics, including ROI assessment methodologies**, to evaluate the effectiveness of Snowflake implementation



Snowflake Implementation Services

Definition

This quadrant evaluates providers offering implementation services to help enterprises adopt Snowflake, modernize data landscapes, enable advanced analytics and deliver data-driven business applications. Providers must bring technical and industry expertise to fully leverage Snowflake's capabilities.

Providers are expected to support clients in areas such as data engineering, cloud architecture and deployment, AI integration, business applications and data sharing. Key services include data integration and ETL (extract, transform, load), datalake setup for scalable storage and collaboration framework implementation for improved data accessibility.

Partners play a vital role in implementing industry-specific solutions, enabling data-driven applications and embedded and customer analytics, fostering data sharing and collaboration for better decision-making, and providing integration services to connect Snowflake across multicloud or hybrid environments.

Eligibility Criteria

1. Expertise in Snowflake **architecture, configuration and best practices**, complemented by consultant certifications or qualifications
2. Proven **industry experience** in delivering Snowflake-based, industry-specific solutions
3. Demonstrate referenceable customer success stories that showcase **measurable business improvements and outcomes**
4. Expertise in integrating Snowflake with AWS, Azure and Google Cloud, using native cloud services for performance optimization and implementing scalable data lakehouse or hybrid architectures
5. Expertise in building **ETL/ELT pipelines** and connecting Snowflake with diverse data sources, including legacy systems, real-time streams and third-party tools
6. Strong knowledge of Snowflake's **Secure Data Sharing** to enable real-time collaboration and create data marketplaces with external partners
7. Experience in **integrating Snowflake with analytics platforms**, such as Python, R and Tableau, and **enabling AI and ML workflows** using Snowpark or partner solutions
8. In-depth understanding of Snowflake's core features, including data warehousing, data sharing, Snowpark and secure data exchange
9. Capabilities in **developing custom analytics solutions and integrating business applications** with CRM and ERP systems



Definition

This quadrant evaluates providers offering managed cloud services to manage, maintain and optimize the Snowflake environment for organizations. Providers are expected to offer continuous, proactive monitoring of the Snowflake environment to ensure optimal performance, optimize costs, identify potential issues and minimize downtime.

Key services include regular assessments and diagnostics to optimize query performance, data storage and resource usage. Providers also specialize in establishing and managing backup processes and disaster recovery strategies to safeguard data against loss or corruption.

Other key services include data governance policies and security best practices, ensuring data integrity, confidentiality and compliance with regulations. Providers should also have the ability to manage software updates, patches and feature upgrades on the Snowflake platform, ensuring organizations benefit from the latest enhancements, while providing insights and recommendations for optimizing costs.

Eligibility Criteria

1. Offer **Snowflake-specific managed services**, encompassing implementation, performance monitoring and tuning, optimization, and backup and recovery
2. Expertise in managing Snowflake infrastructure across cloud platforms, including **resource scaling, cost optimization and multicloud/hybrid architecture implementation**
3. Offer **post-implementation support services**, including troubleshooting, performance optimization, upgrades and well-defined SLAs for **optimal uptime, response times and resolutions**
4. Ability to ensure data quality assurance within Snowflake by **monitoring, validating and improving data consistency and accuracy** for analytics
5. **Ability to implement compliance frameworks** within Snowflake, including auditing and reporting for industry regulations
6. **Showcase data security capabilities**, including encryption, access controls and access monitoring
7. Expertise in **automating Snowflake operations**, including job scheduling, scaling and CI/CD management
8. Expertise in optimizing **costs, forecasting and budgeting**, and monitoring usage
9. Demonstrate Snowflake-specific **partnerships**, technical skills and certifications, including access to best practices for **setup, configuration and usage**



Quadrants by Region

As a part of this ISG Provider Lens™ quadrant study, we are introducing the following three quadrants on Snowflake Ecosystem Partners 2025.

Quadrant	U.S.	EUROPE
Snowflake Consulting and Advisory Services	✓	✓
Snowflake Implementation Services	✓	✓
Snowflake Managed and Support Services	✓	✓



The research phase falls in the period between January and February 2025, during which survey, evaluation, analysis and validation will take place. The results will be presented to the media on June 2025.

Milestones	Beginning	End
Survey Launch	January 21, 2025	
Survey Phase	January 22, 2025	February 21, 2025
Sneak Previews	May 2025	June 2025
Press Release & Publication	June 2025	

Collecting client testimonials via the Star of Excellence™ Program requires early client referrals (no official reference needed) because CX scores have a direct influence on the provider's position in the IPL quadrant and the awards.

Please refer to the [link](#) to view/download the ISG Provider Lens™ 2025 research agenda.

Access to Online Portal

You can view/download the questionnaire from [here](#) using the credentials you have already created or refer to the instructions in the invitation email to generate a new password. We look forward to your participation!

Buyers Guide

ISG Software Research, formerly “Ventana Research,” offers market insights by evaluating technology providers and products through its Buyers Guides. The findings are drawn from the research-based analysis of product and customer experience categories, ranking and rating software providers and products to help facilitate informed decision-making and selection processes for technology.

In the course of the Snowflake Ecosystem Partners IPL launch, we want to take advantage of the opportunity to draw your attention to related research and insights that ISG Research will publish in 2025. For more information, refer to the [Buyers Guide research schedule](#).

Research Production Disclaimer:

ISG collects data for the purposes of conducting research and creating provider/vendor profiles. The profiles and supporting data are used by ISG advisors to make recommendations and inform their clients of the experience and qualifications of any applicable provider/vendor for outsourcing the work identified by clients. This data is collected as part of the ISG FutureSource™ process and the Candidate Provider Qualification (CPQ) process. ISG may choose to only utilize this collected data pertaining to certain countries or regions for the education and purposes of its advisors and not produce ISG Provider Lens™ reports. These decisions will be made based on the level and completeness of the information received directly from providers/vendors and the availability of experienced analysts for those countries or regions. Submitted information may also be used for individual research projects or for briefing notes that will be written by the lead analysts.



ISG Star of Excellence™ – Call for nominations

The Star of Excellence™ is an independent recognition of excellent service delivery based on the Voice of the Customer concept. ISG has designed the Star of Excellence program to collect client feedback about service providers' success in demonstrating the highest standards of client service excellence and customer centricity.

The global survey is all about services that are associated with IPL studies. In consequence, all ISG Analysts are continuously provided with information on the customer experience of all relevant service providers. This information comes on top of existing first-hand advisor feedback that IPL leverages in its practitioner-led consulting approach.

Providers are invited to [nominate](#) their clients to participate. Once the nomination has been submitted, ISG sends out a mail confirmation to both sides. It is self-evident that ISG anonymizes all customer data and does not share it with third parties.

Our vision for the Star of Excellence™ is to become acknowledged as the leading industry recognition for client service excellence and serve as the benchmark for measuring client sentiments.

To ensure your selected clients complete the feedback for your nominated engagement, please use the "Nominate (for Providers)" section on the Star of Excellence [website](#).

We have set up an email where you can direct any questions or provide comments. This email will be checked daily. Please allow up to 24 hours for a reply.

Here is the email address:
ISG.star@isg-one.com



ISG Star of Excellence



The ISG Provider Lens 2025 – Snowflake Ecosystem Partners research study analyzes the relevant software vendors/service providers in the global market, based on a multi-phased research and analysis process, and positions these providers based on the ISG Research methodology.

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The research and analysis presented in this report includes research from the ISG Provider Lens program, ongoing ISG Research programs, interviews with ISG advisors, briefings with services providers and analysis of publicly available market information from multiple sources. The data collected for this report represents information that ISG believes to be current as of January 2025, for providers who actively participated as well as for providers who did not. ISG recognizes that many mergers and acquisitions have taken place since that time, but those changes are not reflected in this report.

All revenue references are in U.S. dollars (\$US) unless noted.



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ISG Provider Lens Advisors Involvement Program

ISG Provider Lens™ offers market assessments incorporating practitioner insights, reflecting regional focus and independent research. ISG ensures advisor involvement in each study to cover the appropriate market details aligned to the respective service lines/technology trends, service provider presence and enterprise context.

In each region, ISG has expert thought leaders and respected advisors who know the provider portfolios and offerings as well as enterprise requirements and market trends. On average, three consultant advisors participate as part of each study's quality and consistency review process. The consultant advisors ensure each study reflects ISG advisors' experience in the field, which complements the primary and secondary research the analysts conduct. ISG advisors participate in each study as part of the consultant advisors' group and contribute at different levels depending on their availability and expertise.

The consultant advisors:

- Help define and validate quadrants and questionnaires.
- Advise on service provider inclusion, participate in briefing calls.
- Give their perspectives on service provider ratings and review report drafts.

ISG Advisors to this study



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Natarajan**

Director



**Dorotea
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Principal Consultant



Invited Companies

If your company is listed on this page or you feel your company should be listed, please contact ISG to ensure we have the correct contact person(s) to actively participate in this research.

Accenture	Biztory	Concord USA	Fivetran
adesso SE	Blend360	Converge Technology Solutions	Genpact
AHEAD	BlueCloud	Core3	GlobalLogic
Aimpoint Digital	Brillio	Dataiku	Grazitti Interactive
AllCloud	Brooklyn Data Company	Dbt Labs	Grid Dynamics
Altimetrik	Capgemini	Deloitte	Hakkoda
Analytics8	CDW	Devoteam	HCLTech
Anblooks	Cervello, a Kearney company	DXC Technology	Hex
Archetype Consulting	CG Infinity	Encora	Hexaware
areto consulting GmbH	CGI	EPAM Systems	HTC Global Services
atrium	CitiusTech	Eulidia	IBM
AWS	CIVICA	evolv Consulting	Immuta
b.telligent	Coforge	EXL	Impetus Technologies
BearingPoint	Cognizant	EY	In516ht
Birlasoft	Collibra	Factspan	Inergy B.V.



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Infinite Lambda Limited

InfoCepts

INFOMOTION GMBH

Informatica

Infosys

initions GmbH

Innova Solutions

Insight

InterWorks Europe

Ippon Technologies

JEMS

KAITO INSIGHT OY

KEYRUS

kipi.ai

KPC (Key Performance Consulting)

KPI Partners

KPMG

LatentView Analytics

LEIT DATA

Lingaro

LTIMindtree

LumenData

Marlabs

Mastek

Matillion

Merkle

Monte Carlo

Mphasis

Nagarro

Ness USA

Netcompany

NEXT DECISION

Next Pathway

Nortal

NTT Data

Ollion

OPITZ CONSULTING

Orange Business

OSI Digital

Perficient

Persistent Systems

phData

Presidio

Projective Group

Protiviti

QlikTech

Quantiphi

Rackspace Technology

Rivery Technologies Inc.

SDG Group

Seek

SEIDOR Analytics

Sigma Computing

Sigmoid

Slalom

SNP

Solita Oy

Solution BI

Sopra Steria

Sparq



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Spaulding Ridge

Straive

synechron

Synergy France

synvert

Systemch

Target Reply

TCS

Tech Mahindra

TEKsystems

The Bridge Consulting

ThoughtSpot

Tiger Analytics

Trace3

Tredence

Trianz

Unify Consulting

valcon

Version 1

Virtusa

Wipfli

Wipro

WNS

Wortell Smart

Xebia

Xoriant

Zensar Technologies

ZS



iSG Provider Lens™

The ISG Provider Lens™ Quadrant research series is the only service provider evaluation of its kind to combine empirical, data-driven research and market analysis with the real-world experience and observations of ISG's global advisory team. Enterprises will find a wealth of detailed data and market analysis to help guide their selection of appropriate sourcing partners, while ISG advisors use the reports to validate their own market knowledge and make recommendations to ISG's enterprise clients. The research currently covers providers offering their services across multiple geographies globally.

For more information about ISG Provider Lens™ research, please visit this [webpage](#).

iSG Research™

ISG Research™ provides subscription research, advisory consulting and executive event services focused on market trends and disruptive technologies driving change in business computing. ISG Research™ delivers guidance that helps businesses accelerate growth and create more value.

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For more information about ISG Research™ subscriptions, please email contact@isg-one.com, call +1.203.454.3900, or visit research.isg-one.com.

iSG

ISG (Information Services Group) (Nasdaq: III) is a leading global technology research and advisory firm. A trusted business partner to more than 900 clients, including more than 75 of the world's top 100 enterprises, ISG is committed to helping corporations, public sector organizations, and service and technology providers achieve operational excellence and faster growth. The firm specializes in digital transformation services, including AI and automation, cloud and data analytics; sourcing advisory; managed governance and risk services; network carrier services; strategy and operations design; change management; market intelligence and technology research and analysis.

Founded in 2006, and based in Stamford, Conn., ISG employs 1,600 digital-ready professionals operating in more than 20 countries—a global team known for its innovative thinking, market influence, deep industry and technology expertise, and world-class research and analytical capabilities based on the industry's most comprehensive marketplace data.

For more information, visit isg-one.com.





JANUARY, 2025



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