FAST FACTS

MISSION STATEMENT

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

COMPANY

FOUNDED	2012
FOUNDERS	Thierry Cruanes, Benoit Dageville, Marcin Zukowski
CEO	Frank Slootman
EMPLOYEES	1200+ worldwide
HEADQUARTERS	San Mateo, California
REGIONAL OFFICES	Seattle, New York, London, Paris, Munich, Berlin and Sydney
INVESTORS	Altimeter Capital, Capital One Growth Ventures, ICONIQ Capital, Madrona, Meritech Venture Group, Redpoint Ventures, Sequoia Capital, Sutter Hill Ventures and Wing Ventures
TOTAL FUNDING	$923 million
VALUATION	$3.9 billion post-money following Series F funding round

ABOUT SNOWFLAKE

Snowflake is the data warehouse built for the cloud, enabling the data-driven enterprise with instant elasticity, secure data sharing, and per-second pricing, across multiple clouds. Snowflake combines the power of data warehousing, the flexibility of big data platforms, and the elasticity of the cloud at a fraction of the cost of traditional solutions. Snowflake: Your data, no limits.

PRODUCT

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 fully relational SQL data warehouse built for the cloud from the ground up. It's designed with a patented new architecture to handle all aspects of data and analytics. The result? A data warehouse that delivers the performance, simplicity, concurrency and affordability not possible with a traditional data warehouse or big data platform that has been shifted to the cloud.

COMPETITIVE DIFFERENTIATORS

COMPLETE SQL DATABASE: 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 and complex joins give you the full capabilities you need to make the most of your data.

ZERO 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 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.

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 warehouses 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.

INFINITE SCALABILITY: 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, unlock the power of cloud data warehousing for developers and tools that use a variety of languages and frameworks.

PER-SECOND 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.

DATA SHARING: Snowflake's multi-tenant architecture extends the data warehouse with governed and secure modern data sharing in real time. Within minutes, and without ever having to move data, share any slice of your data across your organization or with any of your business partners and customers. With Snowflake Data Sharing, you can easily forge one-to-one, one-to-many, and many-to-many data sharing relationships.

CUSTOMERS

Snowflake has more than 2,000 active customers and continues to grow rapidly. We've grown our customer base by 300 percent in 2018, including the addition of notable names like Netflix, Office Depot, Footlocker, Dropbox, Lululemon, Hulu, Doordash, Instacart, Opentable. com and NBC Universal. Other well-known customers include: Capital One, Sony Entertainment, Adobe, Rue La La, Lionsgate, Rent the Runway, Electronic Arts, Logitech, Overstock.com, University of Notre Dame, PDX, WhiteOps, Age of Learning, HotelTonight, Overstock. com, Deliveroo, PlaceIQ, Ask.com, Yamaha, Blackboard and many more.

PARTNERS

- Strategic alliances with Amazon Web Services (AWS), Microsoft Azure, Tableau, Looker, Informatica, Databricks, Talend, Fivetran & Matillion

- Partner ecosystem includes dozens of leading consulting and technology companies