

# Snowflake Ecosystem Partners

A research report comparing provider strengths,  
challenges and competitive differentiators

Customized report courtesy of:



## Executive Summary 03

## Provider Positioning 07

## Introduction

|                          |    |
|--------------------------|----|
| Definition               | 11 |
| Scope of Report          | 12 |
| Provider Classifications | 13 |

## Appendix

|                              |    |
|------------------------------|----|
| Methodology & Team           | 36 |
| Author & Editor Biographies  | 37 |
| About Our Company & Research | 39 |

## Snowflake Consulting and Advisory Services 14 - 20

|                                   |    |
|-----------------------------------|----|
| Who Should Read This Section      | 15 |
| Quadrant                          | 16 |
| Definition & Eligibility Criteria | 17 |
| Observations                      | 18 |
| Provider Profiles                 | 20 |

## Snowflake Implementation Services 21 - 27

|                                   |    |
|-----------------------------------|----|
| Who Should Read This Section      | 22 |
| Quadrant                          | 23 |
| Definition & Eligibility Criteria | 24 |
| Observations                      | 25 |
| Provider Profiles                 | 27 |

## Snowflake Managed and Support Services 28 - 34

|                                   |    |
|-----------------------------------|----|
| Who Should Read This Section      | 29 |
| Quadrant                          | 30 |
| Definition & Eligibility Criteria | 31 |
| Observations                      | 32 |
| Provider Profiles                 | 34 |

Report Author: Michael Barnes

### **A report comparing providers' capabilities to help decision-makers more effectively source services**

In the face of ongoing macroeconomic turbulence and uncertainty, U.S. firms are balancing a push for growth and business innovation initiatives with a heightened focus on risk management and resiliency. This approach is increasing demand for increased cloud-related spending aimed at improving business agility and responsiveness. It is also driving initiatives to enable more effective data-driven decision-making and improve process visibility, predictability and resilience.

In 2025, Tech spending is primarily driven by investments in cybersecurity, infrastructure modernization and cloud adoption, data and analytics, and AI-enabled innovation. These priorities collectively accelerate demand for cloud data platforms such as Snowflake. The platforms enable firms to consolidate and manage diverse data types, including

structured and unstructured, into a single platform, eliminating data silos and improving data access, sharing and collaboration across the organization.

The US Snowflake ecosystem is impacted by a number of business priorities:

#### **Enabling data-driven decision-making.**

While effectively managing data and improving data-driven decision-making have always been important business priorities, organizations now increasingly rely on data analytics to realize these goals. Growing concerns over global supply chain disruptions, heightened by uncertainty and tariff threats, have driven projects focused on enhanced process automation, improved visibility and business continuity. Additionally, the surge in AI awareness, demand and adoption has dramatically increased the importance of data access, quality and management, driving significant changes in the data management landscape and increasing the demand for cloud data management platforms such as Snowflake and related services.

Firms are seeking a  
**unified cloud data  
platform** to better  
**manage complex  
data environments.**



**Enhancing data sharing, collaboration and monetization.** Rising labor costs and tech skills shortages are driving initiatives to improve EX, productivity and retention. The constantly shifting dynamics of hybrid work have increased the demand for solutions and platforms that enable collaboration across geographical and organizational boundaries. Cloud data platforms like Snowflake make data sharing and access easier for distributed teams. Providers differentiate themselves by helping organizations access data insights that improve employee productivity and scale nascent AI capabilities. Additionally, leading providers help firms leverage Snowflake's data sharing capabilities and marketplace to create new revenue streams by monetizing data, transforming data into a tangible strategic asset.

**Delivering insights for transparency, traceability and reporting.** To operate effectively, U.S. firms must navigate a large number of state, federal and global data protection regulations, including CCPA, HIPAA, GLBA, COPPA and GDPR. Organizations are also looking to consolidate and share data to

improve their sustainability initiatives, improve internal operations and manage extended supply chains to better measure and reduce carbon footprints. Given these complex requirements, AI-driven insights from a well-managed cloud data management platform are increasingly essential to address compliance challenges, operate effectively across jurisdictions, and achieve sustainability goals.

**Ensuring effective data governance and security.** Cybersecurity remains a top business priority and challenge, with concerns over data breaches and regulatory compliance putting the focus squarely on robust data governance frameworks and solutions. The growing focus on responsible and ethical AI has accelerated this trend, as increased AI usage necessitates improved data governance. One early benefit of the excitement surrounding GenAI initiatives is that organizations develop a clearer understanding of the importance of data governance and the need for a strong data foundation that supports not only structured but also semi-structured and unstructured data. Organizations are implementing cloud data platforms to simplify the management of

complex data environments through a unified platform. As these firms struggle with the challenges of data scale, security, privacy and accuracy, they will increasingly turn to service providers to understand the functionalities and implications of platforms like Snowflake in addressing their needs. They will also seek help in leveraging the Snowflake platform in production by implementing robust data governance and change management practices (for example, data lineage, access control and audit trails) at scale across hybrid or multicloud environments while adhering to varying regulatory standards across diverse regions and functions.

These business trends are among the key drivers of a changing technology and services landscape, directly impacting the U.S. Snowflake ecosystem. The following section outlines the key technology trends and their impact on the Snowflake ecosystem, especially highlighting the role of service providers.

**Data scalability issues and performance bottlenecks.** Traditional on-premises data warehouses often struggle to keep pace with the increasing volume, velocity and

variety of modern enterprise data. As data grows exponentially, legacy systems become expensive and difficult to scale, resulting in performance degradation, slow query response times and resource contention, especially when supporting concurrent users or running AI and ML workloads. Data cloud platforms such as Snowflake offer elastic architectures that allow enterprises to scale compute and storage independently, ensuring high performance without overprovisioning.

**Real-time data processing and edge computing.** Accessing, analyzing, visualizing and acting on data in real time is essential for maintaining a competitive edge, enhancing CX and supporting IoT devices, while edge computing reduces latency and bandwidth usage, complementing cloud data platforms. Snowflake supports real-time and near-real-time data ingestion pipelines and analysis, enabling timely data processing closer to data sources to enhance responsiveness and reduce latency.



**Cloud migration and hybrid/multicloud complexity.** Organizations are adopting hybrid and multicloud approaches and leveraging multiple cloud services for flexibility, performance and redundancy. This includes implementing multicloud Snowflake architectures across AWS, Azure and GCP to ensure resilience and cost optimization. However, managing consistent data architecture, governance and performance across multiple cloud environments is inherently complex, especially for firms migrating from legacy, monolithic data platforms. The issues include data transfer latency, workload reconfiguration, compatibility issues and operational disruption risks. Snowflake simplifies this transition by offering a cloud-agnostic and fully managed architecture. Firms will look to service providers for guidance on leveraging Snowflake as a single, secure data platform across clouds to enable workload portability, regulatory compliance and business continuity without added infrastructure overhead.

**Advanced analytics, AI and ML:** The integration of advanced analytics, AI and ML into business operations requires robust, scalable data platforms. Legacy systems lack the capability to support modern analytics, AI and ML at scale. Enterprises need platforms that natively integrate with data science tools, support Python or R and allow for in-database ML processing. Firms need service providers' guidance on best practices for leveraging data cloud platforms such as Snowflake, including the use of tools, accelerators and native integration with third-party ML platforms to prepare data, run models and deploy AI/GenAI solutions securely and efficiently.

**Unified data management.** The exponential growth of data from various sources requires advanced storage and processing capabilities. While cloud data platforms such as Snowflake are designed to manage large volumes of structured and unstructured data efficiently, migrating data from legacy systems to cloud platforms can be complex, costly and time-consuming. Ensuring ongoing integration with existing applications and systems adds an additional layer of complexity. Leading providers

excel in helping firms consolidate data lakes, warehouses and real-time analytics into a single Snowflake platform to improve governance, scalability and operational efficiency. This includes implementing data fabric and data mesh architectures to enable more effective data integration and governance across diverse sources.

**Data application development.** Organizations are increasingly aware of the potential of developing and scaling data-intensive applications while minimizing operational burdens by leveraging a fully managed service such as Snowflake to handle infrastructure concerns such as provisioning, availability and maintenance. Firms with complex requirements are exploring opportunities to monetize their data through data sharing via Snowflake Marketplace. Regardless of the maturity level, firms are expected to increasingly seek providers' guidance on leveraging Snowflake's Native Application Framework to build, test and deploy applications directly within Snowflake, reducing data movement while maintaining tight security and governance.

**Cloud cost management and optimization:** Adopting a hybrid and/or multicloud approach can potentially reduce infrastructure costs. However, without careful management, cloud usage can become unpredictably expensive, especially concerning storage, compute and data egress charges. Additionally, many firms are not fully leveraging their existing Snowflake investments, either failing to consume the credits they have already purchased or failing to adequately utilize the platform's capabilities across various business functions and corporate domains. This scenario represents a significant opportunity for service providers to help firms optimize the costs of their Snowflake implementation.



## Executive Summary

In the face of ongoing macroeconomic turbulence and uncertainty, U.S. firms are balancing a push for growth and business innovation initiatives with a heightened focus on risk management and resiliency, fueling initiatives aimed at enabling more effective data-driven decision-making and improving process visibility, predictability and resilience.





## Provider Positioning

Page 1 of 4

|            | Snowflake Consulting and Advisory Services | Snowflake Implementation Services | Snowflake Managed and Support Services |
|------------|--------------------------------------------|-----------------------------------|----------------------------------------|
| Accenture  | Leader                                     | Leader                            | Leader                                 |
| Altimetrik | Contender                                  | Contender                         | Not In                                 |
| Birlasoft  | Product Challenger                         | Product Challenger                | Product Challenger                     |
| Brillio    | Contender                                  | Contender                         | Contender                              |
| Capgemini  | Leader                                     | Leader                            | Leader                                 |
| Coforge    | Product Challenger                         | Product Challenger                | Rising Star ★                          |
| Cognizant  | Leader                                     | Leader                            | Leader                                 |
| Deloitte   | Leader                                     | Leader                            | Leader                                 |





## Provider Positioning

Page 2 of 4

|                      | Snowflake Consulting and Advisory Services | Snowflake Implementation Services | Snowflake Managed and Support Services |
|----------------------|--------------------------------------------|-----------------------------------|----------------------------------------|
| DXC Technology       | Leader                                     | Leader                            | Leader                                 |
| Genpact              | Market Challenger                          | Market Challenger                 | Market Challenger                      |
| Grazitti Interactive | Contender                                  | Contender                         | Not In                                 |
| Hakkoda              | Product Challenger                         | Product Challenger                | Product Challenger                     |
| HCLTech              | Market Challenger                          | Market Challenger                 | Market Challenger                      |
| Hexaware             | Not In                                     | Leader                            | Not In                                 |
| Impetus Technologies | Contender                                  | Product Challenger                | Contender                              |
| Infocepts            | Contender                                  | Contender                         | Contender                              |





## Provider Positioning

Page 3 of 4

|               | Snowflake Consulting and Advisory Services | Snowflake Implementation Services | Snowflake Managed and Support Services |
|---------------|--------------------------------------------|-----------------------------------|----------------------------------------|
| Infosys       | Leader                                     | Leader                            | Leader                                 |
| Kipi.ai (WNS) | Product Challenger                         | Product Challenger                | Product Challenger                     |
| LTIMindtree   | Leader                                     | Leader                            | Leader                                 |
| Mastek        | Contender                                  | Contender                         | Contender                              |
| Mphasis       | Product Challenger                         | Product Challenger                | Product Challenger                     |
| Perficient    | Contender                                  | Contender                         | Contender                              |
| phData        | Rising Star ★                              | Rising Star ★                     | Product Challenger                     |
| Quantiphi     | Product Challenger                         | Product Challenger                | Product Challenger                     |





## Provider Positioning

Page 4 of 4

|                 | Snowflake Consulting and Advisory Services | Snowflake Implementation Services | Snowflake Managed and Support Services |
|-----------------|--------------------------------------------|-----------------------------------|----------------------------------------|
| Slalom          | Leader                                     | Leader                            | Not In                                 |
| Spaulding Ridge | Product Challenger                         | Product Challenger                | Product Challenger                     |
| Synechron       | Contender                                  | Contender                         | Not In                                 |
| TCS             | Leader                                     | Leader                            | Leader                                 |
| Tech Mahindra   | Market Challenger                          | Market Challenger                 | Market Challenger                      |
| Tiger Analytics | Product Challenger                         | Product Challenger                | Product Challenger                     |
| ValueMomentum   | Not In                                     | Product Challenger                | Product Challenger                     |
| Wipro           | Market Challenger                          | Market Challenger                 | Market Challenger                      |



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

Simplified Illustration Source: ISG 2025



### Definition

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.



### Scope of the Report

This ISG Provider Lens™ quadrant report covers the following three quadrants for services/solutions: Snowflake Consulting and Advisory Services, Snowflake Implementation Services and Snowflake Managed and Support Services.

This ISG Provider Lens™ study offers 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 the U.S. and Europe markets

This ISG study serves as the basis for important decision-making by covering providers' 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.

### Provider Classifications

The provider position reflects the suitability of providers for a defined market segment (quadrant). Without further additions, the position always applies to all company sizes classes and industries. In case the service requirements from enterprise customers differ and the spectrum of providers operating in the local market is sufficiently wide, a further differentiation of the providers by performance is made according to the target group for products and services. In doing so, ISG either considers the industry requirements or the number of employees, as well as the corporate structures of customers and positions providers according to their focus area. As a result, ISG differentiates them, if necessary, into two client target groups that are defined as follows:

- **Midmarket:** Companies with 100 to 4,999 employees or revenues between \$20 million and \$999 million with central headquarters in the respective country, usually privately owned.

- **Large Accounts:** Multinational companies with more than 5,000 employees or revenue above \$1 billion, with activities worldwide and globally distributed decision-making structures.

The ISG Provider Lens™ quadrants are created using an evaluation matrix containing four segments (Leader, Product & Market Challenger and Contender), and the providers are positioned accordingly. Each ISG Provider Lens™ quadrant may include a service provider(s) which ISG believes has strong potential to move into the Leader quadrant. This type of provider can be classified as a Rising Star.

- **Number of providers in each quadrant:** ISG rates and positions the most relevant providers according to the scope of the report for each quadrant and limits the maximum of providers per quadrant to 25 (exceptions are possible).





### Provider Classifications: Quadrant Key

**Product Challengers** offer a product and service portfolio that reflect excellent service and technology stacks. These providers and vendors deliver an unmatched broad and deep range of capabilities. They show evidence of investing to enhance their market presence and competitive strengths.

**Contenders** offer services and products meeting the evaluation criteria that qualifies them to be included in the IPL quadrant. These promising service providers or vendors show evidence of rapidly investing in products/ services and a follow sensible market approach with a goal of becoming a Product or Market Challenger within 12 to 18 months.

**Leaders** have a comprehensive product and service offering, a strong market presence and established competitive position. The product portfolios and competitive strategies of Leaders are strongly positioned to win business in the markets covered by the study. The Leaders also represent innovative strength and competitive stability.

**Market Challengers** have a strong presence in the market and offer a significant edge over other vendors and providers based on competitive strength. Often, Market Challengers are the established and well-known vendors in the regions or vertical markets covered in the study.

★ **Rising Stars** have promising portfolios or the market experience to become a Leader, including the required roadmap and adequate focus on key market trends and customer requirements. Rising Stars also have excellent management and understanding of the local market in the studied region. These vendors and service providers give evidence of significant progress toward their goals in the last 12 months. ISG expects Rising Stars to reach the Leader quadrant within the next 12 to 24 months if they continue their delivery of above-average market impact and strength of innovation.

**Not in** means the service provider or vendor was not included in this quadrant. Among the possible reasons for this designation: ISG could not obtain enough information to position the company; the company does not provide the relevant service or solution as defined for each quadrant of a study; or the company did not meet the eligibility criteria for the study quadrant. Omission from the quadrant does not imply that the service provider or vendor does not offer or plan to offer this service or solution.





# Snowflake Consulting and Advisory Services

## Who Should Read This Section

This report is valuable for providers offering Snowflake consulting and advisory services in the U.S. to understand their market position and for enterprises looking to evaluate these providers. In this quadrant, ISG highlights the current market positioning of these providers based on the depth of their service offerings and market presence.

### **Business/Strategy professionals**

should read this report to track evolving trends related to Snowflake, evaluate providers for enterprise data maturity and cloud readiness and explore relevant use cases.

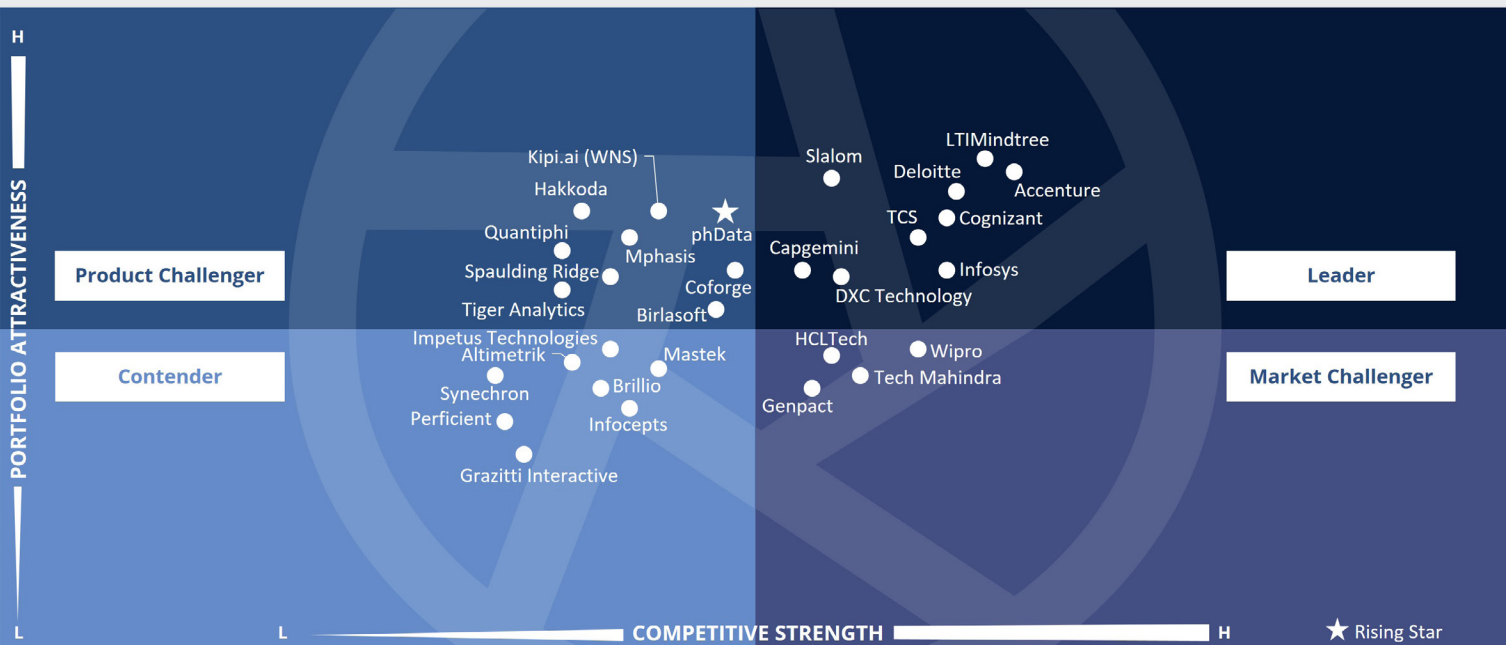
### **Digital professionals**

should read this report to understand how providers support cloud data adoption, AI and ML readiness and compliance best practices to accelerate digital transformation.

### **Technology professionals**

should read this report to learn how providers integrate modern technologies into their offerings, helping them align strategy, optimize performance and future-proof their architecture.





This quadrant assesses providers that offer services and solutions for **optimizing data strategies** and **maximizing ROI from Snowflake** investments, including data strategy formulation and architecture design and implementation.

Michael Barnes

### 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



### Observations

To successfully implement data modernization strategies, it is essential to establish clear, tangible links to business objectives and measurable outcomes. Firms can cost-effectively migrate from legacy, on-premises platforms and solutions to cloud data platforms, often using automation. A majority of service providers in the Snowflake ecosystem specialize in data migration. However, cloud migration alone is not sufficient to drive business value. Achieving short- and long-term business value requires well-defined, industry- and function-specific data strategies based on best practices, and guided by a combination of business demands and regulatory and reporting requirements.

Service providers are addressing this need by expanding Snowflake-related consulting and advisory services, offering tailored consulting solutions that help firms align their data strategies with business outcomes, metrics and objectives. These advisory services encompass a wide range of offerings, including organizational data and cloud readiness assessments, architecture design, data

governance and risk assessment frameworks, and change management processes. By leveraging their expertise in industry best practices, service providers help clients identify key areas where Snowflake can deliver value, ensuring investments are optimized for maximum ROI.

Recognizing that initial implementation is only the starting point, service providers are also enhancing their capabilities for ongoing support in areas such as data quality and governance, data visualization and ongoing training, all essential for compliance and effective data usage.

From the 111 companies assessed for this study, thirty qualified for this quadrant, with nine being Leaders and one a Rising Star.

### **accenture**

**Accenture** is a global market leader for Snowflake services, with a huge pool of Snowflake experts, capabilities and solutions, including extensive strategic frameworks and deep domain knowledge to address sector-specific needs.

### **Capgemini**

**Capgemini** offers comprehensive consulting capabilities combined with technical expertise, focusing on data modernization, architecture scalability and security and business transformation, ensuring project success.

### **cognizant**

**Cognizant** is a well-established leader aggressively seeking further growth in the Snowflake market by integrating Snowflake's industry-specific data clouds with proprietary assets to deliver increased customer value.

### **Deloitte**

**Deloitte** distinguishes itself in the Snowflake analytics and data platform ecosystem with a holistic approach that combines strong business advisory and consulting capabilities with proven frameworks and technical depth.

### **TECHNOLOGY**

**DXC Technology** is particularly strong in legacy migration, aligning data strategies to minimize risks in digital transformation initiatives through strong consulting, implementation and change management practices.

### **Infosys**

**Infosys** combines deep consulting expertise, broad domain knowledge and strong co-innovation capabilities for data modernization and industry-specific solutions to accelerate clients' Snowflake adoption.

### **LTIMindtree**

**LTI Mindtree** has an extensive, broad advisory portfolio, strong frameworks supporting Snowflake strategy and health assessments, and industry-leading compliance and security capabilities.



## Snowflake Consulting and Advisory Services

### Slalom

**Slalom** offers comprehensive Snowflake services through a well-recognized Snowflake practice across strategy, technology and business transformation and a strong partnership with Snowflake to jointly develop vertical-specific solutions.



**TCS** positions its Snowflake practice around automating data migration and simplifying end-to-end data management on the cloud, supported by its deep domain expertise across industry verticals to drive business agility and digital transformation.

### phData

**phData (Rising Star)** positions itself within the Snowflake ecosystem by offering a strong mix of data and AI consulting services, expertise and automation, including robust data migration capabilities through its proprietary toolkit.





"DXC Technology's extensive consulting services, industry expertise, data modernization and management services, and Elite Partner status qualify it as a Leader in this quadrant."

Michael Barnes

# DXC Technology

## Overview

DXC Technology is headquartered in Virginia, U.S. It has more than 127,200 employees across over 130 offices in 65 countries. In FY24, the company generated \$13.7 billion in revenue, with (GIS) and Global Business Services (GBS) each making up roughly 50% of the annual revenue. DXC Technology offers a consulting portfolio that includes strategy development, maturity and readiness assessment, risk assessments, data governance and migration planning, and data visualization. As an Elite Snowflake Partner, DXC has over 160 Snowpro Core and Advanced Certifications and was recognized early as a Cortex AI Partner.

## Strengths

### Key focus on data strategy:

DXC's Data Management Maturity assessment evaluates data strategy across governance, quality, security, infrastructure and visualization, providing a roadmap for optimization. DXC's Data Metabolism assessment identifies gaps in data utilization, offering insights to enhance efficiency and maximize business value. Additionally, with heatmap assessment and brainstorming workshops, DXC enables the identification of areas of improvement, enabling businesses to maximize their data potential.

**Deep advisory capabilities:** DXC provides comprehensive advisory capabilities across data strategy, governance, risk assessments and migration planning, evaluating and prioritizing use cases, and defining

organizational roles and responsibilities. DXC establishes data usage patterns, architecture blueprints and governance frameworks. It also provides specialized advisory services in data mesh and GenAI, along with compliance-driven risk analytics and ESG consulting.

### Extensive consulting services:

DXC Consulting & Engineering Services encompass digital consulting, design, data and applied intelligence, and software engineering. Its Snowflake cross-industry experience extends across manufacturing, automotive, consumer and retail, and financial services.

## Caution

DXC's leadership position is built on its broad and deep data modernization and infrastructure management capabilities. However, the firm should seek to enhance its profile within the Snowflake ecosystem as an enabler of business transformation and innovation.





# Snowflake Implementation Services

## Who Should Read This Section

This report is valuable for providers offering Snowflake implementation services in the U.S. to understand their market position and for enterprises looking to evaluate these providers. In this quadrant, ISG highlights the current market positioning of these providers based on the depth of their service offerings and market presence.

### Technology professionals

should read this report to assess the Snowflake implementation partners' expertise in data engineering, governance, cloud architecture and multicloud deployment strategies.

### Research and innovation professionals

should read this report to understand providers' ability to help leverage AI and ML and Snowflake's data capabilities to drive innovative data-driven solutions.

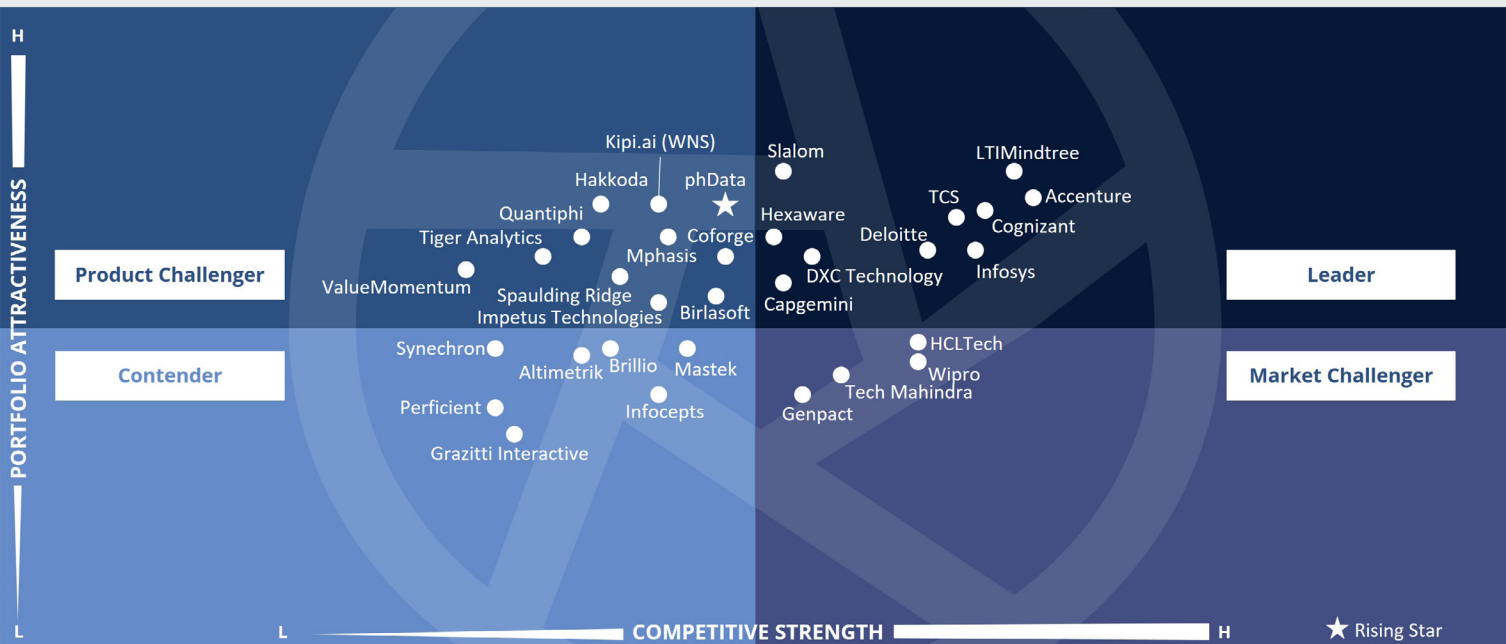
### Product and strategy professionals

should read this report to understand and evaluate providers based on their expertise to drive effective data sharing and collaboration and accelerate AI and ML adoption.

### Business professionals

should read this report to understand service providers' relative positioning and their ability to deliver measurable business improvements and outcomes and ensure a positive ROI.





This quadrant evaluates providers offering Snowflake implementation services, **modernizing data landscapes, enabling advanced analytics and delivering data-driven business applications** through technical and industry expertise.

Michael Barnes



## 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), data lake 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. 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
4. Expertise in building **ETL/ELT pipelines** and connecting Snowflake with diverse data sources, including legacy systems, real-time streams and third-party tools
5. Strong knowledge of Snowflake's **Secure Data Sharing** to enable real-time collaboration and create data marketplaces with external partners
6. Experience in **integrating Snowflake with analytics platforms**, such as Python, R and Tableau, and **enabling AI and ML workflows** using Snowpark or partner solutions
7. In-depth understanding of Snowflake's core features, including data warehousing, data sharing, Snowpark and secure data exchange
8. Capabilities in **developing custom analytics solutions and integrating business applications** with CRM and ERP systems



## Snowflake Implementation Services

### Observations

Implementation services are central to the Snowflake practice of most providers, encompassing offerings such as data migration, data engineering and cloud architecture. While greenfield implementations exist, most projects focus on migrating data from legacy systems, including on-premises data warehouses. Service providers leverage advanced, GenAI-enabled data migration tools and methodologies to streamline migration processes that minimize disruption, ensure data integrity and reduce project risk.

Additionally, providers are intensifying their efforts in Snowflake-native app development and Snowflake Marketplace-based data monetization initiatives by leveraging Snowflake's Native App Framework as well as Snowflake's built-in capabilities and products, such as Streamlit, Snowpark and Cortex AI. Streamlit, an open-source Python library integrated within Snowflake, enables developers to build and deploy applications with advanced data visualization capabilities such as dashboards and ML interfaces.

Snowpark is a comprehensive developer framework for building complex data transformations, analytics and ML models directly within Snowflake using Python, Java or Scala. Furthermore, Cortex AI is a fully managed, serverless platform integrated within the Snowflake Data Cloud for building, deploying and scaling GenAI apps without moving data outside the Snowflake environment.

From the 111 companies assessed for this study, 32 qualified for this quadrant, with 10 being Leaders and one a Rising Star.

### **accenture**

**Accenture** provides extensive implementation services with a strong focus on automated data migration, well-targeted accelerators and industry-specific solutions. The company also engages in significant joint development initiatives with Snowflake.

### **Capgemini**

**Capgemini's** augments its deep expertise in data modernization and GenAI innovation through strong delivery capabilities and a deep partnership with Snowflake, focusing particularly on its data clean room solutions.

### **cognizant**

**Cognizant** offers extensive implementation services, demonstrating its ability to leverage Snowflake Cortex to build GenAI-powered solutions. It boasts a comprehensive portfolio of accelerators and solutions and a strong market presence.

### **Deloitte.**

**Deloitte** excels in delivering business-focused implementation services, particularly in the U.S. public sector, where it has a significant market presence, by leveraging integrated tools and accelerators, streamlining and automating data migration.

### **TECHNOLOGY**

**DXC Technology** has strong data infrastructure management services and a solid breadth of consulting capabilities, including comprehensive Snowflake implementation services offered through automated data migration and data engineering expertise.

### **HEXAWARE**

**Hexaware** augments its service capabilities in data migration and AI integration through its proprietary platform, streamlining data modernization and conducting Snowflake-targeted adoption readiness assessments.

### **Infosys**

**Infosys** offers extensive scale and depth in digital services and consulting, including data platform modernization expertise. It offers Snowflake-specific service and solution offerings, including automated frameworks and industry-specific accelerators.



## Snowflake Implementation Services



**LTIMindtree** offers a deep Snowflake services portfolio and capabilities, a diverse suite of industry solutions and proprietary tools and frameworks to accelerate migration. Its long-standing partnership with Snowflake strengthens its competitive position.

### Slalom

**Slalom** leverages its strategic partnership with Snowflake to offer joint development of industry-specific solutions, comprehensive services capabilities, targeted accelerators in areas such as risk management and solid market recognition.



**TCS** delivers strong data migration capabilities through its proprietary platforms and industry-specific services for data transformation. The company benefits from its long-standing partnership with Snowflake and extensive data engineering services.

### phData's (Rising Star)

**phData's (Rising Star)** Snowflake services include data migration and automation solutions, featuring proven accelerators built on its proprietary toolkit. The company boasts a strong presence and recognition in the Snowflake ecosystem and extensive customer references.





"DXC Technology's strong data infrastructure management services, breadth of consulting capabilities and Elite Partner status qualify it as a Leader in this quadrant."

*Michael Barnes*

# DXC Technology

## Overview

DXC Technology is headquartered in Virginia, U.S. It has more than 127,200 employees across over 130 offices in 65 countries. In FY24, the company generated \$13.7 billion in revenue, with global infrastructure services (GIS) and global business services (GBS) each making up roughly 50% of the annual revenue. DXC offers comprehensive Snowflake implementation services that help businesses optimize data management and analytics with scalable, cloud-based solutions. Its strategic partnership with Snowflake delivers advanced data-driven and AI-powered solutions. Leveraging deep technical and industry expertise, DXC helps clients effectively deploy and maximize the value of Snowflake's open and extensible data platform.

## Strengths

### **Comprehensive implementation services:**

DXC offers comprehensive Snowflake implementation services for data transformation, including building scalable streaming and batch data pipelines, optimizing data warehousing for cost-effective analytics and enabling AI and ML model deployment using Snowflake ML. The company facilitates secure data collaboration through Snowflake's clean rooms and accelerates migrations from legacy systems such as SAP BW.

**Data integration capabilities:** DXC's Data Integration Framework (DIF) is a metadata-driven platform that streamlines data management, integration and processing. It automates the creation of Snowflake artifacts such as databases,

schemas, tables and roles through parameterized configuration files. This comprehensive suite of data services, accelerators and advisory modules enables efficient data flow management while ensuring compliance and security.

**Efficient data migration:** The DXC Automated Data Migration Framework (ADMF) streamlines and automates database migrations to Snowflake by transferring schemas, data, security roles, users and mappings using resilient pipelines and flexible extraction methods. ADMF integrates GenAI for intelligent extracting, transforming and loading (ETL) migration, enhancing schema conversion and procedures via a scalable and automated approach.

## Caution

To maintain its leadership position, DXC should seek opportunities to enhance its profile within the Snowflake ecosystem, particularly by effectively promoting its Snowflake-tailored solutions in industries such as automotive, manufacturing and life sciences.





# Snowflake Managed and Support Services

## Who Should Read This Section

This report is valuable for providers offering Snowflake managed and support services in the U.S. to understand their market position and for enterprises looking to evaluate these providers. In this quadrant, ISG highlights the current market positioning of these providers based on the depth of their service offerings and market presence.

### **Business professionals**

should read this report to understand providers' relative positioning and capabilities centered around Snowflake managed services.

### **Compliance and governance professionals**

should read this report to understand how providers address data security and privacy needs in their Snowflake managed and support services portfolio.

### **Software and technology development leaders**

should read this report to understand how providers' managed services offerings impact a company's cost optimization initiatives.

### **Procurement professionals**

should read this report to compare Snowflake managed and support service providers in the U.S. market.



## Snowflake Ecosystem Partners Snowflake Managed and Support Services

U.S. 2025



This quadrant evaluates providers offering managed cloud services to manage, maintain and optimize the Snowflake environment to **ensure optimal performance, optimize costs**, identify potential issues and **minimize downtime**.

Michael Barnes



### 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**



## Snowflake Managed and Support Services

### Observations

Implementing, enabling and optimizing a culture of data-driven decision-making requires ongoing support, such as monitoring, validating and improving data consistency and accuracy to ensure quality. This support drives demand for Snowflake-related managed services. Service providers' offerings include helping firms establish robust data governance frameworks critical to ensuring compliance with industry regulations, especially in sectors such as finance and healthcare.

Equally important, providers are under pressure to support cost optimization, data observability and continuous integration/continuous deployment (CI/CD) mechanisms. They utilize advanced strategies to analyze usage patterns, eliminate unnecessary expenditure and advise clients on efficient resource allocation. Implementing CI/CD mechanisms in Snowflake environments enhances the agility and flexibility of data operations, enabling the rapid deployment of updates and features without significant downtime. This iterative approach ensures that organizations can

swiftly adapt to changing business needs swiftly, maintaining a competitive edge in fast-paced markets.

For improved data observability, providers integrate tools that offer real-time monitoring of data flows and transformations, giving organizations insights into the entire data lifecycle, ensuring accuracy, consistency and availability. Additionally, audit tools are implemented to maintain compliance and oversight, providing essential tracking and reporting capabilities. These capabilities allow businesses to proactively identify and resolve issues, fostering accountability and transparency within their data operations.

From the 111 companies assessed for this study, twenty-seven qualified for this quadrant, with eight being Leaders and one a Rising Star.



**Accenture** has a strong presence in the Snowflake ecosystem in terms of breadth, scale and maturity of its governance-led approach to managed services.



**Capgemini's** offers extensive managed services, particularly in data platform management and performance optimization, supported by a strong partnership with Snowflake.



**Cognizant** offers an extensive Snowflake services and solution portfolio, including accelerators, cost management and FinOps capabilities, robust security and compliance services and a strong market presence.



**Deloitte** benefits from strong credibility and presence among senior business stakeholders, with a significant Snowflake market presence and thought leadership, which is particularly notable within the U.S. public sector.



**DXC Technology** offers a solid managed services portfolio, which includes strong data infrastructure management and platform modernization services, broad industry solutions, and a strong focus on talent building and learning and development.



**Infosys'** Snowflake managed services suite offers both scale and depth through its deep platform expertise; industry-specific services, particularly in regulated markets; and platform modernization and management capabilities.



**LTI Mindtree** offers a deep Snowflake managed services portfolio, including a strategic cost and sustainability framework and advanced data observability capabilities, proven experience and a long-standing partnership with Snowflake.



## Snowflake Managed and Support Services



**TCS** delivers integrated Snowflake managed services through its strong data migration and performance optimization capabilities, long-standing partnership with Snowflake and a global footprint.

### Coforge

**Coforge (Rising Star)**, a midsize provider, experiencing rapid growth through organic and inorganic expansion, with a focus on digital transformation through cloud services and AI solutions, targeting banking, insurance, travel and healthcare sectors.





"DXC Technology's strong data infrastructure management and platform modernization services, industry solutions and Elite partner status qualify it as a Leader in this quadrant."

Michael Barnes

# DXC Technology

## Overview

DXC Technology is headquartered in Virginia, U.S. It has more than 127,200 employees across over 130 offices in 65 countries. In FY24, the company generated \$13.7 billion in revenue, with global infrastructure services (GIS) and global business services (GBS) each making up roughly 50% of the annual revenue. DXC has over 300 Snowflake-certified professionals and industry competencies in financial services, travel, retail, consumer packaged goods and manufacturing. Additionally, the company fosters specialized communities, such as the AI Academy, AI Guild and Data Engineering Guild, engaging over 10,000 members to promote continuous learning and professional growth.

## Strengths

**Focus on learning and development:** DXC has proven capabilities in training and development, ensuring its workforce remains skilled and competitive. The DXC Learning platform provides 24x7 access to over two million learning assets, including content from Udemy and LinkedIn Learning. DXC Academies offers a portfolio of continuous learning and certification programs, including structured upskilling and reskilling programs and accelerated partner certification paths to help employees gain certifications from technology providers such as Snowflake.

**Comprehensive managed services portfolio:** DXC's managed services capabilities include security and governance, automated resource scaling, metadata-driven data ingestion and anomaly detection. DXC

enhances operational excellence with cost-optimized data ingestion while its compliance frameworks ensure GDPR adherence. It also has proven FinOps capabilities for enterprise-scale Snowflake implementations.

**MLOps capabilities:** The DXC Lightweight MLOps Accelerator for Snowflake enables the rapid deployment of ML use cases by leveraging Snowflake's native features and direct data access. It enhances DevOps integration with versioning, pipelines, quality tests, automation and monitoring, ensuring scalable and efficient ML operations.

## Caution

DXC Technologies has a comprehensive Snowflake managed services portfolio. However, to maintain its leadership position, the company should promote capabilities that help firms innovate, including using AI and advanced analytics.





# Appendix

The ISG Provider Lens 2025 – Snowflake Ecosystem Partners study analyzes the relevant software vendors/service providers in the U.S. 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 service providers and analysis of publicly available market information from multiple sources. The data collected for this report represent information that ISG believes to be current as of June 2025 for providers that actively participated and for providers that did not. ISG recognizes that many mergers and acquisitions may have occurred since then, but this report does not reflect these changes.

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

The study was conducted in the following steps:

1. Definition of Snowflake Ecosystem Partners market
2. Use of questionnaire-based surveys of service providers/vendors across all trend topics
3. Interactive discussions with service providers/vendors on capabilities and use cases
4. Leverage ISG's internal databases and advisor knowledge and experience (wherever applicable)
5. Detailed analysis and evaluation of services and service documentation based on the facts and figures received from providers and other sources
6. Use of the following main evaluation criteria:
  - \* Strategy and vision
  - \* Innovation
  - \* Brand awareness and presence in the market
  - \* Sales and partner landscape
  - \* Breadth and depth of portfolio of services offered
  - \* Technology advancements



## Author & Editor Biographies

### Lead Author



**Michael Barnes**  
**Lead Author**

Michael is a globally recognized speaker and author with over 25 years of research and consulting experience. He helps senior decision-makers across the Asia Pacific region rethink their business and technology strategies to become more sustainable and compete more effectively in the digital age.

Prior to joining Tech Research Asia, Michael was a Vice President, Research Director at Forrester Research for over 15 years, where he led Forrester's Asia Pacific Digital Business Strategy and Customer Experience services and Sustainability research across this region.

Michael also led Software Infrastructure and Application Integration research in Asia Pacific for Gartner, advising large organizations on strategies for sourcing, implementing, and managing enterprise applications and software technologies. He also conducted software research, advisory and implementation at Meta Group and Hurwitz Group.

At ISG, he has worked on Microsoft, Snowflake and VMware Ecosystem studies.

### Research Analyst



**Tanya Varshney**  
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Tanya is a Senior Research Analyst with deep expertise in technology research, specializing in emerging trends and innovation. With over five years of experience, she has led primary and secondary research initiatives in AI and analytics and has played a key role in developing ISG Provider Lens ecosystem reports on Google and SAP.

At ISG, she is a vital part of the IPL Custom Research team, driving impactful insights and supporting a diverse range of client engagements and projects.



## Author & Editor Biographies

### Study Sponsor

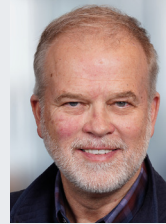


**Aman Munglani**  
**Senior Director & Principal Analyst**

A recognized thought leader and industry advisor with over 23 years of experience in emerging technologies, Emerging vendors and infrastructure, Aman Munglani has spent much of his professional life advising the C-suite of Global 2000 companies on digital strategies, start-up engagement, innovation, technology roadmaps and vendor management. Prior to ISG, Aman spent twelve plus years at Gartner guiding CIOs and IT managers across Asia Pacific and Europe on emerging technologies, their use cases and maturity, infrastructure trends and technologies, vendor comparisons, and RFP reviews.

He also advised many global and Asia-Pacific vendor organizations on their go to market, product and pricing strategies and applicable competitive scenarios.

### IPL Product Owner



**Jan Erik Aase**  
**Partner and Global Head – ISG Provider Lens/ISG Research**

Mr. Aase brings extensive experience in the implementation and research of service integration and management of both IT and business processes. With over 35 years of experience, he is highly skilled at analyzing vendor governance trends and methodologies, identifying inefficiencies in current processes, and advising the industry.

Jan Erik has experience on all four sides of the sourcing and vendor governance lifecycle - as a client, an industry analyst, a service provider and an advisor. Now as a partner and global head of ISG Provider Lens™, he is very well positioned to assess and report on the state of the industry and make recommendations for both enterprises and service provider clients.



### 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™

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### iSG

[ISG](#) (Nasdaq: [III](#)) is a global AI-centered technology research and advisory firm. A trusted partner to more than 900 clients, including 75 of the world's top 100 enterprises, ISG is a long-time leader in technology and business services sourcing that is now at the forefront of leveraging AI to help organizations achieve operational excellence and faster growth.

The firm, founded in 2006, is known for its proprietary market data, in-depth knowledge of provider ecosystems, and the expertise of its 1,600 professionals worldwide working together to help clients maximize the value of their technology investments.

For more information, visit [isg-one.com](https://isg-one.com).





**JUNE, 2025**

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**REPORT: SNOWFLAKE ECOSYSTEM PARTNERS**