TREDENCE
Beyond Possible

snowflake

WHY TREDENCE FOR SNOWFLAKE

→

Our Shared Vision & Strategic Partnership

Our Shared Vision

Snowflake's Vision

To provide seamless access to governed data, enabling AI-powered collaboration and innovation. With the AI Data Cloud, businesses unlock insights, seize opportunities, and deliver real-time, personalized experiences—transforming decision-making and customer engagement.

Tredence's Vision

To become the world's most indispensable analytics partner by equipping enterprises with modernized, governed data, advanced analytics, and GenAI models to drive innovation at scale.

Strategic Partnership & Goals

Tredence aims to be a **Top 5 Snowflake Partner** for **Data Engineering & AI Workloads** globally.

We are building the **Tredence-Snowflake partnership to $100M by 2027** through targeted use cases:

- **SAP Modernization**
- **Supply Chain & Manufacturing Command Centers**
- **GenAI Innovation**

Why Tredence + Snowflake?

Snowflake: The AI Data Cloud Advantage

- A **unified platform for data, AI, and ML,** eliminating silos and simplifying architectures.
- Run **BI, AI, and GenAI queries** on structured and unstructured data in one location.
- **Enterprise-grade security, scalability, and governance** to power AI-driven transformation.

Tredence: Snowflake's Proven AI/ML Partner

- **Deep Industry & Domain Expertise:** We provide proven frameworks and vertical solutions that deliver business value.
- **Unified Data Models:** 20+ vertical models ingesting first- & third-party data, real-time streaming, AI/ML-ready.
- **100+ AI/ML Accelerators:** Solutions that reduce time-to-value by 50%.
- **Snowflake Center of Excellence:** 240+ Snowflake-certified professionals.
- **Recognized Snowflake Partner:** Elite Partner since FY21, Managed Services Partner since FY20, exclusive launch partner for Travel & Hospitality AI & Data Cloud and Manufacturing Data Cloud launch partner.

Key Use Cases & Joint Solutions

Use Case 1 | **SAP Modernization for AI-Powered Decision-Making**

Problem Context

A global enterprise faced significant challenges with its legacy SAP systems, which limited data accessibility, real-time analytics, and AI/ML adoption. The outdated infrastructure created data silos increased operational inefficiencies and slowed decision-making. Without a modernized data foundation, the company struggled to integrate advanced analytics and GenAI capabilities, ultimately restricting business growth and innovation.

Solution

Full Migration: Moved SAP business warehouse analytics / HANA to Snowflake for enhanced cloud capabilities and lower TCO using T-SAP migrator accelerator.

Partial Migration: Migrate select use cases to Snowflake, reducing SAP reliance while managing integration costs.

Tredence & Snowflake Joint Solution:

- **Snowflake AI Data Cloud** for centralized data and AI processes.
- **HANA CV Code Convertor** with ~65% time & cost savings enabling seamless SAP data transformation.
- **T-SAP Migrator** migrates 30% faster to Snowflake.
- **Sancus AI/ML-based engine** ensures high-quality, reliable data leveraging Snowflake AI capabilities.

Impact

- **83%** On-time order fulfillment (up from 66%)
- **$4.3 per month** Revenue boost via reduced diverted orders
- **50%** Reduction in customer penalties
- **$90M+** Revenue leakage identified in supply chain processes

AI-Driven Supply Chain & Manufacturing Command Centers

Problem Context

A Fortune 10 retailer was struggling with lagging supply chain insights, leading to increased risks, higher costs, excessive product waste, and poor customer experiences. The lack of real-time visibility and actionable analytics hindered decision-making, reducing revenue and profitability.

Solution

Tredence deployed a **Supply Chain & Manufacturing Command Center (SCCS)** powered by the Snowflake Data AI Cloud, integrated with third-party systems like SAP, Oracle, Salesforce, and Siemens. This enabled:

- **A unified data model** to create holistic visibility across all supply chain processes.
- **Digital accelerators** for advanced analytics and predictive insights.
- **GenAI capabilities** to enhance automation and decision-making.

Tredence & Snowflake Joint Solution:

- **Industry-recognized SCCS solution** honored by ISG and Snowflake.
- **Snowflake Data AI Cloud** for real-time analytics and automation.
- **50+ manufacturing accelerators** to speed time to value and optimize **processes.**
- **Third-party and IT-OT integrations** to maximize business impact.

Impact

45+	Dashboards deployed with near-real-time visibility into business performance	
60+	Diagnostic and predictive KPIs provided	
>20%	Increase in on-time product delivery	
~15%	Reduction in product expedites	
~7%	Decrease in operating costs	
~$250M	Reduction in inventory carrying costs	

Enterprise GenAI Transformation for Scalable AI Adoption

Problem Context

A leading enterprise sought to transform its business processes using GenAI but faced challenges in adopting scalable, AI-powered solutions. Traditional AI applications lacked adaptability, efficiency, and the ability to leverage unstructured, multi-modal data. As a result, critical business functions such as customer experience management, marketing, R&D, finance, HR, and software development were unable to unlock their full potential.

Solution

Tredence, in partnership with Snowflake Cortex AI, implemented an enterprise-wide GenAI transformation strategy by enabling:

⚡ **AI/ML Studio** for seamless AI model training and deployment.

⚡ **GenAI Assistants & Copilots** to enhance productivity and automation.

⚡ **Cortex Search & Retrieval-Augmented Generation (RAG) Apps** for advanced data search and analysis.

⚡ **Fully managed LLMs, vector search, and text-to-SQL services** to simplify AI integration.

Tredence & Snowflake Joint Solution:

⚙ **Tredence Data Models –** More than 20 vertical data models tailored for AI-driven applications.

⚙ **Tredence ATOM.AI Accelerators –** Tools to train copilots, fine-tune AI models, connect via APIs, and automate SQL/code generation.

⚙ **Snowflake Cortex AI –** A scalable platform for generative AI capabilities.

⚙ **Tredence IRIS.AI Accelerator –** A framework that provides ATOM.AI assets, LLMs, vector databases, and other tools to fast-track GenAI assistant deployment.

Impact

Enhanced productivity through AI-driven automation and copilots

Improved decision-making with GenAI-powered recommendations

Faster insights from unstructured, multi-modal data sources

Streamlined operations with intelligent automation across business functions

Call to Action & Next Steps

◉ Do you struggle with **siloed processes and legacy technology** preventing AI/ML adoption?

◉ Are you looking for **cost savings & efficiencies** through **cloud-based data platforms?**

◉ Do you need to create **advanced analytics** using **real-time & historical data?**

◉ Are you exploring **GenAI capabilities** for business transformation?

◉ Do you have full **visibility across supply chain processes** and **AI-driven decision-making?**

✓ **Schedule a One-Hour Consultation**
Let's explore your data transformation goals.

✓ **Visit Our Booth at Snowflake Sales Kickoff**
See live demos of our accelerators in action.