THE GATE ASSESSMENT:
A Framework for AI Success and ROI

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Disruption: The Journey to "AI-Driven" ROI

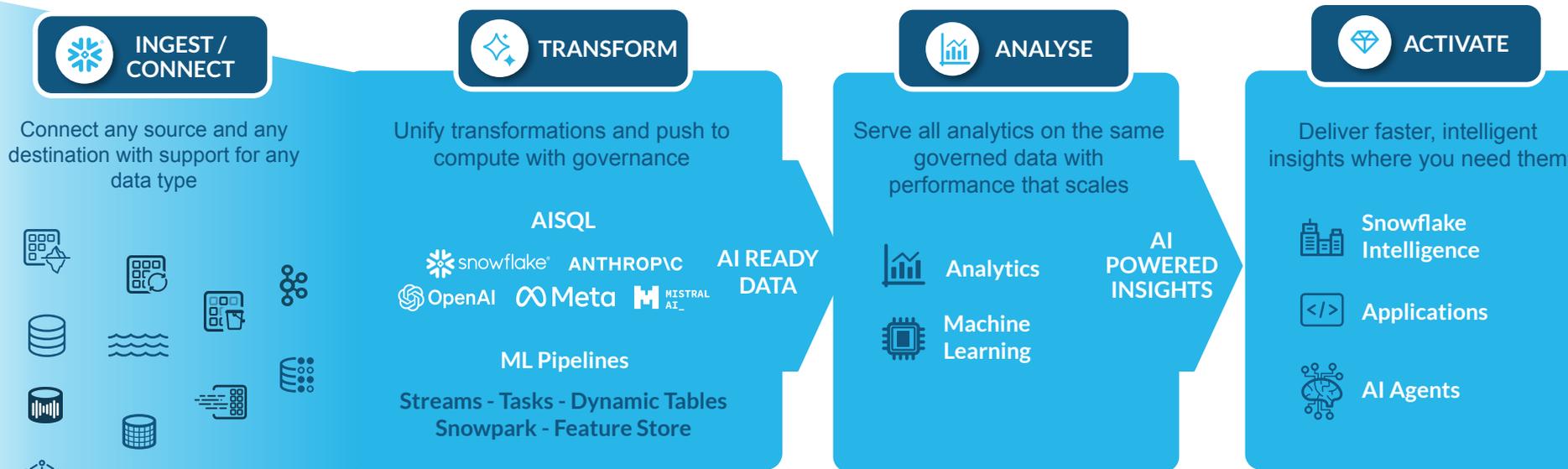**DATA** › **AI** › **BUSINESS TRANSFORMATION**

YOUR AI

71%

of enterprises have more AI use cases than they're able to pursue*

YOUR INFRASTRUCTURE

Agent Orchestration

Data/App Integrations

Data Engineering

Data Storage

Governance

Privacy & Security

Cost

Scalability

Expertise

Maintenance

Your AI Ready Data Pattern

INGEST / CONNECT

Connect any source and any destination with support for any data type

TRANSFORM

Unify transformations and push to compute with governance

AISQL

snowflake **ANTHROP\C**

OpenAI **∞ Meta** **MISTRAL AI_**

AI READY DATA

ML Pipelines

Streams - Tasks - Dynamic Tables
Snowpark - Feature Store

ANALYSE

Serve all analytics on the same governed data with performance that scales

Analytics

Machine Learning

AI POWERED INSIGHTS

ACTIVATE

Deliver faster, intelligent insights where you need them

Snowflake Intelligence

Applications

AI Agents

SCALE WITH INTEROPERABLE & MODULAR CAPABILITIES

TRUST WITH UNIFIED GOVERNANCE, ACCESS AND SECURITY

CONNECT WITH SHARED SEMANTICS, DATA AND APPS

EY-Snowflake Alliance
Solving our clients' most complex business problems

By providing data cloud solutions and services that help move, manage and analyze data more effectively, together **EY** and **Snowflake** shape data's true potential to generate value where you need it most.

Global capabilities

30+
Countries Activated

13,000
AI and data practitioners across the globe

900+
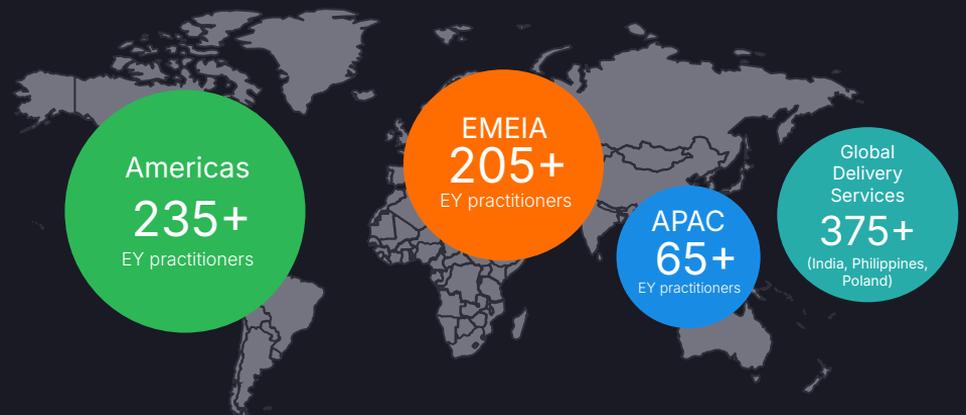A growing global network of SnowPro-Certified Resources

300+
Engagements

2
Snowflake Data Superheroes

Americas
235+
EY practitioners

EMEIA
205+
EY practitioners

APAC
65+
EY practitioners

Global Delivery Services
375+
(India, Philippines, Poland)

Partner awards

2025 Global Snowflake Financial Services Data Cloud Services Partner of the Year

Global Snowflake Media & Entertainment Data Cloud Services Partner of the Year

Snowflake Industry Solution Partner of the Year – EY India

2024 Snowflake Financial Services Data Cloud Services Partner of the Year

Snowflake UKI FSI Services Partner of the Year

2023 Snowflake Global System Integrator Industry Solution Development Partner of the Year

SERVICES PARTNER
ELITE
Elite Partner Tier 1

Snowflake Cortex AI
EY teams in Snowflake Cortex AI certification

INDUSTRY COMPETENCY
Financial Services
EY teams with Financial Services Industry (FSI) competency badges

EY
Shape the future with confidence

❄ snowflake

The GATE Assessment

How to turn POCs into ROI (and happy stakeholders)

G Governance & Data Readiness
Do we have the data, quality and governance?

Case study #1: EY.ai: the challenges

The multifaceted barriers of real-world AI adoption that have shaped our strategic journey

Disparate AI initiatives & PoC fatigue

Regulatory and ethical considerations

Prolonged ROI expectations

Pressure on speed to help deliver and contract with tech suppliers to stay competitive

Decentralized governance

Talent and upskilling need

Advancing tech. infrastructure and emerging new tech

Revelation of data integrity challenges

Cost management for AI scalability

EY

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Governance & Data Readiness
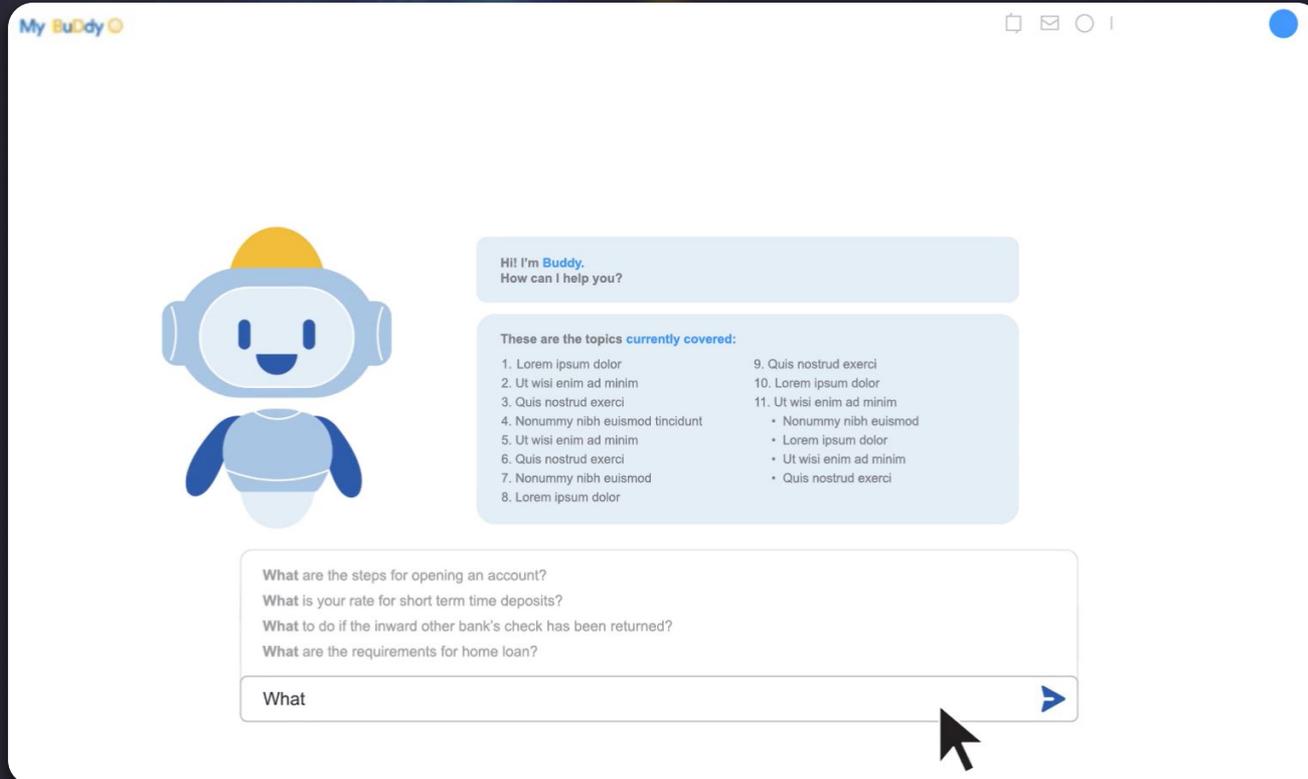*Do we have the data, quality and governance?*

A

Agility & Scalability
Can this solution adapt to change and integrate seamlessly with our existing systems and workflows?

Case study #2: large Philippines bank

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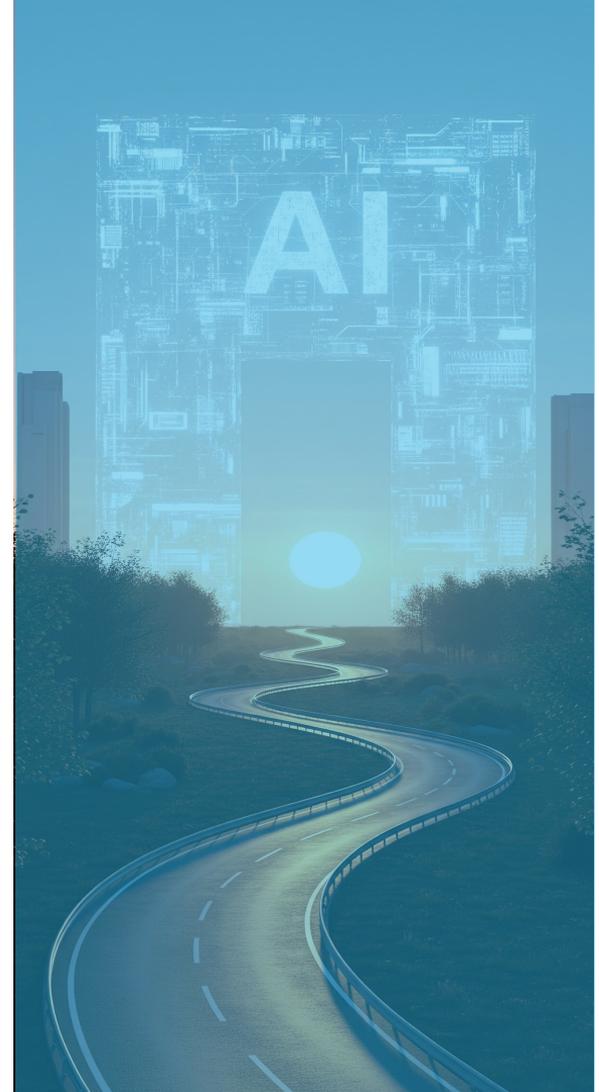*Do we have the data, quality and governance?*

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E

Evaluation & Trust
Do users trust outputs and decisions?

Lessons learned

1	Leading from the top: executives must be engaged
2	Planting the flag: a central marketplace for AI
3	Humans at the center: lead with adoption
4	Be the disruptor: self-cannibalization is a necessity
5	Remain agile: governance, investment and speed
6	Flip the execution path: transformation over use-cases
7	Do it responsibly from the start

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THANK YOU

Let's chat!
Stop by the Snowflake Booth
G70 to speak to an AI expert