



Snowflake G-Cloud 15, Lot 3, Pricing

PART A: Snowflake Professional Services Price Table

PART B: Snowflake Training Services Price Table

Name	Short Description	SKU	Maximum Price (GBP)
Best Practices SOW	This firm-fixed-price package is designed to help customers quickly understand Snowflakes best practices through development of customized best practice documentation.	SVC-BSTPRACT	12,500.00
Partial Resident Solutions Architect SOW	This is a 6 month package that provides for a Snowflake Resident Solutions Architect (RSA) to be available for up to 10 hours per week.	SVC-PRSA-10-6M	60,750.00
	This is a 12 month package that provides for a Snowflake Resident Solutions Architect (RSA) to be available for up to 10 hours per week.	SVC-PRSA-10	111,625.00
	This is a 12 month package that provides for a Snowflake Resident Solutions Architect (RSA) to be available for up to 20 hours per week.	SVC-PRSA-20	223,250.00
	This is a 12 month package that provides for a Snowflake Resident Solutions Architect (RSA) to be available for up to 30 hours per week.	SVC-PRSA-30	334,875.00
Migration Readiness SOW	This firm fixed-price package is designed to provide advice to customers who are planning and preparing to migrate to Snowflake through development of customized migration readiness documentation.	SVC-MIGRDAMT	25,000.00
QuickStart SOW	This firm fixed-price package is designed to assist customers with initial setup of Snowflake through development of customized QuickStart documentation.	SVC-QCKSTRT	12,500.00
Resident Solutions Architect SOW	This is a 12 month package that provides for a Snowflake Resident Solutions Architect (RSA) to be available for a fixed number of hours roughly equating to a FTE.	SVC-RSA	428,625.00
Security Consultation SOW	This firm fixed-price package is designed as a series of workshops to provide advice relating to Snowflake security design, security	SVC-SECCON	12,500.00



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	implementation design and initial configuration approach documentation.		
Snowflake 360 SOW	This firm fixed-price package is designed to assist customers efforts to effectively utilize Snowflake, including training on Snowflake features and functionality through the development of customized Snowflake Health Check documentation.	SVC-S360	12,500.00

PART B: Snowflake Training Services Price Table

Name	Short Description	SKU	Maximum Price (GBP)
2 Day Data Analyst Training SOW	Training - Public 2 Day Data Analyst Training. Participation of one student in a shared, public course covering topics that may include how to explore, load, visualize and extract insights from Snowflake.	EDU-DA-PUB	1,450.00
	Training - Private 2 Day Data Analyst Training. A private course for up to 15 students covering topics that may include how to explore, load, visualize and extract insights from Snowflake.	EDU-DA-PVT	12,325.00
2 Day Fundamentals Training SOW	Training - Private 2 Day Fundamentals Training. A private course for up to 15 students designed to provide a basic understanding of the Snowflake architecture before diving deeper into design considerations, implementation approaches and Snowflake best practices.	EDU-FUND-PVT-2D	10,150.00
3 Day Performance Automation and Tuning Training SOW	Training - Public Performance Automation and Tuning. Participation of one student in a shared, public course covering Snowflake performance topics that may include key performance capabilities, best practices and tuning techniques designed to that help students to use the Snowflake Cloud Data Platform to develop diverse high performance workloads.	EDU-PERF-PUB	2,175.00
	Training - Private Snowflake Performance Automation and Tuning. A private course for up to 15 students covering Snowflake performance topics that may include key performance capabilities, best practices and tuning techniques designed to that help students to use the Snowflake Cloud Data Platform to develop diverse high performance workloads.	EDU-PERF-PVT	18,487.50
3 Day Administering Snowflake Training SOW	Training - Public 3 Day Administering Snowflake Training SOW. Participation of one student in a shared, public course designed to provide an in-depth look at what a Snowflake administrator manages and may include topics such as DDL, DML & the transaction model,	EDU-ADMIN-PUB	2,175.00

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	designing a role hierarchy, agile development, and advanced performance tuning.		
	Training - Private 3 Day Administering Snowflake Training SOW. A private course for up to 15 students designed to provide an in-depth look at what a Snowflake administrator manages and may include topics such as DDL, DML & the transaction model, designing a role hierarchy, agile development, and advanced performance tuning.	EDU-ADMIN-PVT	18,487.50
3 Day Advanced Training SOW	Training - Public 3 Day Advanced Training. Participation of one student in a shared, public course covering topics that may include Advanced Performance, Security and Data Sharing.	EDU-ADV-PUB	1,740.00
	Training - Private 3 Day Advanced Training. A private course for up to 15 students covering topics that may include Advanced Performance, Security and Data Sharing.	EDU-ADV-PVT	15,225.00
3 Day Data Engineer Training SOW	Training - 3 Day Data Engineer Training. Participation of one student in a shared, public course designed to provide a basic understanding of Snowflake key concepts, features, considerations, and best practices intended for stakeholders who will be accessing, developing, querying datasets for analytic tasks and building data pipeline in Snowflake.	EDU-DE-PUB	2,175.00
	Training - Private 3 Day Data Engineer Training. A private course for up to 15 students designed to provide a basic understanding of Snowflake key concepts, features, considerations, and best practices intended for stakeholders who will be accessing, developing, querying datasets for analytic tasks and building data pipeline in Snowflake.	EDU-DE-PVT	18,487.50
	Training - Public 3 Day Data Science Training SOW. Participation of one student in a shared,	EDU-DS-PUB	2,175.00

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Name	Short Description	SKU	Maximum Price (GBP)
3 Day Data Science Training SOW	public course designed to provide the key concepts, features, considerations, and Snowflake best practices for people building data science solutions with Snowflake. The course covers how to source, integrate and make available data for building, evaluating and deploying models using Snowflake native and external applied engineering solutions		
	Training - Private 3 Day Data Science Training SOW. A private course for up to 15 students designed to provide the key concepts, features, considerations, and Snowflake best practices for people building data science solutions with Snowflake. The course covers how to source, integrate and make available data for building, evaluating and deploying models using Snowflake native and external applied engineering solutions	EDU-DS-PVT	18,487.50
3 Day Fundamentals Training SOW	Training - Private 3 Day Fundamentals Training SOW. A private course for up to 15 students designed to provide a basic understanding of the Snowflake architecture before diving deeper into design considerations, implementation approaches and Snowflake best practices.	EDU-FUND-PVT-3D	18,125.00
4 Day Fundamentals Training SOW	Training - Public 4 Day Fundamental Training. Participation of one student in a shared, public course designed to provide a basic understanding of the Snowflake architecture before diving deeper into design considerations, implementation approaches, and Snowflake best practices.	EDU-FUND-PUB-4D	2,175.00
	Training - Private 4 Day Fundamental Training. A private course for up to 15 students designed to provide a basic understanding of the Snowflake architecture before diving deeper into design considerations, implementation approaches, and Snowflake best practices.	EDU-FUND-PVT-4D	20,300.00
SnowPro Core On-Demand Certification Prep SOW	Training - Snowflake's SnowPro Core On-Demand Certification Preparation. On-Demand Course access for one user pursuant to the SnowPro Core On-Demand SOW. This self-	EDU-SNOWPRO-CORE-ONDEMAND	391.25

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Name	Short Description	SKU	Maximum Price (GBP)
	paced course consists of on-demand exam preparation content hosted on Snowflake's learning management system.		
T3 Training Materials SOW	Allows an approved Trainer to provide their authorized internal participants access to certain Training Materials pursuant to the T3 Training Materials SOW located at www.snowflake.com/legal . Training Materials may only be used by approved Trainers who have successfully completed the T3 Instructor Training (which must be procured separately). Training Materials are priced per seat.	EDU-T3-MATERIALS-PER-SEAT	1147.50
T3 Instructor Training SOW	T3 Instructor Training will provide instruction on how to use Snowflake Training Materials to provide Snowflake's 4 Day Fundamentals Training or Snowflake's 3 Day Advanced Training courses pursuant to the T3 Instructor Training SOW located at www.snowflake.com/legal . Training Materials are not provided pursuant to this SOW and must be procured separately from Snowflake.	EDU-T3-INSTRUCTOR	41,710.00
Training Funds SOW	Training Funds - Pre-Paid Funds. Training Funds a pre-paid training funds valid for 1 year from the purchase date. Training Funds can be redeemed for training products including private training class(es), public training seat(s), certification exam(s), on-demand course enrollment(s), given that sufficient funds exist. All redeemed training must be completed prior to the Training Funds expiry date.	EDU-TRAINING-FUNDS	0.73
N/A (SnowPro Advanced Certification Exam)	A Test Pass may be used for the twelve month period commencing from the Order Form Effective Date and each Test Pass code can be used for a single registration for any role based exam in the SnowPro Advanced Certification series administered through Snowflake's exam delivery vendor. The Test Pass has no cash or monetary value and may not be used for any other purpose.	EDU-CERT-SP-ADV	391.25

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Name	Short Description	SKU	Maximum Price (GBP)
N/A (SnowPro Core Exam - Online via Proctor)	The Test Pass code is valid for the twelve month period commencing from the Order Form Effective Date and each Test Pass code can be used for a single registration for the SnowPro Core Certification Exam administered through Snowflake's exam delivery vendor. The Test Pass has no cash or monetary value and may not be used for any other purpose.	EDU-CERT-SP-CORE-OP	182.50
N/A (SnowPro Core Recertification Online Exam)	A Test Pass may be used for the twelve month period commencing from the Order Form Effective Date and each Test Pass code can be used for a single registration for the SnowPro Core Recertification exam administered through Snowflake's exam delivery vendor. The Test Pass has no cash or monetary value and may not be used for any other purpose. The SnowPro Core Recertification exam may only be taken by individuals who currently hold status as SnowPro Core Certified at time of the scheduled exam date.	EDU-CERT-SP-CORE-RECERTIFICATION	91.25
N/A (Additional Seat)	Training - Private Additional Student - Additional student attending a private course, priced per day of training.	EDU-ADD-SEAT-PVT	290.00
N/A (Instructor Swap)	Customer may replace a Trainer designated pursuant to a T3 Instructor Training SOW. This newly designated Trainer is authorized to receive all of the Technical Services provided to a Trainer pursuant to the T3 Instructor Training SOW previously procured by Customer.	EDU-T3-INSTRUCTOR-SWAP	10,427.50