

Snowflake — Deep Research

Klarix Competitive Intelligence

May 2026

Key Personnel

Not found publicly in the provided text. (Note: The text mentions Sarith Fernando and "Coleman", but they are personnel at Snowflake's customers—Open Insurance and Advisor360°—not Snowflake employees).

Financial Profile

METRIC	VALUE	SOURCE
FY2026 Annual Revenue	\$4.68 Billion (29.16% YoY growth)	Companies Market Cap / Bullfincher / Snowflake PR
FY2026 Product Revenue	\$4.47 Billion (95% of total revenue)	Snowflake PR
FY2026 Net Income	-\$1.33 Billion	Bullfincher
Q4 FY2026 Revenue	\$1.28 Billion	Snowflake PR / Yahoo Finance
Net Revenue Retention Rate	125% (As of Q4 FY2026)	Yahoo Finance
Remaining Performance Obligations (RPO)	\$6.9 Billion (33% YoY growth)	Built In
Revenue per Employee	\$516.99 K	Bullfincher
Total Employees	9,023 (3,661 in Product + Tech)	Built In

Competitive Intelligence

- **Competitors:** Databricks, Amazon Redshift (AWS), Google BigQuery (GCP), Microsoft Azure Synapse Analytics, Microsoft Fabric, ClickHouse, Teradata, Dremio, IBM Db2 Warehouse, Oracle Analytics, Rockset, Apache Pinot, Firebolt, Cloudera, StarRocks, Imply, and SingleStore.
 - *Competitive Dynamics:* Snowflake competes on multi-cloud portability, SQL compatibility, and operational simplicity. It faces pressure from Databricks in ML/engineering-centric workloads, and from AWS/Google/Azure via bundled spend advantages and platform lock-in.
- **Partners & Integrations:** OpenAI, Anthropic, Google Cloud, AWS, Microsoft Azure, SAP, Salesforce, and Workday.
- **Acquisitions:** Observe and TensorStax (integrated for observability and AI-driven data engineering).
- **Known Clients:** AT&T, Booking.com, PayPal, Siemens Energy, New York Stock Exchange, Intercontinental Exchange, Emirates Insurance, SD Worx, Tipalti, Omilia, Fireblocks, TS Imagine, Penske, Guitar Center, WHOOP, Nexon, AMN Healthcare, IGS Energy, Chicago Trading Company, Swire, Alberta Health Services,

Advisor360°, Open Insurance, MLC Life Insurance, IONOS, LB Finance, BluNova, Oney, LTM, and the Massachusetts Executive Office of Education.

Additional Intel

- **Company Background:** Founded in 2012. Headquartered in Bozeman, Montana, with 29 total offices.
- **Market Penetration:** Snowflake serves 790 of the Forbes Global 2000. As of Q4 FY2026, 733 customers spend more than \$1 million annually (up 27% YoY), and 56 customers spend more than \$10 million annually (up 56% YoY).
- **Pricing Model:** Snowflake utilizes a consumption-based/usage-based pricing model billed per second, with no charge for idle compute time. Storage costs begin at a flat rate of \$23 USD per compressed TB. Software tiers include Standard, Enterprise, Business Critical, and VPS (Virtual Private Snowflake).
- **Product & AI Capabilities:**
 - The platform's core architecture separates storage and compute, allowing independent scaling.
 - AI adoption is a major growth driver, with over 9,100 accounts adopting Snowflake's AI features. Cortex AI and Snowflake Intelligence are tied to 50% of new customer wins.
 - Key AI/Data products include Cortex AI, Snowpark ML, Arctic LLM, Snowpipe Streaming (serverless ingestion), Snowflake Marketplace, and Snowflake Data Clean Rooms.