

Geoff Somerville + Jake Neuber - internal customer sales

"How containerized are you?"

They haven't worked for HPC groups before but had some contact.

Snowflake was built on and for cloud, no premises version.

It sits on top of all of the Big Three. Takes complexities of CSPs and adds compute + storage scalability 1S-16PF tiles. Compute - XS, S, M, L, XL. Each size doubles. Access compute quickly and immediately shutdown.

Snowflake "warehouses" are groups of compute. Smallest optimized - 128GB RAM per node up to a TB. Choose OS + architecture. Standard + ML-optimized. Hosted k8s. (AV-GPU) compute pools. Over a month of GPU - can reserve. Execution engine is sort of a scheduler, sort of a VM. SQL-based, understands threading.

We are on "business critical." We don't have our own VPS
that's all. So we can scale up or down by size as necessary.