



SNOWFLAKE IN SECURITIES SERVICES / ISSA

March 11th 2025

Nathan Attrell | Head of Industry, EMEA, Financial Services

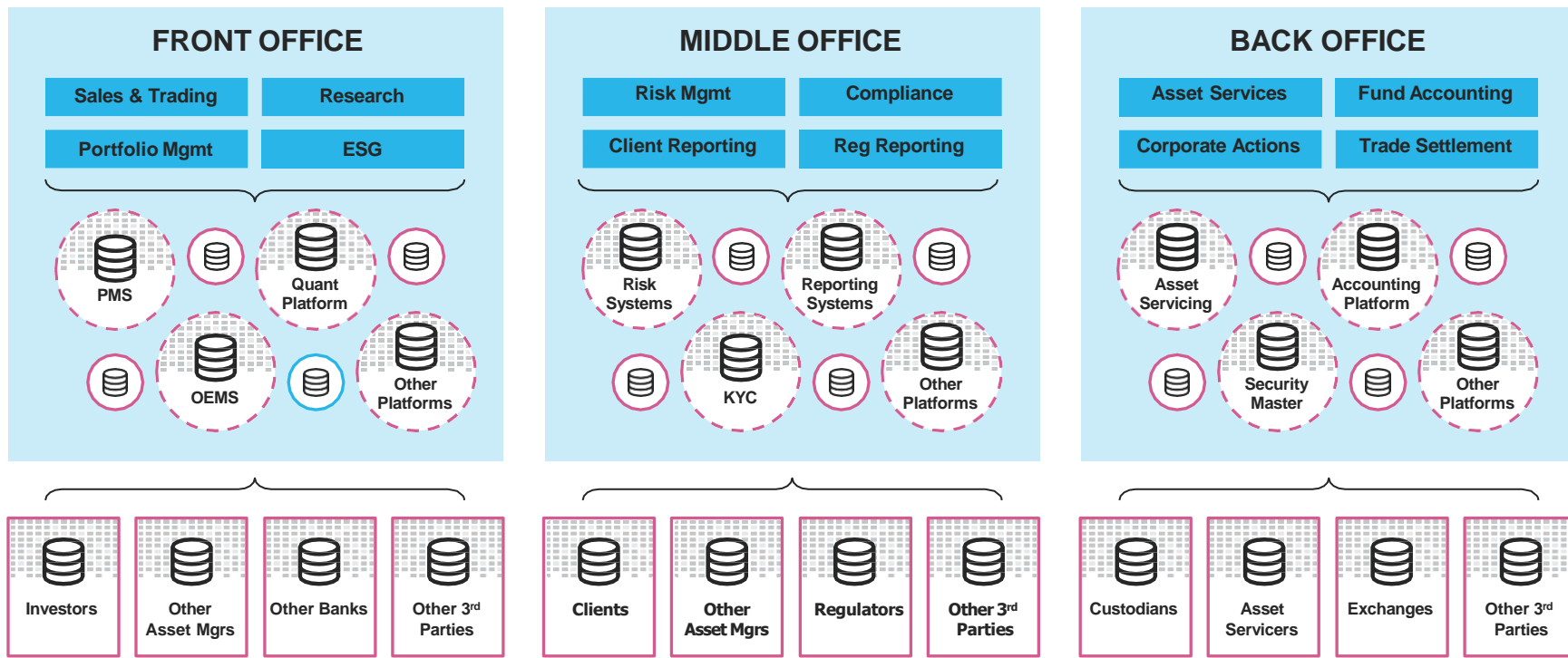


Agenda

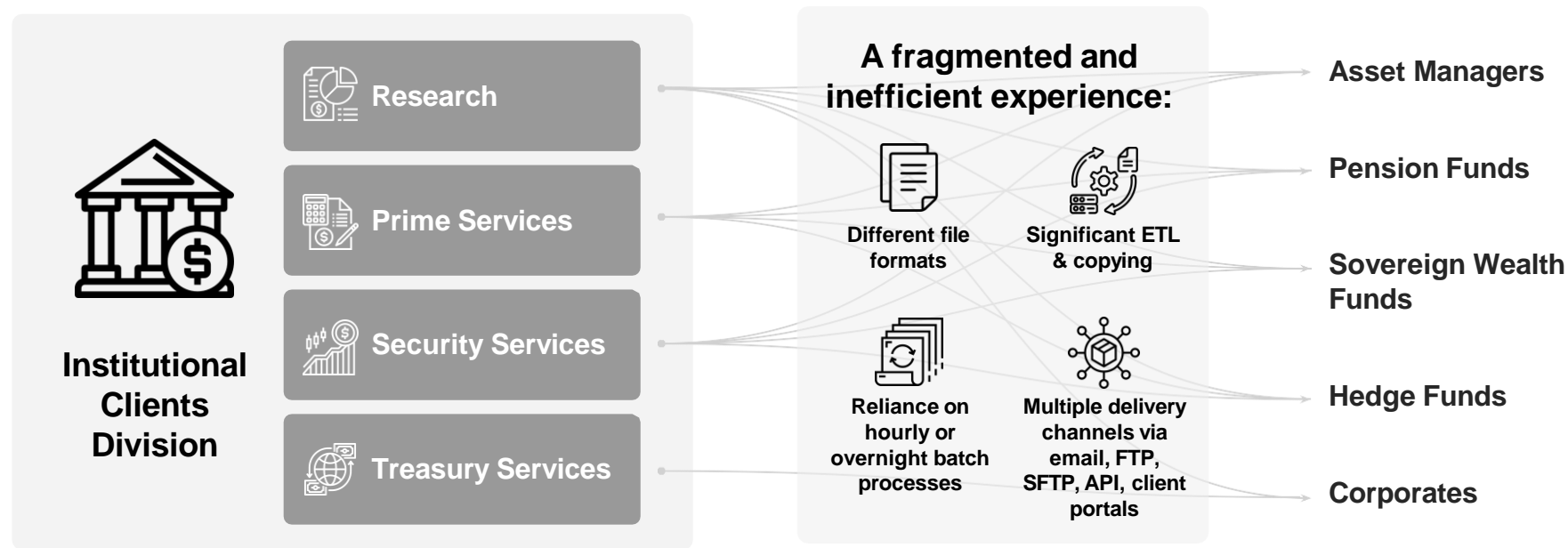
1. **Snowflake Overview**
2. **Snowflake Data Sharing / Ecosystem**
3. **Sellside Service Providers / Securities Services**



Data & Technology Challenges Internally



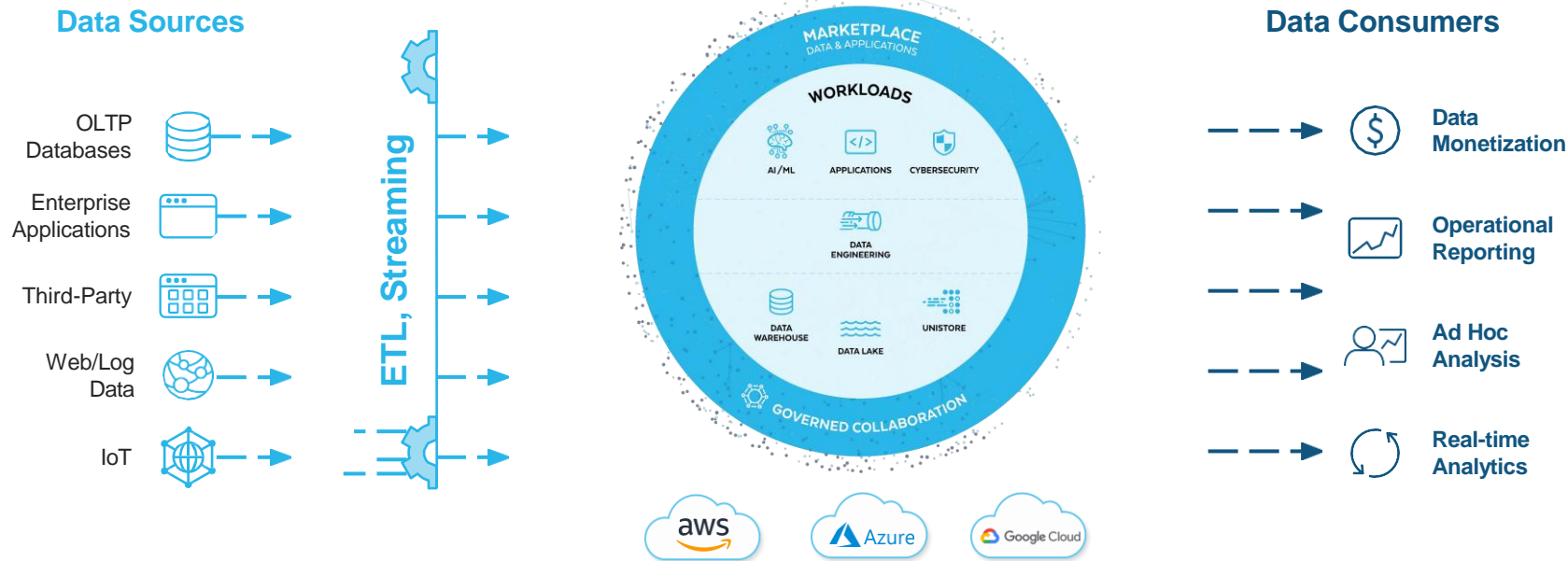
Fragmented Customer Experience Externally...



Security Risks + Overhead Resources + Delayed Time to Value



Snowflake | A Single Data & AI Platform



One Platform, all your
Data

SaaS Platform

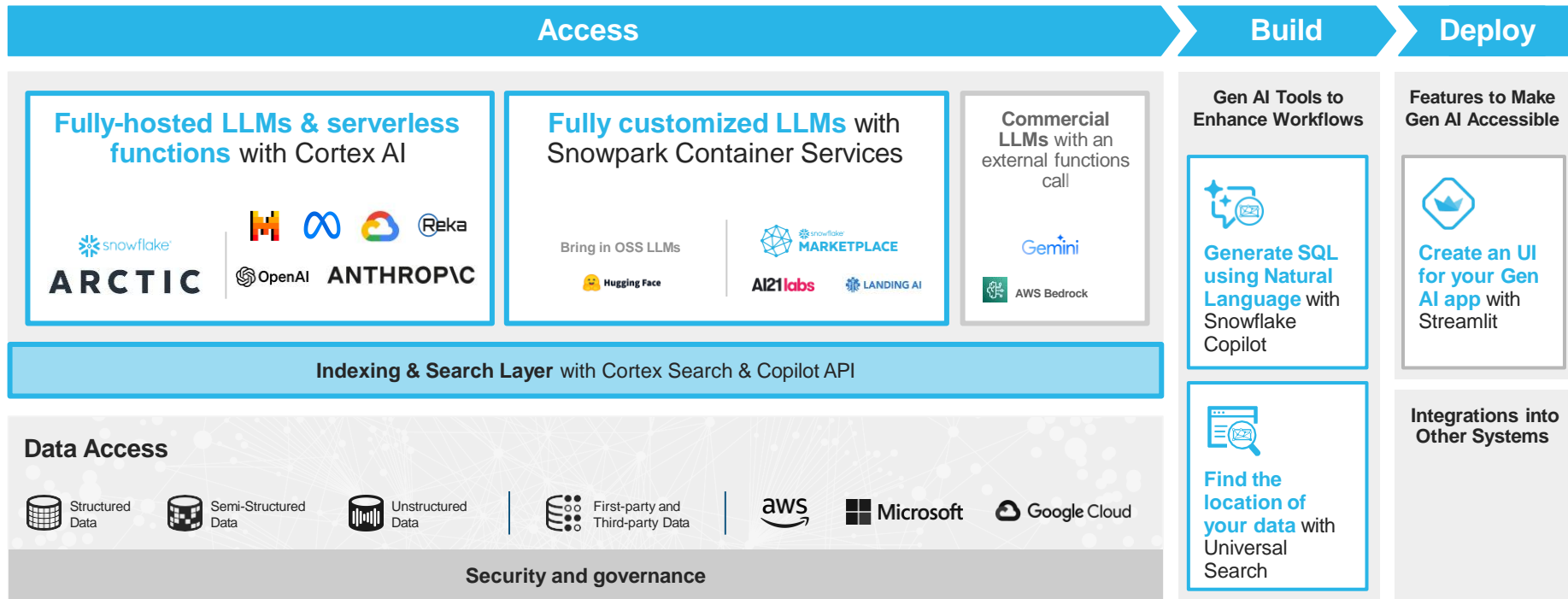
SQL, Python, Scala &
other languages

Data Sharing &
Marketplace



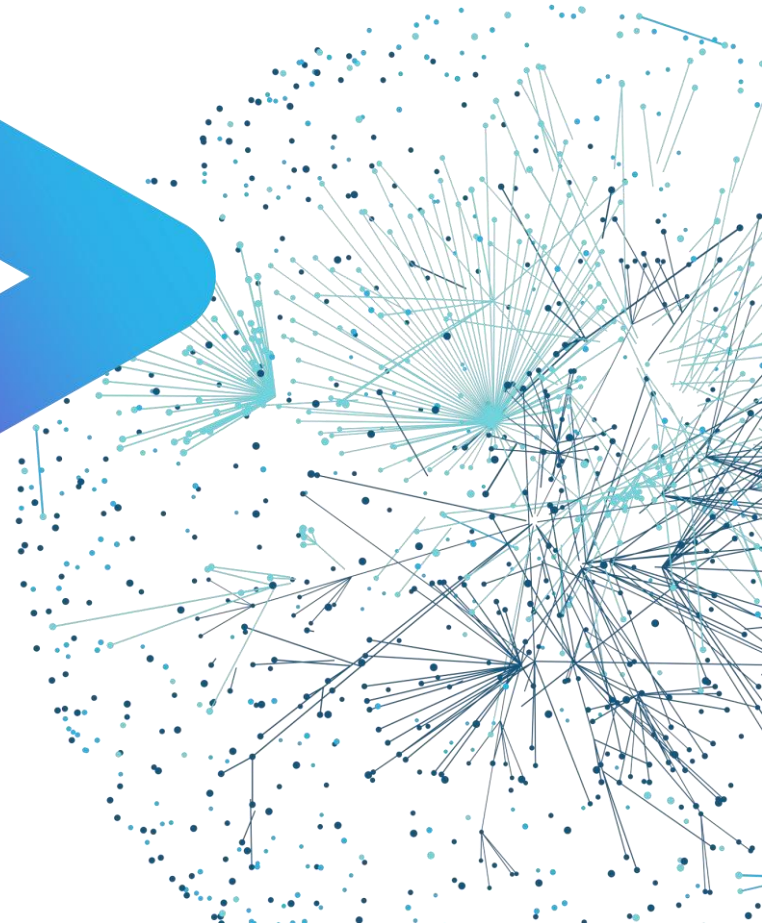
How Snowflake Enables Generative AI

Easy. Flexible. Cost-effective. Performant.





Snowflake Ecosystem Maturity in Securities Services



Traditional Data Sharing Methods Inhibit Effective Collaboration

Traditional Methods

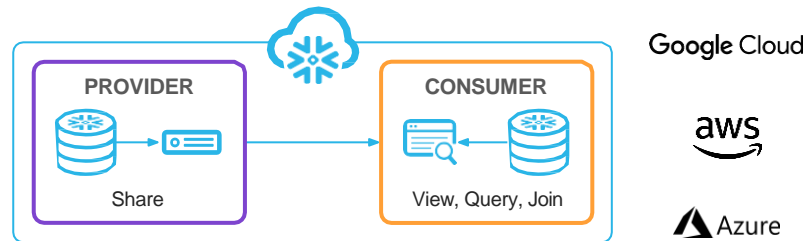
FTP | APIs | ETL | Federated Protocols



- ✗ Unsecure, once data is moved
- ✗ Costly to maintain infrastructure / egress
- ✗ Delayed access to data
- ✗ Heavy implementation to expand beyond a single cloud or region

Snowflake

Privacy-Preserving Collaboration



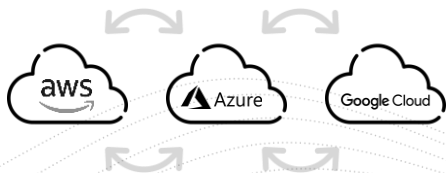
- ✓ Collaborate across clouds and regions with no ETL or copies
- ✓ Discover and access more than just data
- ✓ Preserve privacy with robust data governance
- ✓ Data > Functions > Objects > **Applications**

A Frictionless Client Data Experience

Custody and Asset Servicing. Prime Services. Treasury and Transactions. Quant Research. Investor Experience.

DATA SHARING

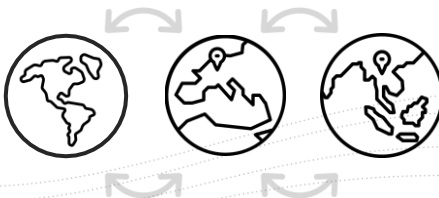
Frictionless data sharing directly with other Snowflake customers



Cloud-to-cloud

DATA APPLICATIONS

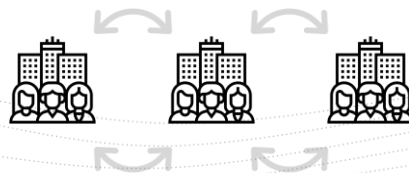
Deliver enhanced data & analytics customer experience
Builder connects to a customer-owned Snowflake account via credentials



Region-to-region

NATIVE APPS

Build. Monetize. Deploy.
Directly within Snowflake customers' accounts



Organization-to-organization



Financial Services Ecosystem Maturity

Data Providers

FACTSET Bloomberg® REFINITIV ICE TP ICAP QONTIGO DTCC S&P PARTNERS RAVENPACK

ESG Data Providers

TRUVALUE LABS A FACTSET Company MSCI S&P Global SUSTAINALYTICS RepRisk ACCERN CSRHUB® knoema
Alexandria IdealRatings® ISS ESG Bloomberg® CLARITY AI esgbook FORGE.AI

Private Assets Data Providers

SOURCESCRUB PitchBook @preqin CoreLogic cherre MSCI Green Street BLACK KNIGHT

Digital Asset Providers

Flipside Crypto Sonarverse amberdata.io Token Flow Insights Coherent korzo

MDM Providers

NeoXam GoldenSource Bloomberg® rimes CRUX Disruptiv Data

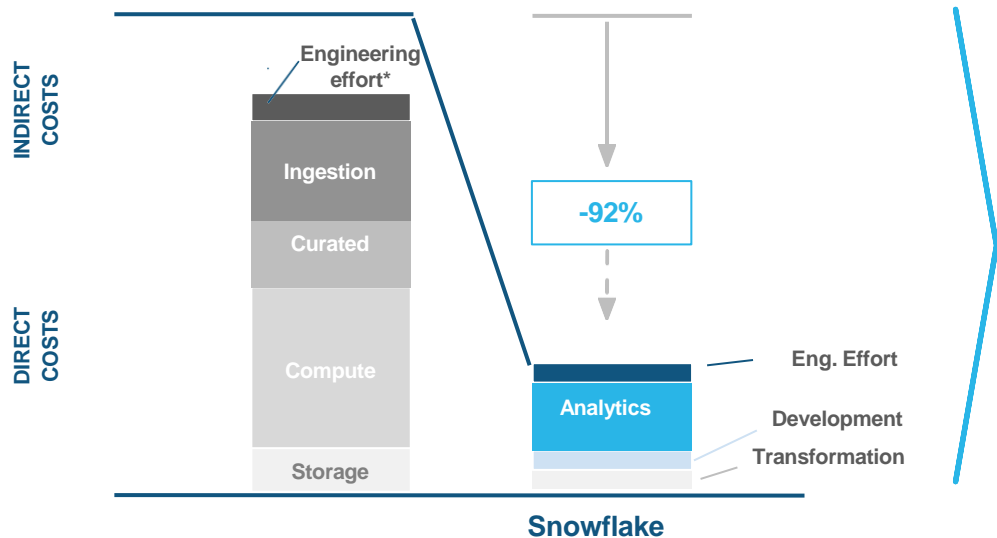
Inv. Mgmt. Data Platforms

Aladdin by BlackRock BNY MELLON STATE STREET ALPHA Fusion by J.P.Morgan avaloq SimCorp Broadridge

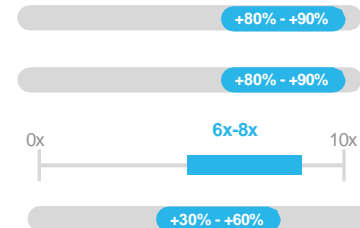
Custody / Sec Services

J.P.Morgan citi STATE STREET BNY MELLON NORTHERN TRUST BROWN BROTHERS HARRIMAN HSBC

TCO Analysis (direct and indirect costs)

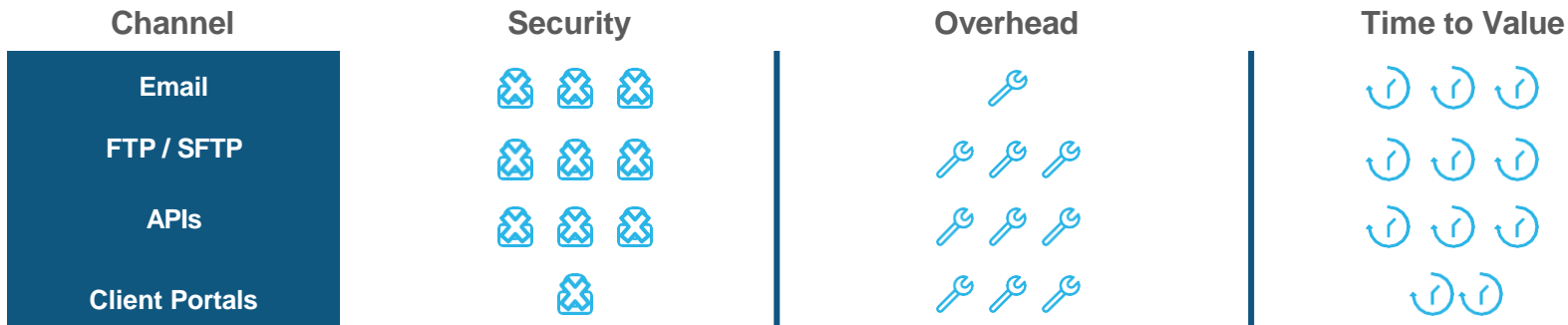


Benchmarks**	
↓	Pipelines (HW/ SW cost)
↓	Pipelines (effort)
↓	Time to Value
↓	Overall Engineering Efficiency



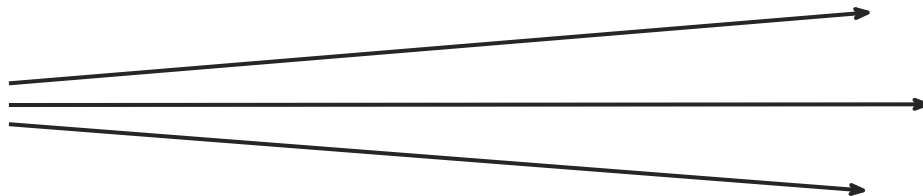
Service Provider - Institutional Client Data Experience

Common approaches for sharing data: significant data movement, copies of stale data and ETL.



1 - Numerous file formats. Reliant on legacy batch processing hourly or overnight. Inefficient experience. $T+2 > T+1$ consideration.

INTERNAL ARCHITECTURE



CUSTOMERS

Google Cloud



2 - Single cloud: Continued reliance on the physical movement of data: file transfer, drops into cloud storage buckets, APIs.

FS Ecosystem | Data Applications

DATA SHARING

Frictionless data sharing directly with other Snowflake customers



DATA APPLICATIONS

Deliver enhanced data and analytics customer experience



NATIVE APPLICATIONS

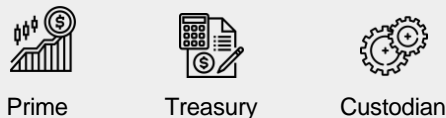
Directly within Snowflake customers' accounts



DATA SERVICES

- Clearing, custody & settlement
- Short interest & Borrow rates
- Collateral, margin, position financing
- Vol surfaces & histories
- Treasury

DATA SOLUTIONS



DATA MODELS

- Quant Research Models
- What-If Scenario Models
- Market, Liquidity Risk Models
- Data Model-as-a-Service



Snowflake Institutional Client Experience

TRANSFORM & RETAIN

- Replace APIs/Exports
- Data Sharing Experience
- RFP Response
- Retain Revenue

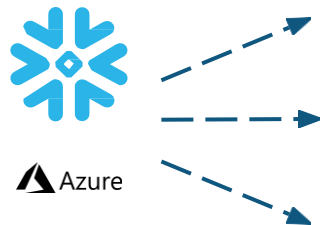
PRODUCT ENHANCEMENT

- Monetize access to data
- Embedded Analytics
- Differentiate with AI/ML
- Monetise models

NEW PRODUCT

- Build in the Data Cloud
- Native Cloud data platform
- Strategic Delivery & CX
- Deliver Inside the Client's Platform

INTERNAL ARCHITECTURE



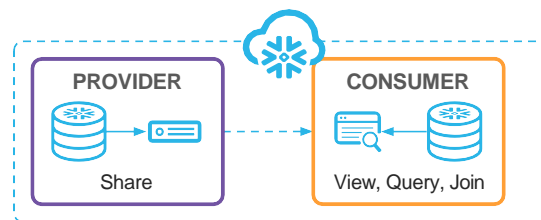
CUSTOMERS



CLIENTS USING SNOWFLAKE



DATA EXPERIENCE



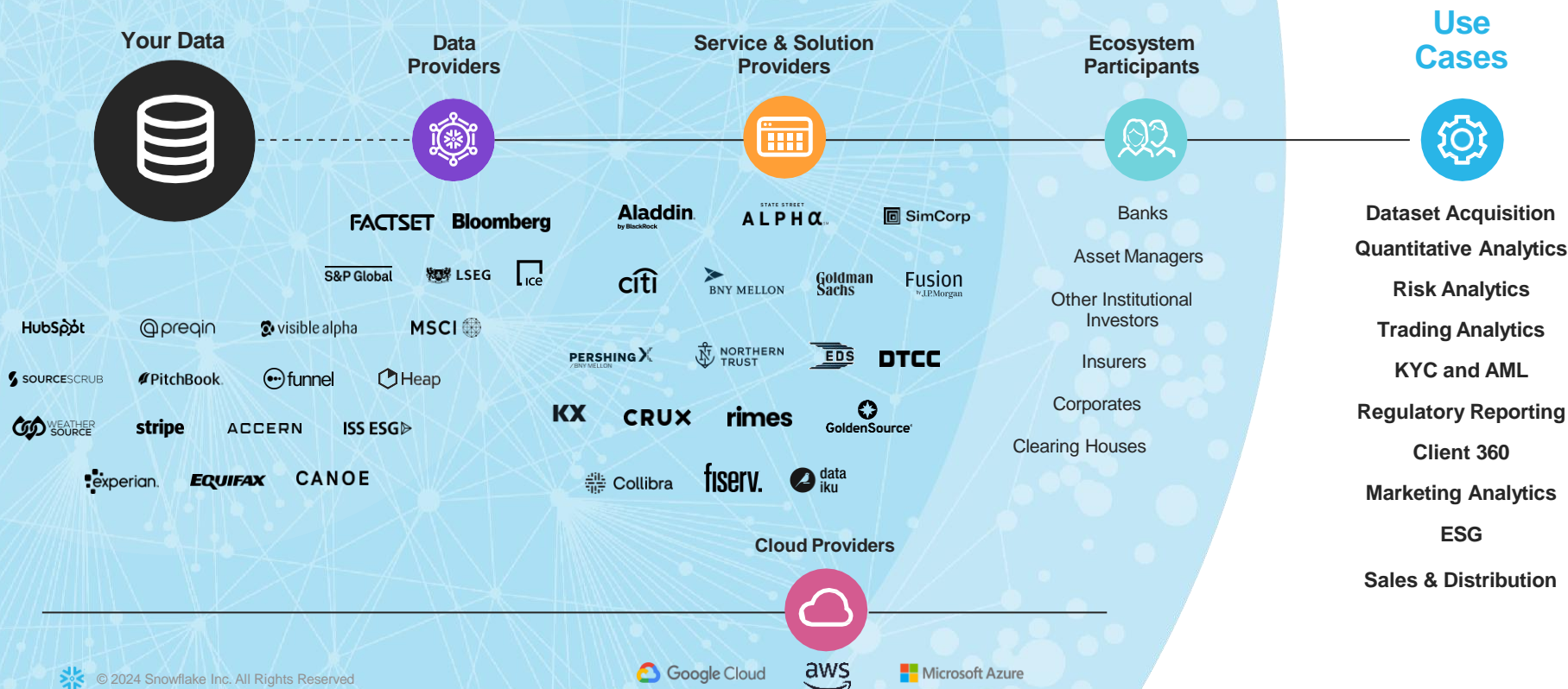
MONETIZE ANALYTICS & IP



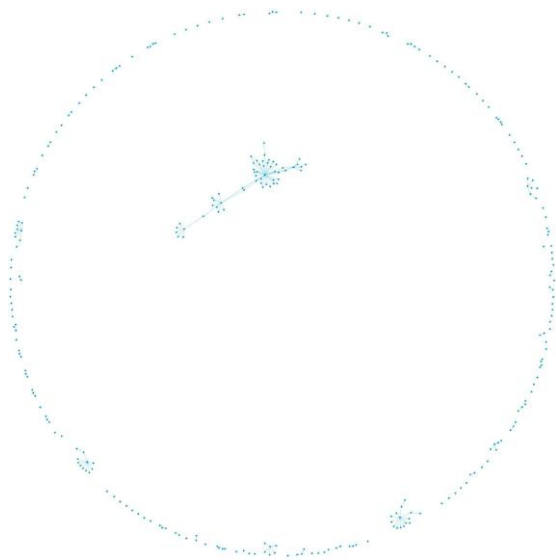
SECURE VIEWS
MANAGED APPS
CONNECTED APPS
NATIVE APPS
MARKETPLACE



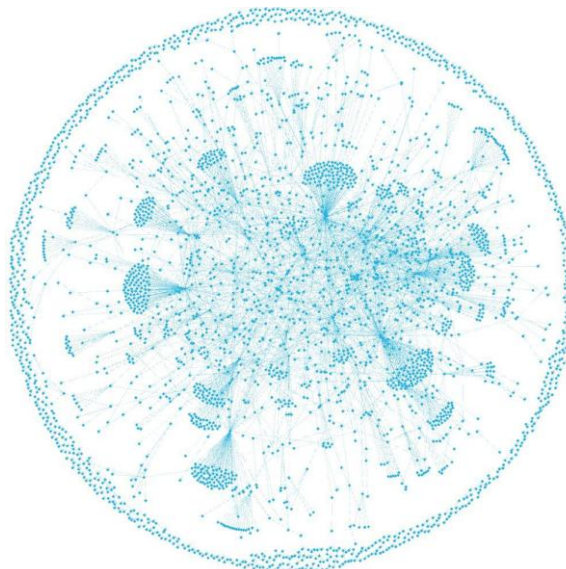
AI Data Cloud For Financial Services



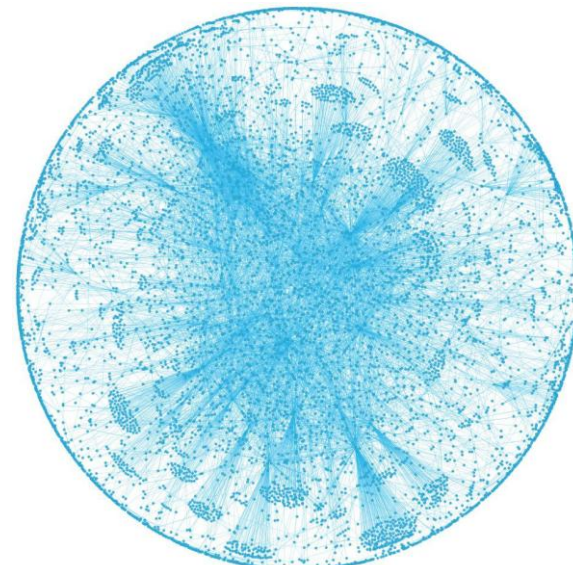
AI Data Cloud Growth



April 2020



July 2022



January 2025

* Visualization based on actual AI Data Cloud sharing activity as of April 30, 2020, July 31, 2022, and January 31, 2025 respectively.



CUSTOMER STORIES:



State Street accelerates investment insights by building State Street AlphaSM Data Platform on Snowflake for institutional and wealth managers.

CHALLENGE

- **Capturing data across the investment enterprise:** Legacy applications, siloed databases, and unscalable data architectures make it difficult for investment firms to affordably store historical data, access real-time data, and analyze time series data.
- **ETL challenges:** Originally with an on-premise environment, sharing raw data sets involved replicated and moving data via custom ETL pipelines.

SOLUTION

- **Snowflake Secure Data Sharing:** Direct Share capability enables account-to-account sharing with Alpha Data Platform users.
- **Separate storage and compute with usage-based pricing:** Eliminated performance concerns and supported ongoing cost management objectives.
- **Snowflake Data Marketplace:** Accessing ready-to-query datasets from the data marketplace simplified data integration for State Street and its clients.

“For investment managers, the ability to capture and analyze data across their front, middle, and back office is a game changer. With Snowflake, our clients can operate from a timely, complete, and accurate view of their data.”

JOHN PLANSKY, Global Head of State Street Alpha

“Within 10 minutes we had our data in the client’s environment, and they were just amazed.”

JEFF SHORTIS, Alpha Data Platform Product Owner

BY THE NUMBERS

50%

Lower total cost of labor (TCL) with Snowflake

> 4,000x

Reduction in time required to begin data sharing investment data with clients, from months to minutes



CUSTOMER CASE STUDY:

Fusion

by J.P.Morgan

OVERVIEW

J.P. Morgan partnered with Snowflake to launch its Securities Services Data Mesh for institutional investors through the Fusion by J.P. Morgan solution.

- Enables investors to retrieve investment data held by J.P. Morgan's Custody, Fund Accounting and Middle Office services, using cloud-native channels including the Snowflake Financial Services Data Cloud.

QUOTE

"With Fusion's new Data Mesh, we meet our clients where they are, delivering data directly to their Snowflake instances and Python notebooks."

- GERARD FRANCIS, Head of Data Solutions at J.P. Morgan

USE CASE



Institutional Client
Services

KEY LINKS

- [Press Release](#)
- Article: [ERP Today - JPMorgan Collaborates with Snowflake to Launch its Securities Services](#)



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The screenshot shows the J.P. Morgan website with a navigation bar at the top containing links for Solutions, Who We Serve, Insights, and About Us. The main content area features a press release titled "J.P. Morgan enhances data management capabilities for Securities Services clients". The release text states that the Fusion by J.P. Morgan platform expands to provide cloud-native custody, fund accounting, and middle office data capabilities to institutional investors. It is dated October 10, 2023. A quote from Gerard Francis, Head of Data Solutions at J.P. Morgan, is included, stating that the new Data Mesh allows them to meet clients where they are by delivering data directly to their Snowflake instances and Python notebooks. The release also mentions that Fusion is collaborating with leading cloud providers, including Snowflake, to deliver these services.

CUSTOMER CASE STUDY:



OVERVIEW

- Providing DTCC customers access to equity and fixed income data products through Snowflake's secure Data Marketplace.
- Leveraging Native Application Framework to improve how data is accessed and shared across risk management, trade reporting, and institutional post-trade processing.

QUOTE


"We have been using Snowflake's platform since 2018 and view their data applications as an integral part of DTCC's modernization strategy. This strategic initiative will enable us to build upon our success and further transform the data ecosystem, unlocking new insights and supporting greater transparency to protect markets, increase efficiency, drive business and propel the industry forward."

- LYNN BISHOP, Chief Information Officer at DTCC

KEY LINKS

- [DTCC Press Release](#)
- [The Data Cloud Podcast ft. Neelesh Prabhu, MD, Architecture & Enterprise Services](#)





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PRESS RELEASES

Sep 27, 2022 • Press Releases

DTCC PARTNERS WITH SNOWFLAKE TO TRANSFORM FINANCIAL INDUSTRY DATA ECOSYSTEM

New York/London/Hong Kong/Singapore/Sydney, September 27, 2022 - The Depository Trust & Clearing Corporation (DTCC), the premier post-trade market infrastructure for the global financial services industry, today announced that it is partnering with [Snowflake](#), the Data Cloud company, to transform how data is accessed, shared and leveraged across a number of its services. Using the Snowflake Data Cloud, DTCC aims to further promote market transparency, reduce risk, and provide greater operational efficiency leveraging Snowflake data and cloud technology.

As the financial services industry continues its modernization journey, a keen focus has been placed on the need for better access to data and how enhanced data analytics can drive strategic decision making while lowering financial and operational risk. Cloud technology has emerged as an optimal way to provide innovative services around data access and collaboration.

Under this initiative, DTCC will leverage Snowflake technology to build applications that improve how data is accessed, and provide an enhanced user experience with greater interactivity and access controls. DTCC is exploring several new opportunities for these capabilities including risk management, regulatory reporting for derivatives and securities financing transactions, and institutional post-trade processing.

"It is an exciting time to be in financial services, as technology advances at a rapid pace and introduces new

Maturity & Momentum in Financial Services



THANK YOU

