

How Keebo Snowflake Optimization Pricing Works

What you pay is based on what you save

1

Try

- Free trial to determine potential savings
- Customized proposal with your specific savings

2

Buy

- Purchase Keebo credits annually (1 Keebo credit per 1 Snowflake credit saved)
- Keebo credit costs approx $\frac{1}{3}$ of Snowflake credit

3

Save

- Purchase more Keebo credits as needed. Unused credits rollover to next year.
- Avg ROI is 3-5x, plus engineering hours saved

You pay only a fraction of what you save

Keebo Cost Savings Example

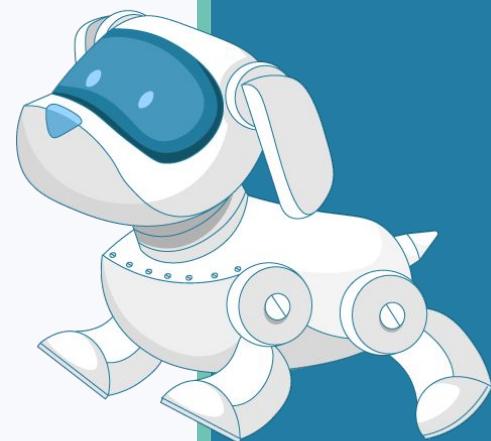
Annual Snowflake spend before Keebo	\$385,000
Snowflake cost per credit (Enterprise tier)	\$2.52
Snowflake credits used annually	152,778
Keebo savings estimated during trial	21%
Snowflake credits saved (Keebo credits needed)	32,083
Keebo price per credit (Enterprise tier)	\$0.80
Keebo cost	25,667
Total savings	80,850
ROI (total savings / Keebo cost)	3.15x

In this example, an Enterprise tier Snowflake customer with annual spend of \$385,000 tries Keebo and realizes a 21% savings due to Keebo's automated optimizations.

Since a Keebo credit costs about 1/3 of the customer's Snowflake per-credit price, they only pay a fraction of the money they save, resulting in a 3.15x ROI.

Keebo credit price as of June 2023:

- Standard tier: \$0.50 - 0.60
- Enterprise tier: \$0.80 - 0.85
- Business critical: \$1.00 - 1.10



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Each Snowflake customer's usage and optimization is different. You will learn the amount Keebo can save you during your free trial and resulting customized proposal. Examples and numbers shown in this document are entirely for illustrative purposes.

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