

As organizations accelerate their cloud data strategies, the demand for partners who genuinely understand **AI enablement on Snowflake** is at an all-time high. Snowflake's Snowpark and Cortex AI capabilities promise to revolutionize data workflows by integrating machine learning directly inside the data platform. But which Snowflake partners are truly strongest in delivering these innovations? This 2026 vendor evaluation spotlights three frontrunners: **STX Next**, **NTT DATA**, and **Cognizant**.

Understanding the Landscape: What Makes a Strong Snowflake Partner in 2026?

Before diving into each vendor, let's clarify the key criteria for selecting a Snowflake partner in this era:

- **Partner Tier and Certifications:** Verified Snowflake partner tiers and the count of SnowPro certifications demonstrate technical expertise and commitment.
- **Snowpark and Cortex AI Expertise:** Proven hands-on projects using Snowpark for data engineering and Snowpark ML, plus experiences integrating Cortex AI for operationalized machine learning inside Snowflake.
- **Security and Compliance:** Early incorporation of compliance frameworks (PCI, HIPAA, GDPR) avoids costly rework. Vendors must embed security controls into their solutions.
- **Vendor Reputation and Customer Feedback:** Verified reviews on platforms like Clutch and G2 validate real customer experiences versus vendor promises.
- **Alignment with AI Enablement Trends:** The ability to integrate Snowflake's data-centric AI tools into broader business applications.

Decoding Technical Terms:

For readers new to these concepts:



- **Snowpark:** A developer framework within Snowflake allowing data engineers to write code in languages like Java or Python to process data directly inside Snowflake's platform.

- **Snowpark ML:** An extension enabling machine learning model training and scoring within Snowflake, eliminating the need for data movement.
- **Cortex AI:** Snowflake's AI platform for building, deploying, and managing machine learning models operationally inside the data warehouse.

Partner Breakdown: STX Next, NTT DATA, and Cognizant

Criteria STX Next NTT DATA Cognizant Snowflake Partner Tier Advanced (verified on Snowflake Partner Portal) Premier (top-tier verified) Premier (enterprise preferred partner) SnowPro Certifications 15+ across data engineers and architects 40+ certified experts globally 50+ with specialized Snowpark ML credentials Snowpark & Snowpark ML Experience Focused on custom Snowpark applications for mid-size firms Extensive enterprise Snowpark ML deployments Strong Cortex AI integration for predictive analytics Security & Compliance Good, early adopter of GDPR and HIPAA standards Robust compliance frameworks across regions, PCI certified Enterprise-grade security governance, SOC2 and HIPAA certified Verified Customer Ratings (Clutch/G2) 4.7/5.0 across 23 reviews 4.5/5.0 across 48 reviews 4.6/5.0 across 52 reviews AI Enablement on Snowflake Deep expertise in Snowpark ML use cases, especially data science pipelines Strong Cortex AI operationalization in financial industries Comprehensive Cortex AI strategies in retail and healthcare

STX Next: Snowpark ML Specialists with Agility

STX Next stands out for its development-focused mindset and hands-on expertise with **Snowpark ML**. Their teams excel in building custom data processing pipelines embedded directly in Snowflake using Snowpark's multi-language SDKs. Verified presence on Clutch shows client praise for their agility and responsiveness, essential for enterprises adapting AI workflows rapidly.

They emphasize security and compliance from day one, integrating GDPR and HIPAA controls early in Snowpark implementations. However, their Cortex AI adoption is still growing compared to peers.



Key takeaway: If your organization requires highly tailored Snowpark ML solutions with a mid-market focus and solid compliance assurances, STX Next is an excellent pick. Just verify recent Cortex AI projects before final commitment.

NTT DATA: Enterprise-scale Snowpark and Cortex AI Depth

NTT DATA brings a heavyweight enterprise portfolio with extensive global teams holding 40+ SnowPro certifications. Their premier partner status translates into deep Snowpark ML deployments—especially in regulated sectors like finance. They integrate Cortex AI to enable real-time, operationalized machine learning models embedded in Snowflake, enhancing business workflows end-to-end.

Their mature security posture spans PCI, HIPAA, and regional compliance frameworks, reducing risk and audit overhead. Customer reviews on G2 and Clutch confirm consistent delivery and strong project governance.

Key takeaway: For large enterprises prioritizing *both* Snowpark ML and Cortex AI in complex regulatory environments, NTT DATA leads with proven scale and compliance readiness.

Cognizant: Cortex AI Integration for Industry-Specific Use Cases

Cognizant distinguishes itself by tightly weaving Cortex AI into industry-specific predictive analytics—retail demand forecasting, healthcare patient risk scores, and more. Their broad base of 50+ SnowPro certifications includes specialists with Cortex AI and Snowpark ML credentials, reflecting their integrated AI enablement practice on Snowflake.

Security is uncompromising, with SOC2, HIPAA, and more certifications, supporting healthcare and financial clients. Their verified reviews echo success stories deploying Snowflake data pipelines combined with Cortex AI-powered models providing real business ROI.

Key takeaway: When industry-specific AI use cases leveraging Cortex AI inside Snowflake are top priority, Cognizant's mature offerings [media data lakehouse consulting](#) shine brightest. Confirm your sector relevance in their portfolio before proceeding.

What to Verify on Clutch or G2 Before Believing Vendor Claims

Too often, vendors make grand promises about being “AI-ready” or having “Snowflake expertise” that don’t pan out in project delivery. Before deciding, check these rigorously with independent customer feedback on Clutch and G2:

1. Actual projects using Snowpark ML or Cortex AI, avoiding vague AI claims.
2. Security and compliance gaps raised—how did the vendor handle remediation?
3. Client satisfaction scores and comments on timeliness and governance.
4. Repeat business or multi-year engagements indicating sustained trust.

Why Early Integration of Security and Compliance Is Critical

Snowpark and Cortex AI projects often start with data science ambitions but run into trouble when compliance or security frameworks are addressed late. This leads to:

- Project delays due to audit findings
- Cost blowouts fixing compliance gaps
- Data breaches risking reputational damage

The strongest Snowflake partners bake security and governance into their Snowpark ML and Cortex AI workflows from the design phase, ensuring compliance alignment throughout.

Summary Table: Best Fit by Use Case and Priorities

Use Case Recommended Partner Reason Custom Snowpark ML pipelines for mid-size enterprises STX Next Agile development focus with strong GDPR/HIPAA compliance. Enterprise-scale Snowpark & Cortex AI in regulated industries NTT DATA Large expert pool, premier partner tier, certified security frameworks. Industry-specific Cortex AI powered analytics Cognizant Integrated Cortex AI use cases in retail, healthcare with SOC2/HIPAA certification.

Final Thoughts

Choosing the strongest Snowflake partner for your **Snowpark** and **Cortex AI** initiatives in 2026 is about cutting through buzzwords to verified expertise. Both NTT DATA and Cognizant hold premier statuses backed by extensive certifications and mature compliance frameworks, with Cognizant showing edge in Cortex AI-driven business use cases. STX Next brings nimble, developer-friendly Snowpark ML capabilities ideal for mid-market companies.

Before final commitments, double-check partner tiers and SnowPro counts on the official Snowflake Partner Portal, and validate claims on Clutch and G2. Above all, insist on early integration of compliance and security to avoid common pitfalls. With the right partner, your Snowflake AI initiatives can turn from ambitious projects into enterprise-grade, compliant engines of innovation.