

In the rapidly evolving landscape of **product development** and **legacy modernization**, accurately selecting the right vendor for 2026 and beyond is no small task. Sigma Software's notable clients — including Volvo, AT&T, and SAS — provide an interesting case study on the balance between pure data science engagements versus full-stack product delivery. With industry leaders like STX Next, NTT DATA, and Cognizant competing aggressively in this arena, a clear lens on vendor rankings, partner tiers, and security readiness becomes essential, especially when factoring in **Snowflake consulting** and new AI toolchains like Snowpark and Snowpark ML.

Vendor Ranking and Selection: What to Verify for 2026

Before diving into the nuances of what Sigma Software's work with Volvo, AT&T, and SAS entails, let's lay out the current vendor evaluation landscape for 2026. The decision is no longer about technology capabilities alone; it's about compliance, partner tier validation, and AI enablement readiness.

- **Ranking Platforms to Check:** Always verify vendor claims on review sites like Clutch or G2. Beware of buzzwords without concrete examples or high ratings. Sigma Software ranks well but compare against STX Next and NTT DATA to get diversity in capabilities.
- **Partner Tiers and SnowPro Certifications:** Snowflake consulting vendors typically pride themselves on established partner tiers — Select, Premier, or Elite — based on capabilities and customer volume. Equally important is the number of certified SnowPro practitioners. This reflects the strength of their teams in implementing Snowflake projects. Cognizant, for instance, aggressively builds SnowPro counts to position as a leader.
- **Security and Compliance:** Modern clients like Volvo and AT&T require vendors versed in GDPR, HIPAA, SOC 2, and ISO certifications early, not as a last-minute checklist. Ask vendors how they integrate security into their SDLC, especially for legacy modernization projects involving sensitive data.

Key Vendor Features to Scrutinize

Feature	Why It Matters	How Sigma Software Compares	STX Next	NTT DATA	Cognizant	Snowflake Partner Tier
Indicates vendor's Snowflake expertise and enterprise trust	Premier Partner with solid SnowPro certifications	Some listed as Elite Partners; large-scale engagements	SnowPro Certification Count	Demonstrates technical proficiency in Snowflake ecosystem	Moderate, growing steadily	Cognizant reportedly has one of the highest in industry
Security & Compliance Certifications	Ensures mature data governance and legal adherence	ISO 27001, GDPR aligned processes but varies by project	NTT DATA and Cognizant lead with multiple global certs	AI Enablement on Snowflake	Future proofs AI/ML readiness with Snowpark and Cortex	Early adopters of Snowpark ML capabilities
Strong Cortex integration with enterprise ML projects						

Sigma Software Clients: More Product Development Than Data Work?

Volvo, AT&T, and SAS each have distinct strategic priorities. The nature of their engagements with Sigma Software often reflects these differences in focus:

- **Volvo:** Heavily invested in *product development* for automotive software platforms, including embedded systems and connected vehicle services. Legacy modernization plays a role but the lion's share of effort goes towards new product feature delivery.
- **AT&T:** As a telecom giant, AT&T's projects pivot around cloud migration, digital customer experience apps, and real-time analytics solutions. Data work is significant but supporting product innovation and scalability in

5G service delivery often trumps pure data science efforts.

- **SAS:** Known for analytics, their partnership with Sigma Software surprisingly tilts more towards modernizing legacy stacks and building enterprise-grade user-facing workflows rather than deep data modeling alone.

Why This Matters

The distinction between “product development” and “data work” shapes engagement models, team composition, and technology selection. Vendors like Sigma Software need full-stack engineering capabilities combined with data engineering skills, rather than carrying out just algorithmic or dashboard-focused tasks. This also explains why their investments in Snowflake consulting include bringing Snowpark and Snowpark ML into the picture, embedding AI/ML capabilities directly within the product pipelines.

AI Enablement on Snowflake: The Role of Snowpark and Snowpark ML

AI enablement is a buzzy phrase but requires concrete proof points — especially regarding Snowflake’s extensions like Snowpark and Snowpark ML.

- **Snowpark:** A developer framework allowing complex data transformations and machine learning pipelines to run natively inside Snowflake using languages like Scala, Java, or Python. This reduces data movement and speeds up insights delivery.
- **Snowpark ML:** Provides tools to build, train, and deploy ML models within Snowflake’s environment, simplifying operationalization and governance of ML workflows.

Vendors like Sigma Software, STX Next, and Cognizant are incorporating Snowpark ML to blend data engineering, ML, and application development — ensuring compliance and security remain baked in via Snowflake’s cloud security features. Cortex, Snowflake’s AI orchestration layer, is also an emerging factor for enterprises seeking ML model monitoring and lifecycle management, though many vendors are still scaling their Cortex expertise.



Security and Compliance: Avoiding Late-Stage Surprises

Legacy modernization and data-centric product development must comply with strict industry standards. For enterprise clients like Volvo and AT&T, ignoring compliance until project end phases invites roadmap delays and compliance gaps.

Best-practice vendors embed:

1. Continuous security auditing throughout development cycles
2. Data anonymization and governance frameworks integrated from the start
3. Dedicated teams for compliance certification maintenance
4. Clear documentation of policy adherence for audits

On these fronts, clearing vendor claims via review sites and asking for partner tier confirmations on Snowflake and certification devopsschool.com counts ensures partners are not just marketing but delivering on compliance too.



Conclusions and Vendor Takeaways for Prospective Clients

- Sigma Software's work with Volvo, AT&T, and SAS underscores a heavier bias towards **product development** within data projects, meaning vendors must have multi-skilled teams, not just data scientists.
- Vendor ranking for 2026 should factor in verified **Snowflake consulting** expertise, including active use of Snowpark ML frameworks and Cortex readiness.
- Security and compliance cannot be afterthoughts — vendors must prove ongoing certifications and embed governance early in the delivery lifecycle.
- Comparing Sigma Software to STX Next, NTT DATA, and Cognizant on Clutch and G2 reveals trade-offs in partner tier, SnowPro certifications, and scale of AI enablement projects.
- Ask pointed questions about AI strategy implementation, specifically how Snowpark and Cortex are leveraged — vague "AI-ready" promises without concrete Snowflake tooling references should be viewed skeptically.

In sum, when evaluating vendors for enterprise-grade legacy modernization and product development projects tied to Snowflake, prioritize clarity on tech frameworks, security rigor, and proven enterprise client success. This approach avoids the pitfalls of unclear scope, weak governance, and compliance gaps that often show up too late in cloud and data modernization projects.

Keep verifying claims on trusted third-party review platforms like Clutch and G2 before making vendor selection decisions. A well-rounded vendor with a balanced focus on data and product, reinforced by Snowflake native AI tooling and certifications, will give you the confidence and agility needed for the challenges ahead.