

亚马逊云科技



中国峰会

2026年6月23日-24日 上海 · 世博中心

对话构建智能体：基于亚马逊科技底座， CoCo零代码编织 CoWork 企业智能体网络

The Personal Work Agent, Built on Your Business

席叶文

Snowflake

中国区首席数据云架构师

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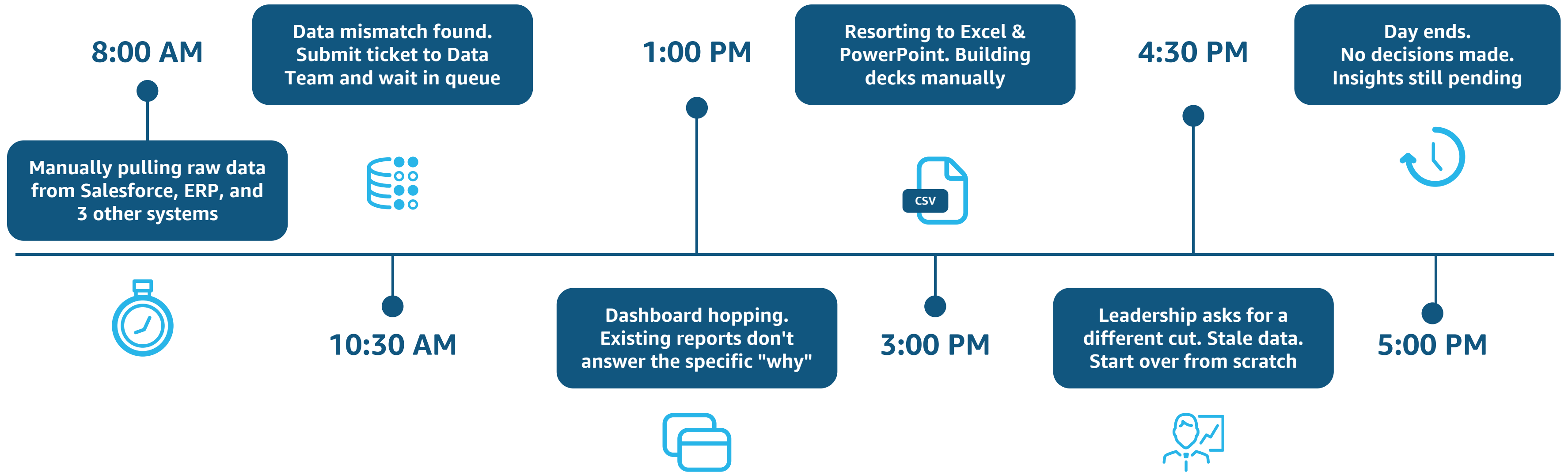
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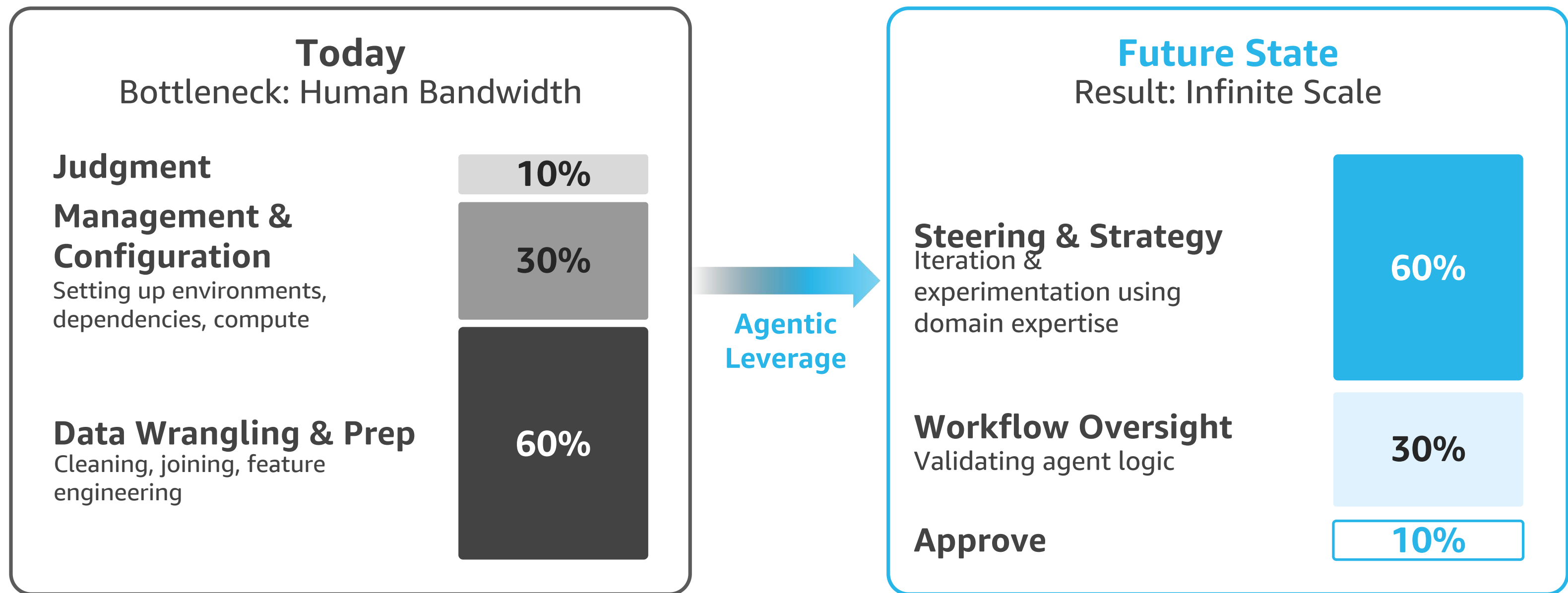
A Typical Day for Knowledge Workers Without AI



How we work must become agentic, proactive, and outcome-driven

The Future of Work is NOT Humans Querying Systems

It's humans **steering, governing and approving** autonomous agents that continuously integrate the **past, present, and future**



Why Agentic AI Projects Stall After the Demo

1

No Shared Truth

Agents disagree on metrics, definitions and answers

2

No Governance Guardrails

Actions violate policy. IT or legal shuts it down

3

No Business Context

Weeks of manual setup before any value

Snowflake's Answer in Three Steps

1

Agree on Reality

Same governed data, metrics, definitions - across every agent

2

Reason Over It

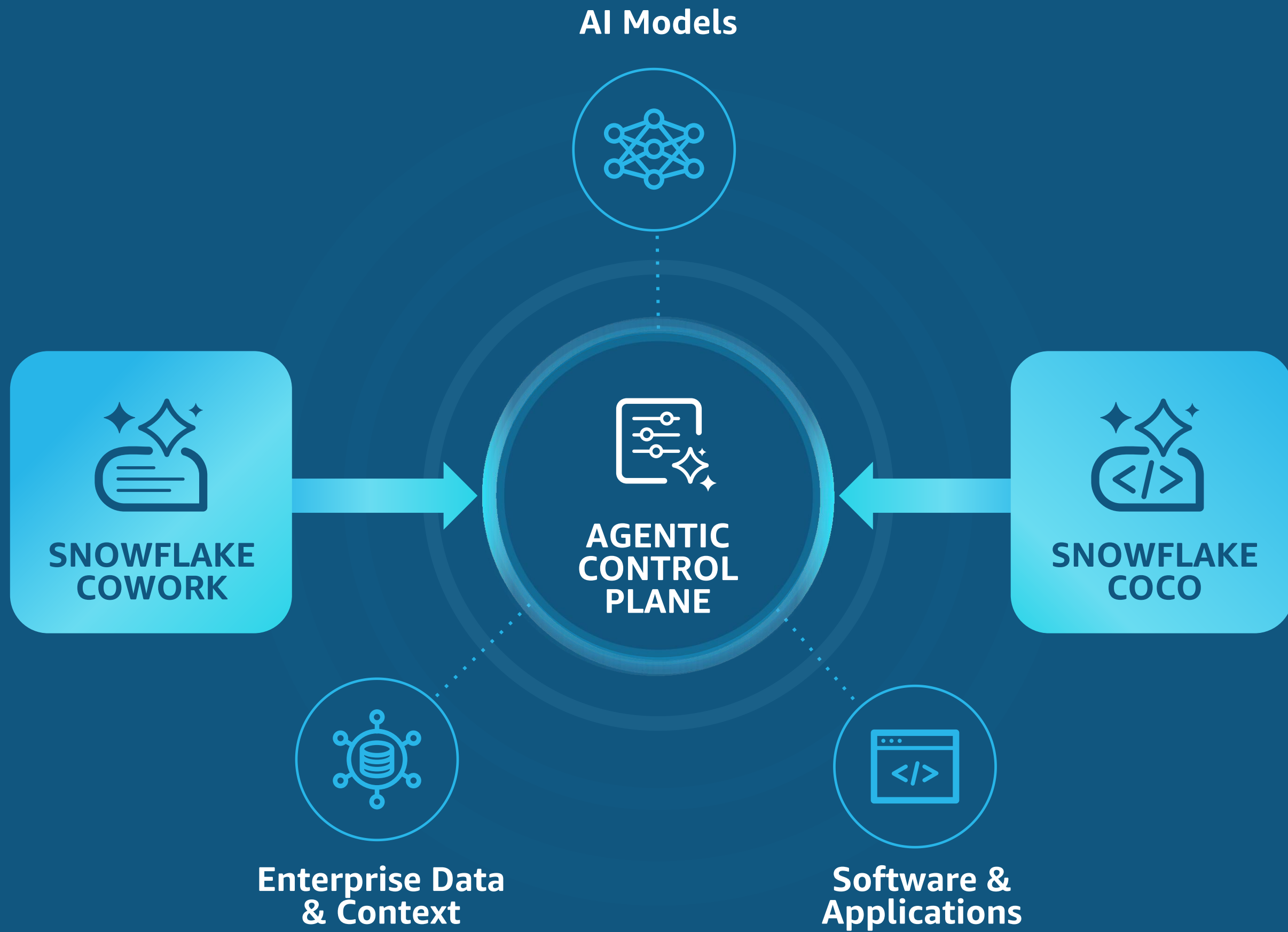
Full context orchestration, not partial snapshots

3

Act Coherently

Every action inside your guardrail and audit trail

Snowflake is the single platform where governance, data and intelligence already live together



Snowflake CoWork

One AI workspace. Every context. Any outcome. Work gets done.

BRING YOUR CONTEXT

- Email
- Team conversations
- Company data
- Enterprise context
- Apps & MCP

The screenshot shows the Snowflake CoWork interface. At the top, there's a navigation bar with 'Snowflake CoWork' and a search icon. Below it is a sidebar with options: 'New chat', 'Automations', 'Artifacts', 'Capabilities', and 'Search'. The main chat area displays a greeting: 'Good afternoon, What are we working on today?' followed by a task prompt: '+ Create a 90-day action plan to improve sales performance'. A dropdown menu is open, showing options like 'Upload files', 'Deep Research', 'Web search', 'Skills', 'Connectors', and 'Agents'. Below the chat, there are 'Artifacts' including 'Ad revenue' and 'Sales insights' with various charts and graphs. The user's name 'Joanne R.' is visible at the bottom left of the chat area.

GET WORK DONE

- Presentations
- Documents
- Dashboards
- Emails
- Actions
- Share & Collaborate

- Trust Enterprise Context
- Self-service Insights
- Agentic Work
- Conversational Intelligence

CoWork is your Chief of Staff, turning context into clarity, and clarity into action.

Snowflake CoCo: The AI Coding Agent for Data

Move from 'I have an idea' to 'it's deployed' fast



Accelerates End-to-End Development

Turn data engineering, machine learning, and agent building tasks into simple conversations



Understands Your Enterprise Data Context

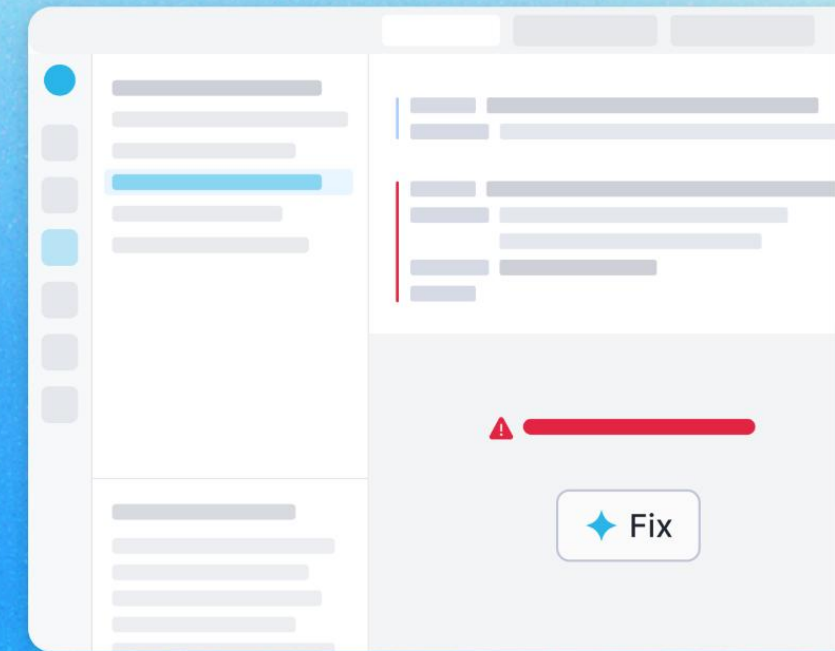
Deeply aware of enterprise data, compute, governance, and operational semantics across the stack



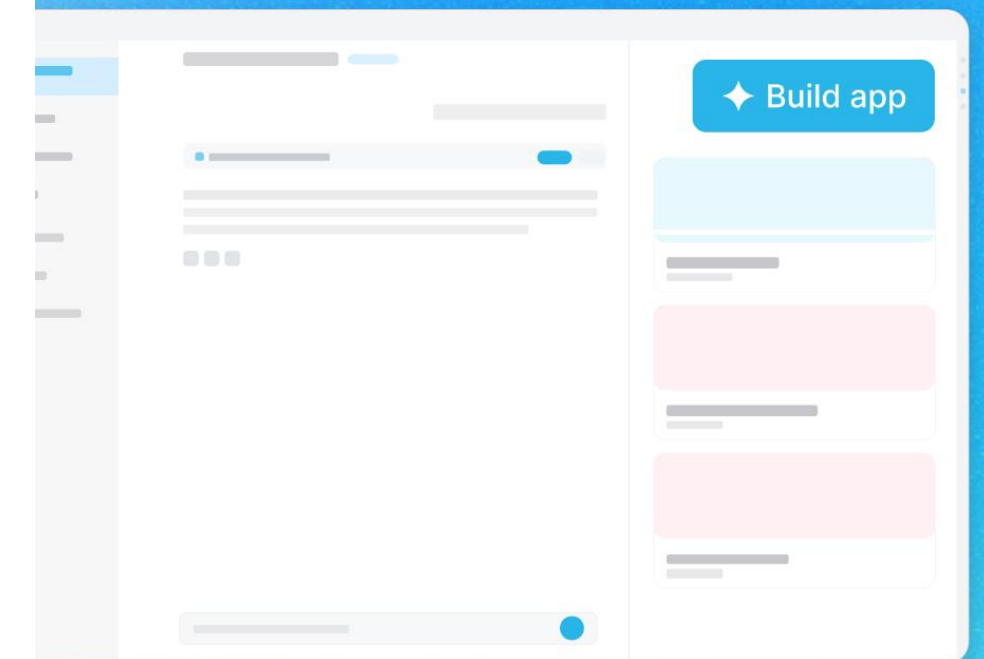
A Governed Agent That Works Wherever You Build

Governed by Snowflake's RBAC and available across Snowsight, your IDE, terminal, and the tools and workflows you already use

Snowsight



Desktop



CLI



CoCo: The State of the Art for Data Engineering

CoCo outperformed leading coding agents on ADE Bench, and pulled even further ahead on real Snowflake dbt project tasks

WHY COCO IS MORE EFFICIENT

TOKEN USED

↓ 51%

vs Claude Code using Opus 4.7

DURATION

~ 1H Less

vs Claude Code using Opus 4.7

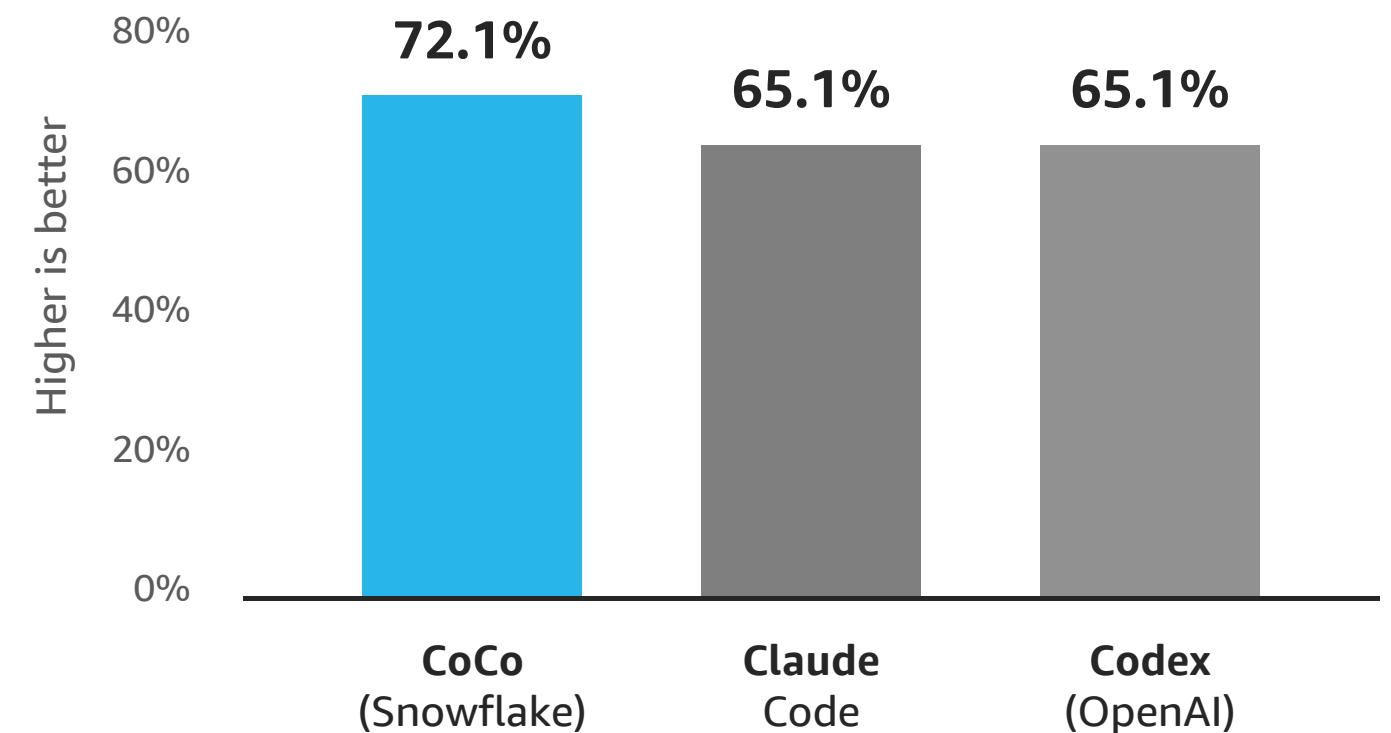
TARGETED VS. EXHAUSTED

CoCo performs targeted exploration rather than exhaustive scanning, significantly reducing IO operations

DATA-NATIVE APPROACH

Utilizes data native tools for Snowflake, dbt, Airflow and more, avoiding heavy reliance on bash tools

Pass Rates on ADE Bench



Note: Efficiency score based on internal testing using ADE-bench, a framework created by dbt for evaluating AI agents on agents on real-world analytics and data engineering tasks

GA Soon!

Introducing CoCo Desktop

Full agentic development on data, now in a native desktop IDE

One governed surface to build across data stack

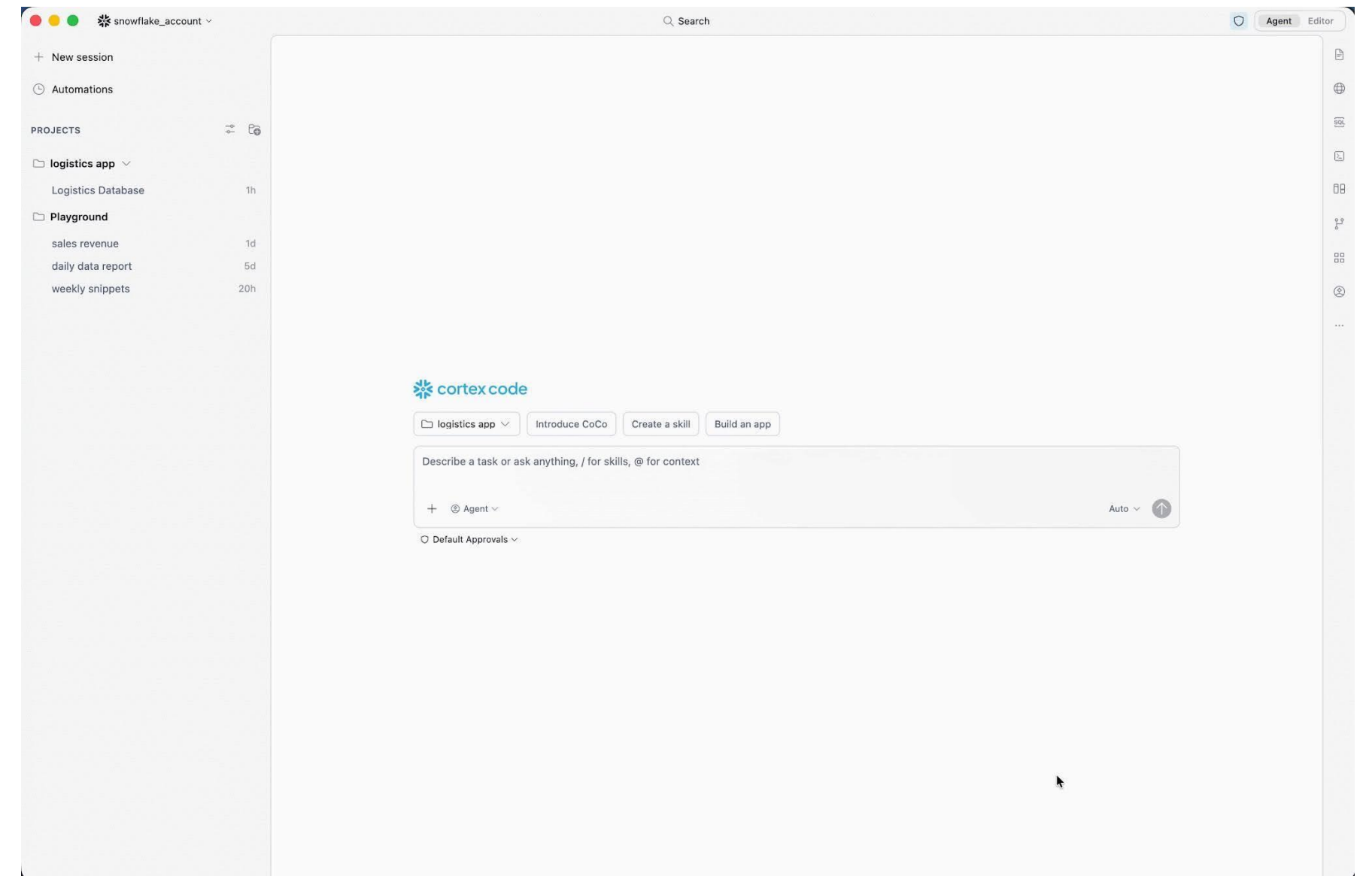
Build data pipelines, apps, and agents; debug notebooks, and visualize data flows — all in CoCo

Run agent on schedule, not just on demand

Schedule tasks, and execute multi-step workflows even when you're not at the keyboard.

Extensible by design

MCP integrations and shareable skills/plugins turn best practices into reusable team expertise



NEW!

In Dev Private Public GA

CoCo Cloud Agent API

Programmatic, stateful API to run and orchestrate long running coding sessions

No more babysitting long-running jobs

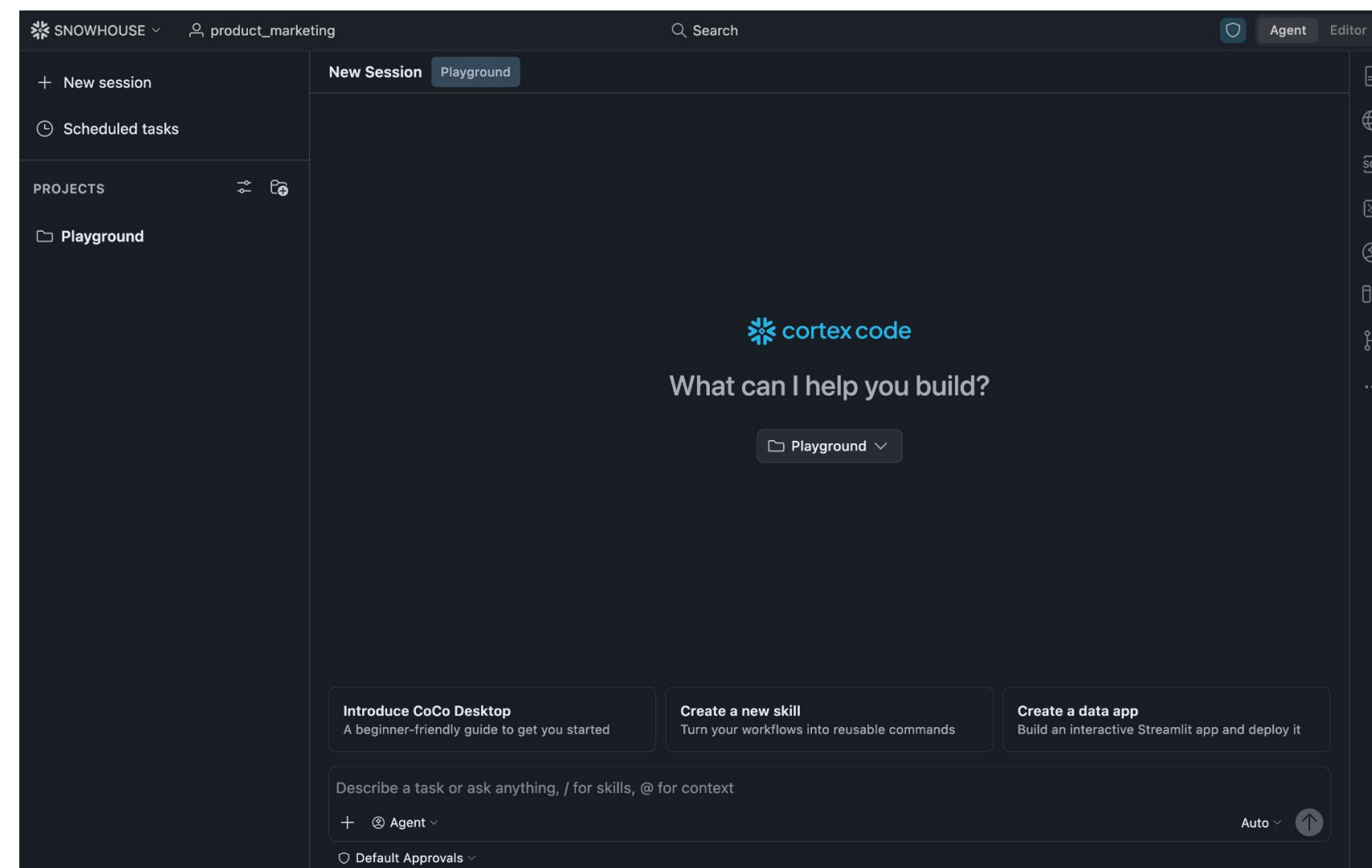
Submit jobs that run for hours in a sandboxed Snowflake environment. Disconnect your laptop. Come back. Your agent kept working.

Trigger CoCo from anywhere

A single REST endpoint lets CI/CD, Slack, cron, and internal apps kick off CoCo without anyone sitting in a terminal.

Governed by default

Every run inherits your Snowflake RBAC, logs every action, and manages secrets natively.



From Talk to Your Data → to Your Personal Work Agent

Before

- Read-only Q&A
- Pick an agent first
- Starts from zero each time

Now

- Reads, writes, and acts
- Routes automatically
- Remembers and learns

The shift that makes CoWork the starting point for every workday

Snowflake Cortex AI Architecture

GOVERNANCE | POLICY CONTROL | AUDIT & LINEAGE



APPS

Snowflake CoWork

Snowflake CoCo

APIS

Cortex Agents

Cortex AI Functions

CONTEXT

Cortex Sense Runtime

MCP & Connectors

Semantic Views

Business Logic



ANTHROPIC



Meta



Snowflake CoWork

The personal work agent for every knowledge worker

TRUSTED BY INDUSTRY LEADERS



Snow-on-Snow: Sales Agent for 6k GTM Org

\$16M+

Overhead Savings

>80 FTE

recouped productivity

5x RoI

QUESTIONS

1M+

Manual Research →
Instant AI Insights

WHAT RAVEN CAN DO — SUPPORTING 15+ GTM PERSONAS

Opportunity Pipeline
Top opportunities by ACV & stage

Consumption Trends
Monthly credit usage analysis

Quota Attainment
AE/SE quota performance lookup

Competitive Intelligence
Selling points vs competitors

Account Team
Find assigned AE/SE coverage

Use Case Discovery
Explore closed industry wins

Account News
Recent earnings & press releases

More Capabilities
Continuously expanding skills

BEHIND THE SCENES

INTERFACE

Snowflake CoWork
Unified interface surfacing insights directly to sales reps

Packaged Profiles
Zero-setup configuration delivering consistent toolset to every GTM employee

INTELLIGENCE

Operating Context
(Identity, scope, domain, boundaries)

Decision Engine
(Tools, rules, workflows)

Response Framework
(Tone, structure, formatting, error handling)

CONTEXT

Semantic Views + Cortex Search
Sales, A360, Account Lookup, Use Cases, Quota, Marketing, CX, Partner Ecosystem

Tools Integrations (MCP)
Live connections to Salesforce, JIRA, internal Wikis, and Web Search

Snowflake CoWork: What's New

1

Personal Agent

- Knows all enterprise data
- Routes automatically
- Remembers and learns
- Follows you to mobile and existing tools

2

Autonomous Agents

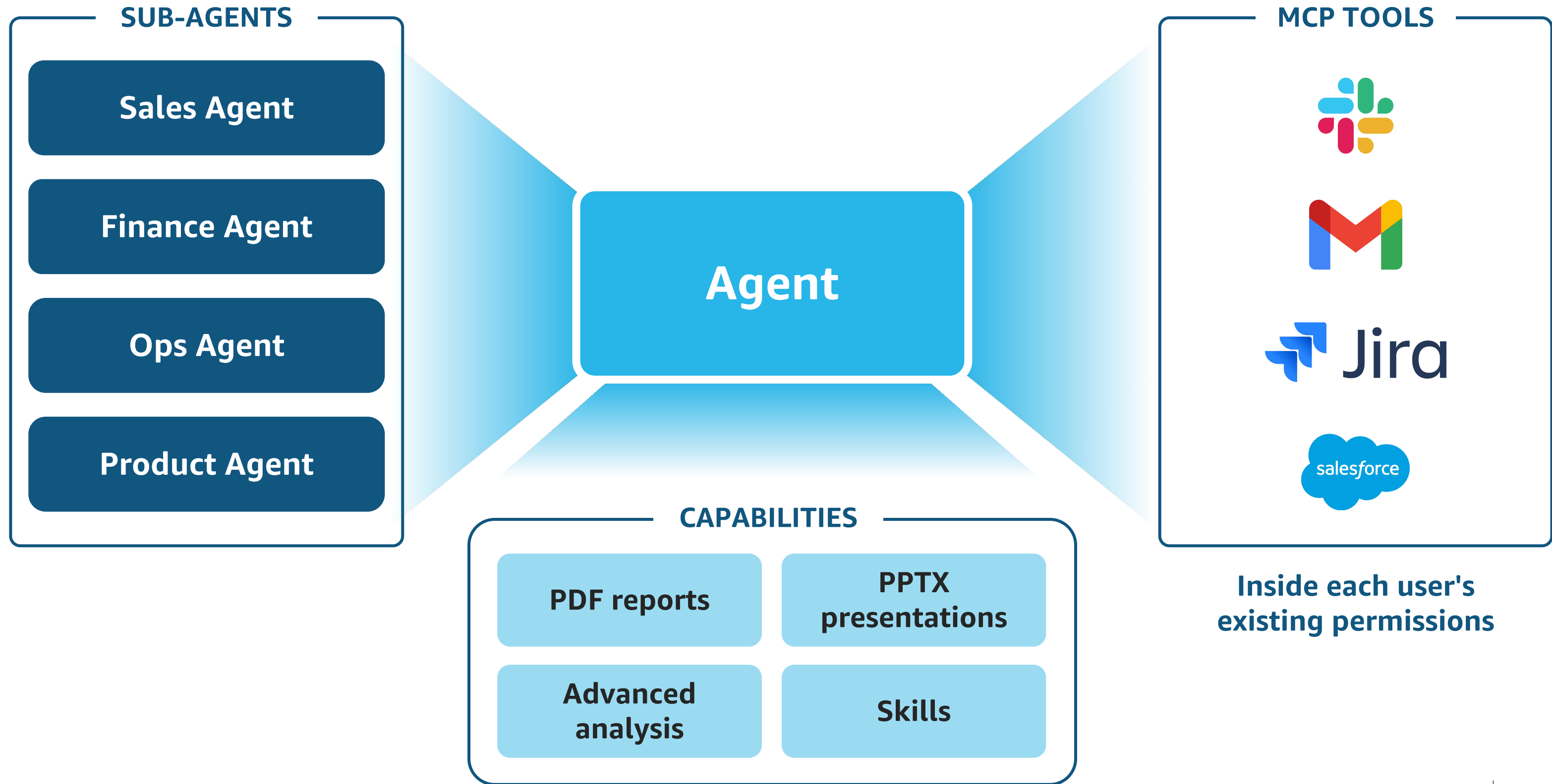
- Proactive checks
- Auto-learns business context
- Produces finished deliverables
- Deep, analytical research

3

Dashboards & Collaboration

- Governed dashboards
- Live, sharable artifacts
- Conversation sharing
- Team knowledge building

One Agent. Every Question. Right Tools.



Inside each user's existing permissions

Memory, Skills, and Prebuilt Plugins

User Memory

CoWork remembers your preferences, your role, and your recurring tasks, across sessions

PuPr SOON

User Skills

Codify repeatable workflows as a one-line skill , like "pull my pipeline recap", in plain language

PuPr SOON

PLUGINS, Finance & Sales

Prebuilt bundles of skills, business logic, and connectors so your teams aren't starting from zero

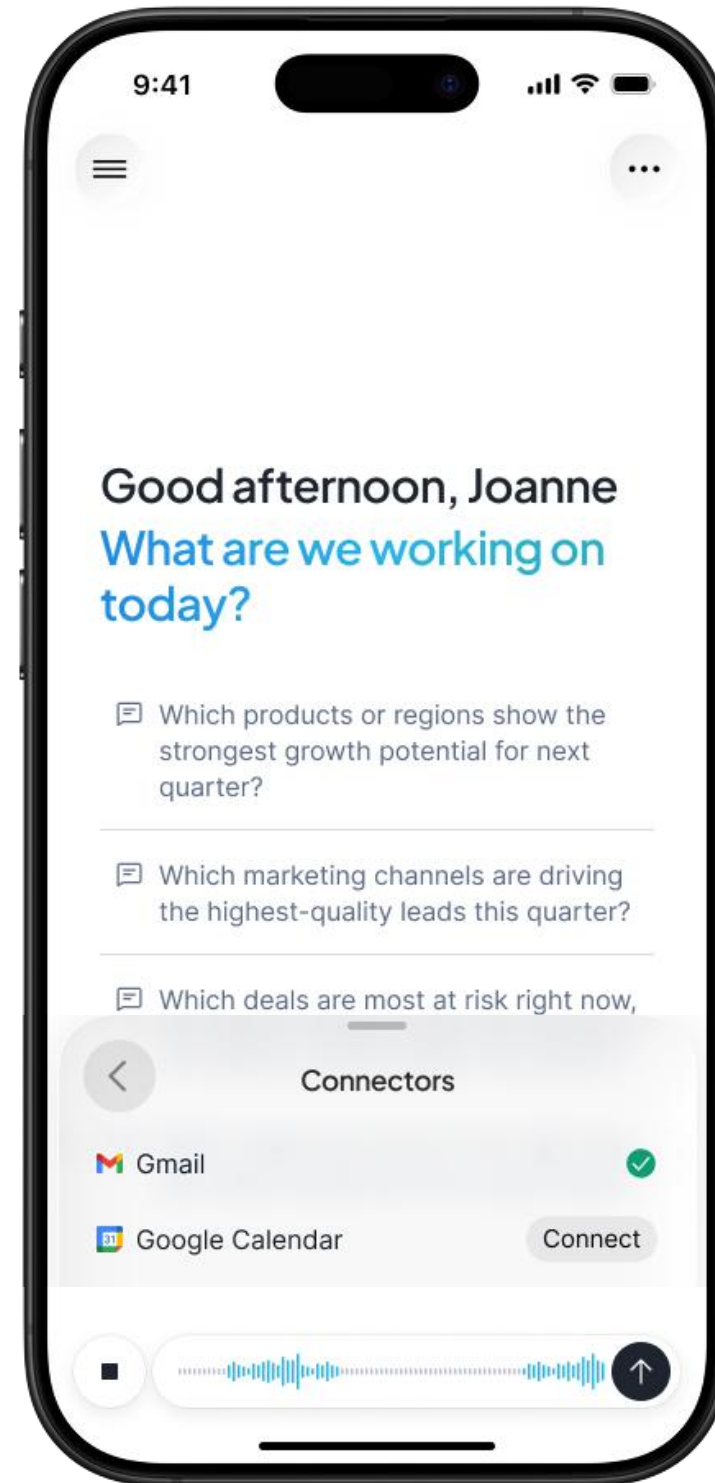
PrPr SOON

**Skills are discoverable and shareable across the org.
Every user gets an experience that feels custom-built for their role**

Your Agent, On-The-Go

iOS App

- Face ID unlock
- Complete conversation history on mobile
- Full CoWork experience



The morning briefing that greets your VP before they open the laptop

Automations

Set once. Deliver always. On schedule, in your inbox, ready to act on.

Schedule briefings in plain language

Set once conversationally, delivered automatically.

Full AI analysis in every delivery

What changed, why it matters, and suggested next steps.

Follow-up question is one click away

Start a live conversation with full context preserved.

Enterprise-governed by default

Runs with RBAC, cost visibility, and a full audit trail.

The screenshot displays the 'Automations' section of a dashboard. On the left, a sidebar contains navigation icons for home, edit, list, grid, folder, and search. The main area shows a list of automation tasks:

- Automations** (with a '+ Create' button)
- Growth strategy (9 hours ago)
- Weekly Campaign Summary** (1 hours ago)
- Leadership Report (9 hours ago)
- Performance Alert (10 hours ago)
- Daily AI news (Paused)

The right panel shows the details for the 'Weekly Campaign Summary' automation, scheduled for 'Weekly at 11:20pm'. It includes a date selector for 'Apr 5, 11:20pm' and a 'Thinking completed' status. The main content area provides a detailed analysis:

Weekly Campaign Summary
Weekly at 11:20pm

Apr 5, 11:20pm

Thinking completed >

Campaigns delivered a strong week, with conversions up **+12% WoW** more effective creatives and better audience alignment. Although impacted by external factors, we achieved more efficient results overall.

Channel Breakdown:

- Paid Social: Top performer, driving +20% conversions due to improved targeting and creative testing.
- Search: Stable performance with consistent conversion rates from high-intent traffic.
- Display: Underperformed with lower engagement and declining efficiency.

Key Highlights:

- Midweek budget shift boosted conversions without increasing CPA.
- New creative launched Tuesday outperformed others by +18% CTR.
- No major external impacts; performance followed expected weekly trends.

Recommended Actions:

- Scale investment in paid social, while monitoring efficiency.
- Refresh or reduce spend on display campaigns.
- Expand use of top-performing creatives across channels.
- Continue flexible budget allocation to capture high-performing opportunities.

Which channel drove the biggest change in conversions this week?

Answers to the Questions Dashboards Can't Reach

Deep Research

- Multi-source investigation across structured + unstructured data
- Multi-step reasoning, fully cited
- Built for complex strategic 'why' questions

GA SOON

Analytical Search

- Quantitative queries over large unstructured corpora - everything RAG can't do
- Adaptive Search + Multi-step AI SQL compute
- *"38% of Q4 contracts include uncapped liability language, up from 21% in Q1"*

Pu Pr SOON

+52.2%

relative improvement vs. single-agent systems on CoWork's Hybrid Deep Research Benchmark

Structured or unstructured, strategic or operational – one fully cited answer

Cortex Sense: Zero to Enterprise-Grade Agent in Days

3.5x

Higher accuracy on enterprise business questions vs. Claude Code

WHAT IS DOES

Auto-learns from query history, table metadata, and BI connections , Tableau, PowerBI, Redshift, Postgres.

WHY IT MATTERS

Zero manual ontology setup. Production-grade agents in days, not weeks.

The context layer that comes pre-built.



The Agent Doesn't Just Answer, It Produces

Code Execution Tool

- Secure Python execution inside CoWork
- Filesystem + network isolation
- Your data never leaves the Snowflake perimeter
- Governed, autonomous agent execution

Deliverables

PDF reports

PPTX presentations

Advanced analysis

Custom documents

One Finding Becomes Everyone's Starting Point

Artifacts

- Save and share rich outputs
- Stay live and refresh with data
- Respect role-based access per viewer

GA SOON

Conversation Sharing

- Collaborate around real answers
- Include full citations
- No more static screenshots

GA SOON

Governed Dashboards

- Multi-tile northstar dashboards
- RBAC-scoped per role
- Ask follow-up questions on any chart

Pu Pr SOON

Artifacts: Live Charts & Tables

Save, share, rerun

Save once, share across the org, and rerun anytime

Live data & fully governed

Viewer sees only what they're entitled to

Collaborate across teams

Teams build on each other's work

Talk to your data

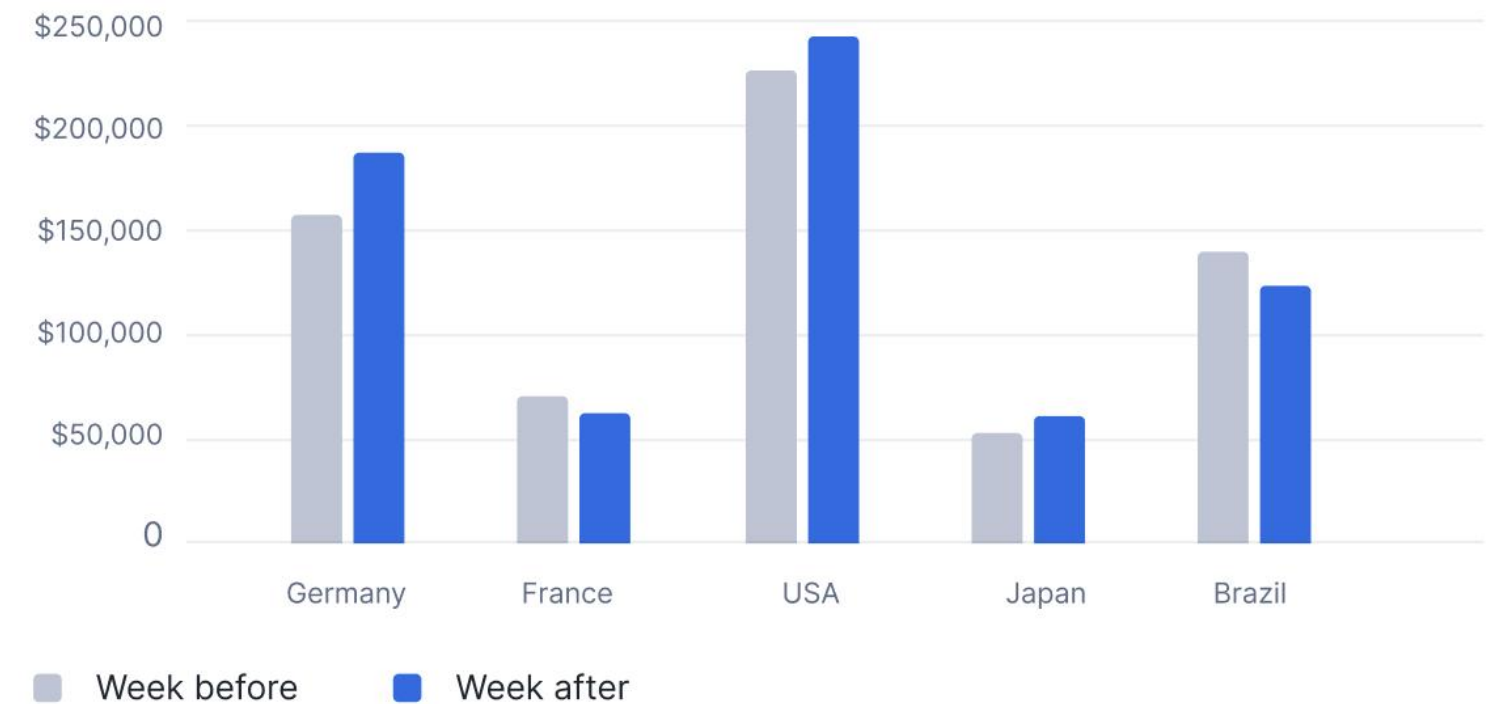
Ask for follow ups in plain English

Artifacts

Saved Shared with me All

Sales by country – week before vs week after

1 min ago



Multi-tile Artifacts for Northstar Dashboards

Create on CoCo, publish on CoWork

Support Analysts on Workspaces

Manual (SQL) or natural language creation with CoCo

Privilege to Publish on CoWork

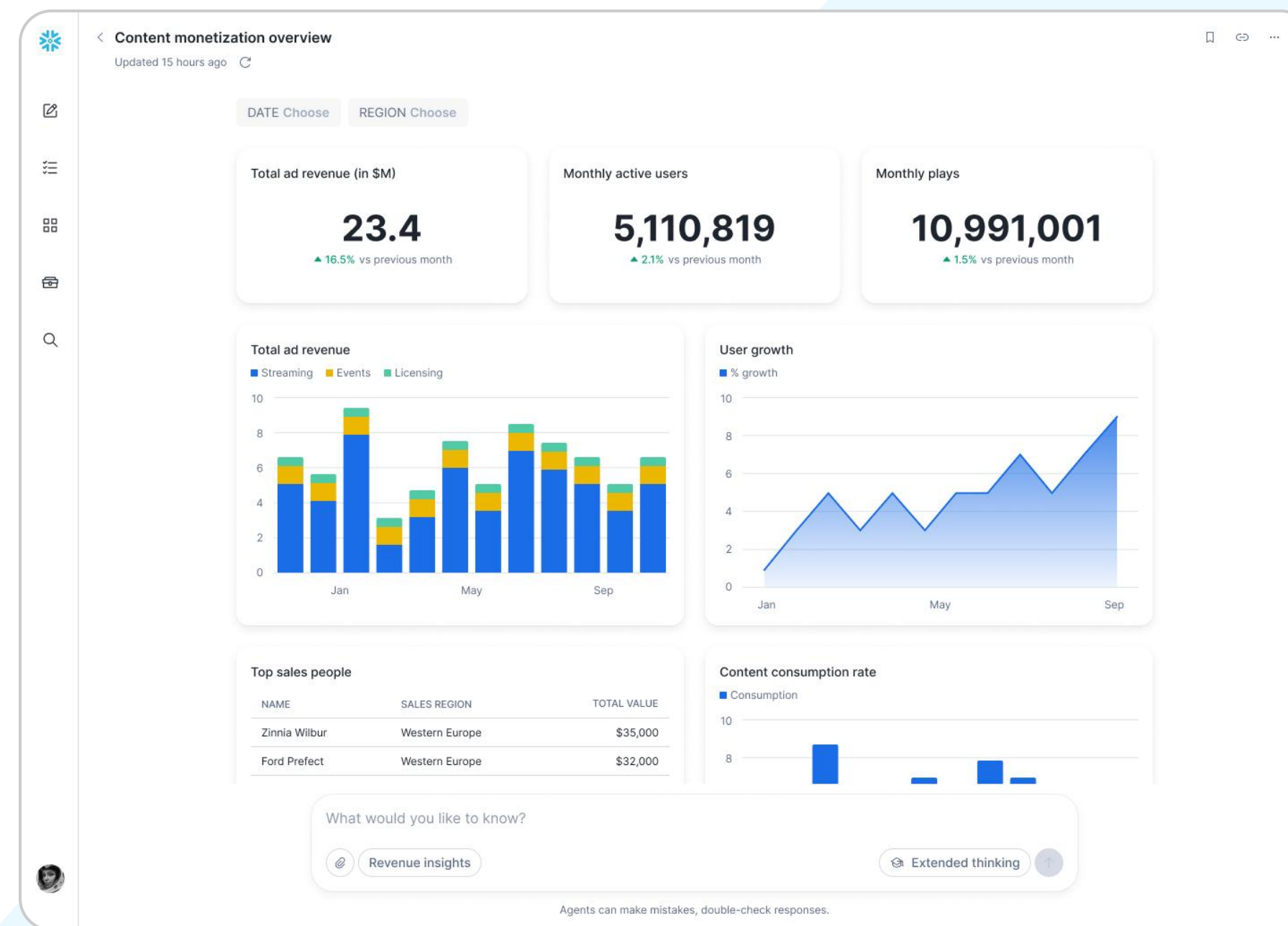
Govern what knowledge workers consume

Role-based Sharing on CoWork

Govern access to northstar dashboards

Conversational Dashboards

High quality follow-up Q&A



DEMO

- + New session
- Automations
- Apps
- PROJECTS
- Playground

Create GTM Demo QBR Slides Playground

我明天要和华辰智造科技做qbr，请帮我生成qbr需要的幻灯片。谢谢！

✓ Finished Thinking

好的！先了解几个关键信息：

Questions answered

这次 QBR 是哪个财季？ **FY27 Q1 (2026年2-4月)**

参会的华辰智造科技人员主要是哪个层级？ **总监 / 经理**

收到！正在从内部数据库查询华辰智造科技的真实数据.....

`SQL` Query FY27 Q1 consumption data for 华辰智造科技 ✓

`SQL` Query use cases and Q2 roadmap for 华辰智造科技 ✓

✓ Finished Thinking

数据查询完成！关键发现：

- **FY27 Q1 消费 ¥3.4M**，同比 +28.1%，信用效率 **94%**，平台可用性 **99.99%** (四个九)
- **6 个已上线 Use Case**，年化节省合计 **¥5.75M**
- **Q2 路线图 4 大举措**，P1 优先级均有明确截止日期

基于真实数据开始生成幻灯片.....

✓ Ran `copy_file` - google-workspace (MCP Server) *Click to view result*

Write content JSON with real queried data including 99.99% SLA ✓

Validate JSON ✓

Generate structure payload ✓

Describe a task or ask anything, / for skills, @ for context

+ @ Agent

Auto

- App Settings
- Agent Settings

Where To Start Today

The platform is ready. Start building.



< 参与 Snowflake DEMO 演示迎好礼 >

6月23日

11:30 - 11:45

Coding Agent:
5分钟构建企业级 Chat Agent

12:15 - 12:30

企业级龙虾:
Snowflake CoCo 现场极速开发体验

13:15 - 13:30

AI 驱动智造:
IoT × SAP 联动优化智能生产



欢迎莅临 Snowflake 展位!

6月23日至24日, 欢迎您莅临Snowflake展位 S-P-02, 观看我们最新的AI+Data演示, 现场领取企业级龙虾账号, 体验Snowflake CoCo极速开发, 并有机会赢取精彩奖品!



< 参与 Snowflake DEMO 演示迎好礼 >

6月23日

14:30 - 14:45

多模态门槛高?
SQL 也能玩转音视频处理

15:30 - 15:45

客户360 Agent:
重塑企业智能营销内核

16:30 - 16:45

AI 安全与治理:
构建全球AI合规护城河



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Snowflake CoCo 现场极速开发体验

13:15 - 13:30

AI 实时反欺诈:
秒级识别异常交易



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6月24日

14:30 - 14:45

从在线交易到实时分析:
Snowflake HTAP 一体化

15:30 - 15:45

企业级 AI 可观测:
海量告警中快速定位根因

16:30 - 16:45

秒级太慢, 亚秒即达:
Snowflake 实时经营响应实战



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THANK YOU