

Referral partnership

Introduce Northgrain to a company that may need focused data engineering support. A technical diagnosis is not required.

For consultants, advisors, recruiters, founders, and agency owners.

Northgrain Data is a specialist data engineering consultancy. We work on pipelines, warehouses, orchestration, data modeling, analytics infrastructure, and external data systems.

hello@northgraindata.com | northgraindata.com/partners

A useful referral starts with the situation

You may not know whether the company uses dbt, why a pipeline fails, or how its models are structured. That is fine. Introduce us when you see a change or initiative that is likely to need hands-on data engineering.

- Planning a data platform, warehouse, or migration.
- Replacing manual reporting or connecting several operational systems.
- Starting a data-heavy product or internal initiative.
- Hiring a first data engineer but needing help before that person starts.
- Facing a project outside the current supplier's expertise.
- Trying to turn a broad data idea into a practical delivery plan.

You describe what is happening. Northgrain handles the technical discovery.

What to include in the introduction

The company Name, website, and a short description if the context is not obvious.	Who you spoke with The person's role and whether they own or influence the decision.
What is happening The initiative, change, or operational friction that prompted the conversation.	Conversation stage An early signal, a confirmed need, or an active search for help.
Preferred handoff A joint introduction, a direct handoff, or a private discussion with Northgrain first.	Known timing or budget Useful when available. You do not need to obtain it before making contact.

You do not need to provide

- A diagnosis of the architecture or root cause.
- A complete technology stack.
- A finished scope, delivery plan, or estimate.
- Access to internal systems or confidential technical material.

How the referral process works

STEP 1	Send a short note or make a warm introduction.
STEP 2	We check together whether there is a sensible opportunity.
STEP 3	We agree on a direct referral, joint introduction, or delivery role.
STEP 4	Northgrain handles discovery and prepares the scope.
STEP 5	Referral terms are confirmed before active sales work starts.
STEP 6	You receive an update at the main decision points.

Relationship protection

An introduction is access to one opportunity, not permission to pursue the partner's wider client base. We agree on communication, ownership of the relationship, and update expectations before moving forward.

Commercial terms

Any referral fee is agreed for the specific opportunity before active sales work. The amount and payment trigger depend on deal size, expected involvement, and the relationship around the introduction.

A simple introduction is enough

Sample email

Subject: Introduction: [Company] and Northgrain Data

Hi [Name],

You mentioned that [short description of the situation]. I would like to introduce Joachim from Northgrain Data. He works hands-on with data pipelines, warehouses, modeling, and analytics infrastructure.

Joachim, [Name] leads [area] at [Company]. I will leave you both to find a useful next step.

Best,

[Your name]

Before sending

- Confirm that the contact is comfortable with the introduction.
- Share only the context you are allowed to share.
- Tell Northgrain if you want to stay involved in the first conversation.

Have a company in mind? Use northgraindata.com/partners#referral-form or email hello@northgraindata.com.