

# Enterprise Training Agreements

## Why spend more when you don't have to?

SAS Education offers customers the opportunity to pre-purchase blocks of training credits and take advantage of extra buying power. Enterprise Training Agreements (ETA's) are ideal for organisations that require ongoing SAS education and prefer to budget in advance. Purchasing an ETA takes your education investment for your staff further and ensures your budget is planned and locked in for a 12 month period.

ETA's can be used for the following education services:

- Public courses.
- Private/Group courses.
- Business Knowledge Series.
- SAS Self-Paced e-Learning.
- Local Live Web courses.
- and selected training packages.

The ETA structure is based around the number of ETA credits purchased. The more credits purchased, the greater the extra spend passed on.

SAS Education ETA training credits are valued at \$10 each. A 3 day public course for which the recommended retail price is \$2,700 will consume 270 credits. Similarly, an e-learning lesson with a RRP of \$450 will consume 45 credits. ETA credits are valid for 12 months from the date of purchase. The table below shows the standard rates for Enterprise Training Agreements.

You Spend	You Receive (credits)	Value to You	Extra Dollars	Extra Spending Power
\$10,000	1,100	\$11,000	\$1,000	10.0%
\$20,000	2,250	\$22,500	\$2,500	12.5%
\$30,000	3,450	\$34,500	\$4,500	15.0%
\$50,000	5,875	\$58,750	\$8,750	17.5%
\$75,000	9,000	\$90,000	\$15,000	20.0%
\$100,000	12,250	\$122,500	\$22,500	22.5%

### Guidelines

The ETA guidelines can be found on our website at:  
[sas.com/australia/training/discounts](http://sas.com/australia/training/discounts)  
[sas.com/nz/training/discounts](http://sas.com/nz/training/discounts)

To speak with your Education Account Manager:  
 Call 1800 727 269 (AUS) or 04 917 6816 (NZ) to speak to a SAS Education Account Manager.

For the most up-to-date information and a listing of available courses, contact your SAS Education Account Manager by phone at [1800 727 269](tel:1800727269) (AUS), [04 917 6816](tel:049176816) (NZ) or email [ed@oz.sas.com](mailto:ed@oz.sas.com).



“With an ETA, you can purchase blocks of prepaid training units at a tremendous discount, getting the most out of your training budget. If you need to train numerous individuals or take a number of different courses, consider purchasing an ETA. We guarantee your satisfaction.”

Larry Stewart  
 Vice President, SAS Education

▶▶ [sas.com/australia/training](http://sas.com/australia/training)

▶▶ [sas.com/nz/training](http://sas.com/nz/training)



## Private Training Courses

Private courses are ideal in many situations:

- If you have the numbers, private training maximises your training spend per attendee.
- You have the ability to select a standard course from our comprehensive course list, to group topics together into a customised course, to tailor the course with your own data, or to develop new course content.
- Course can be scheduled at your convenience, to suit your team's timetable, at a SAS training centre, at a third party training centre or onsite (where appropriate facilities are available).
- Hold discussions that are relevant to your team's interests in a confidential environment.

All SAS courses include presentation and software demonstrations, together with hands-on computer workshops, delivered by an experienced SAS trainer. Full printed course materials are provided aligned to the training. Venue, room setup and catering is also provided for courses held at SAS training centres.

Why choose SAS Education?

- Experience: We've provided premium-quality training for nearly three decades to half a million SAS users just like you.
- Long-term customer relationships: Because SAS' success rests on your success, we're intensely committed to serving you.
- Most relevant, up-to-date course content: Our courses are developed in conjunction with R&D, reflecting the latest in SAS technology.
- Customisable content: We can custom-design courses based on your specific requirements and can incorporate your own data into courses at an additional cost.
- World-class instructors: SAS' certified instructors are recognised for their outstanding teaching skills and often are thought leaders in their area of instruction. Most SAS instructors have earned a SAS global certification credential and undergo a rigorous internal certification, on a chapter-by-chapter basis, for each course that they teach.
- Fully integrated: SAS' Education training programmes are fully integrated into your project development life-cycle.

Get the training you need from the experts who understand your business problems.

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Pricing

### Private courses

- Private courses are an efficient way to maximise your training budget.
- Private courses are charged at a flat daily rate of \$6,600 ex GST per day.
- This entitles you to send up to twelve attendees. If you fill the class, the "per person" rate equates to \$550 per day, which is approximately 50% discount on our standard public course prices.
- Customising course content or data may be additional to the prices above. If so, SAS will detail this in the proposal prior to finalising training details.

### Additional attendees

Unless otherwise agreed, we cap our courses at 12 people for quality teaching purposes.

Prices are valid until 31st December 2013.