UPDATE FROM SAS

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Building Customer Value

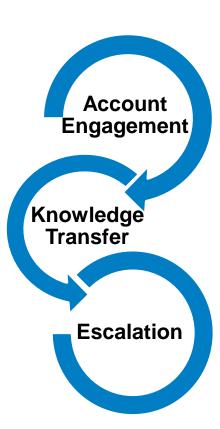
Better understand how customer is using our software & help get maximum value

Customer Retention

- Organize Lunch and Learn sessions, workshops, WebEx events
- Provide Awareness of SAS Training Courses
- Escalate Tech Support tracks
- Migration & modernization, ex to SAS 9.4

SAS Community

- Provide Awareness of SAS Events such as Regional/Industry User Groups
- Set up an In-House User Group
- Build Online Community with SAS blogs, LinkedIn Groups, etc.







TRAINING RESOURCES

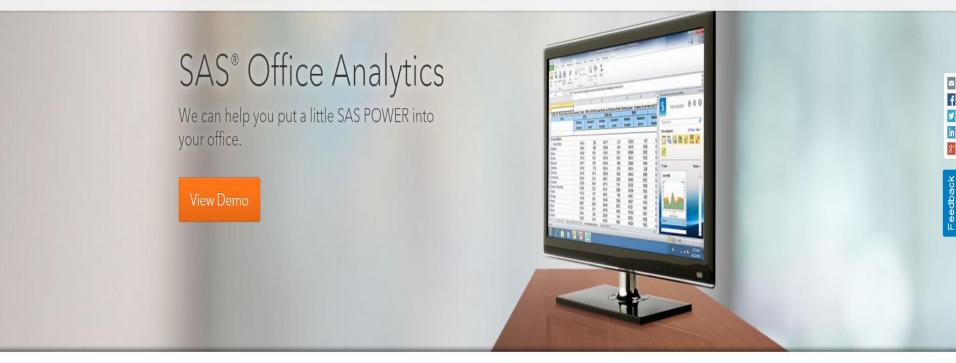
- <u>e-Learning Schedule</u> connects you to all scheduled e-learning courses.
 - **Note that Statistics 1 and Programming 1 are free for all!
- <u>Free Tutorials</u> connects you to free tutorials provided by SAS for users and administrators that cover a
 variety of topics from Reporting, Analytics, Business Intelligence, etc.
- SAS On-Site Training for training at SAS sites across Canada. Hands-on, classroom training with SAS educators.
- Loyalty Webex Training. 1 hour sessions for various SAS solutions/topics.

Custom On-Site Training (by request)

Microsoft Word Document

NEW WEBSITE LET'S HAVE A WALKTHROUGH

• SAS Canada Corporate Site



Don't settle for simplistic data analysis in Excel. Put powerful business intelligence capabilities within the reach of anyone. With minimal IT support. Access and share accurate, fact-based information. Enjoy greater collaboration and better-informed decision making.



From Office Analytics to Visual Analytics

Complimentary Online Demo



View the online demo of how SAS helps your business increase efficiency, collaboration; and helps you make better decisions.

Demo One — Accessing Your Data:

How do you get your data from Excel and into SAS... with SAS® Office Analytics — that's how! Watch this "behind-the-scenes" look at how to access your favorite data source and what you need to set-up a point-and-click environment to analyze large amounts of data and view results of SAS analyses directly in familiar Microsoft Office applications, including Excel, PowerPoint, Word and SharePoint.

Special Report

If you want to know what sets analytical-driven companies apart from the rest?

Check-out this MIT Sloan Management report that provides an in-depth look at Analytical Innovators, including their beliefs, practices and outcomes.

View Demo One

Demo Two — From Excel to Excellent:

Deliver the power of SAS from an easy-to-use, point-and-click Windows interface. SAS® Enterprise Guide is a point-and-click, menu and wizard-driven tool that empowers users to analyze data and publish results. This session provides fast-track learning for quick data analysis, generating code and shared processes for productivity and how to speed your ability to deploy analyses and forecasts in real time — with a specific focus on recency, frequency and monetary (RFM) analysis.

View Demo Two

Demo Three — It's Like Having a Crystal Ball:

This session offers a view of SAS® ETS — recognizing that economic and market conditions, customer demographics, pricing and marketing activities can all affect your organization, see how you can use econometric, time series and forecasting techniques to understand those factors and improve your strategic planning and how you can use SAS® Enterprise Guide to deliver the power of SAS from an easy-to-use, point-and-click Windows interface.

View Demo Three

Demo Four — Explore the Possibilities:

Analytics you can explore all relevant data quickly and easily. You can look at more options, uncover hidden opportunities, identify key relationships and make more precise decisions faster than ever before. Self-service, ad hoc visual data discovery and exploration put lightning-fast insights within everyone's reach. Whether you're a business user with limited technical skills, a statistician or a data scientist, do-it-yourself visual analytics are at your fingertips along with self-service BI.

No matter the size of your organization — or how big your your data — with SAS® Visual

View Demo Four

OFFICE ANALYTICS ASSETS

- 'Moving Beyond Spreadsheets' White Paper
- SAS Office Analytics <u>Demos</u>
- SAS Canada Community (Coming Soon)
 - Video Interview
 - Blogs
 - Live chat session?
 - Discussion Group



SAS ANALYTICS U

Meet SAS® Analytics U

The go-to place for all you need to know about teaching and learning SAS



Features

- An intuitive interface that lets you interact with the software from your PC,
 Mac or Linux workstation. Learn more about SAS Studio.
- A powerful programming language that's easy to learn, easy to use. Learn more about Base SAS.
- Comprehensive, reliable tools that include state-of-the-art statistical methods. Learn more about SAS/STAT.
- A robust, yet flexible matrix programming language for more in-depth, specialized analysis and exploration. Learn more about SAS/IML.
- Out-of-the-box access to PC file formats for a simplified approach to accessing data. Learn more about SAS/ACCESS.



WHY?

Professors and Teachers

SAS University Edition has a lot to offer:

- Free SAS software to use in statistics and quantitative methods classes in a variety of areas: economics, psychology and other social sciences, computer science, business, medical/health sciences, engineering, etc.
- Free teaching and curriculum development materials everything you need to teach a course using SAS.
- Statistical software that works the same on PCs, Macs or Linux workstations, so traditional barriers to students, like cost and operating system, are a thing of the past.
- An online community for SAS academic users where you can interact with each other, get support, access SAS resources, etc.

Students and Learners

You've got a lot to gain from SAS University Edition:

- Free SAS software you can use in introductory to advanced-level statistics and quantitative methods classes, or in self-directed learning.
- Highly sought-after analytical skills that will be in demand by employers around the world.
- Free video tutorials that will teach you the basics of SAS programming and statistical analysis.
- A fun interactive community for SAS academic users, where you'll find forums, software support, instructional videos and more.
- A consistent user experience across all applications, whether you're working on a class project or doing self-study.



ANALYTICS U SUPPORT

Access to SAS software is just the beginning.

In addition to world-class analytical software, SAS Analytics U also offers a variety of resources and ways to connect with fellow SAS Analytics U-sers (See what we did there?).

Join our online community to access additional resources for teaching, learning and research, such as:

- Free e-learning resources and tutorials, including SAS Programming 1 and Statistics 1.
- Opportunities to connect and share in online forums for teaching and learning.
- Access to the SAS Analytics U Facebook page, LinkedIn group and YouTube playlist.

Join our online community





SAS* Global Forum 2015 offers four days of learning and connection with the best and brightest SAS users and experts from around the world.

Call for content is open through Oct. 21 - learn more and submit now.

Hot Topics for 2015

We're always looking to increase the breadth and depth of information that presenters share with fellow attendees. While we're interested in all types of content every year, here are a few areas we'd definitely like to see represented on the 2015 conference agenda:

- · Topics for SAS administrators.
- · Getting started with SAS.
- · Use of analytics in sports.
- Visual analytics.
- Cloud computing techniques.
- · Big data.
- Master data management.

For a complete list of topics, click here.

If you have questions about content submission, please send us an email.

WEBINARS

- SAS/IT Modernization Webinar Series
 - Episode 1 (On Demand) Ask An Architect: the True Value of Analytics
 - Episode 2 (On Demand) Optimizing & Controlling Costs in Your Environment (Grid & HPA)
 - Episode 3 (On Demand) Bringing Analytics to the Masses via Data Visualization



WEBINARS

Information Management Series for Provincial Governments

- Part 1- It's All About the Data: Evidence-Based Decision Making in the Public Sector
- Part 2 Managing Public Health Information to Protect Citizens
- Part 3 Citizen Registries Creating and Managing Data for the Common Good

Analytics for Public Sector

- Part 1 Predictive Analytics: Govern the future with the power of analytics
- Part 2 The Power of Health Analytics: Informed decisions, improved outcomes
- Part 3 Achieving Effective Service Delivery and Operational Efficiency in Social Services
- Part 4 Improving Education Using Predictive Analytics



WEBINARS

- Making Big Data Smaller
 - Episode 1 Big Data in a Small World: A Panel Discussion
 - Episode 2 Big Data Analytics: The Art of the Possible
 - Episode 3 How Hadoop Fits in a Data Warehouse World
 - Episode 4 The Lonely Data Scientist: The People Side of Big Data
 - Episode 5 <u>Big Data Governance and Management</u>
 - Episode 6 Gear Up for the Big Data Journey



Customer Value Award

The Customer Value Award has been created to honour and reward an individual for their ongoing support in their local SAS community. The recipient of the award will receive a trip to **SAS Global Forum** (formerly SUGI) including: return airfare; hotel for up to 3 nights; registration costs; and an award to be presented at a special dinner at SAS Global Forum.

Examples include people who informally assist their peers, user group involvement or anyone who goes beyond the call of duty to assist SAS usage. See the bottom of the page for the 'Customer Value Award Hall of Fame'.

Nominations will be reviewed by a team of SAS employees from a variety of locations across the country. The following criteria must be adhered to in order for nominations to be valid:

Nominators and nominatees may be contacted in the future for follow up by the Customer Value Team regarding the nomination.

For more information or clarification on any of the above, please contact the Customer Value Team at cvp@can.sas.com

Please fill out the form below and submit it. (If you prefer, you can print it, fill it out, and fax it to 416-363-5399, Attn: Customer Value Team).



THANKS
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