



Public Sector

SAS® Strategic Performance Management

Turn strategies into action to achieve long term success

Military departments and agencies within the U.S. Department of Defense are under increasing pressure to take a holistic view of the organization and to integrate performance and budget data. In addition to the President's Management Agenda and the Office of Management and Budget, which both identify budget and performance integration as a key initiative, the Department of Defense's Business Management Modernization Program calls for Department of Defense organizations to focus on strategic planning and budgeting. Primary focus areas include:

- Obtaining a "green" score for budget and performance integration on the President's Management Agenda scorecard.
- Linking budget requirements and resource decisions to organizational performance.
- Streamlining the planning, programming and budgeting cycle.
- Providing more accurate resource estimates that are tied to cost modeling techniques.
- Effectively communicating and executing a performance management strategy.
- Delivering complete and accurate performance reports in a timely manner.

To meet these challenges effectively, military departments and agencies within the Department of Defense must enhance communication and the sharing of information within and across organizations. SAS provides a life cycle approach to address the evolving need of organizations to not only manage

data but also to analyze, report and share information and results. As part of this life cycle approach, SAS enables organizations to implement successful performance management strategies by creating:

- **Information.** Manage information throughout the organization to ensure a single, comprehensive view of relationships and data across departments, functions and organizational systems.
- **Context.** View and understand the context of information through advanced analytics, reporting and performance management.
- **Collaboration.** Manage integrated efforts across diverse organizational units and collaborate to generate and communicate intelligence about the organization.

Ensuring a return on investment

SAS Strategic Performance Management enables Department of Defense organizations to share information and collaborate to deliver a successful performance management strategy that serves constituents while also improving productivity, performance and quality. SAS Strategic Performance Management allows organizations to combine concepts and strategies such as a balanced scorecard, Baldrige or Six Sigma methodology, as well as any customized framework. By using SAS, organizations can:

- Track, measure and execute strategy.
- Create and maintain a map of key performance indicators.
- Share information across the organization and via public portals.



- View quality control metrics.
- Create a single version of the truth by automating and combining disparate data systems in a central measurement repository.
- Leverage intellectual assets and analyze data in innovative ways to anticipate trends and opportunities.
- Provide robust reporting and analytics for focused operational or tactical performance measures that affect larger organizational strategies.
- Integrate cost data with organizational performance measurements.

A flexible framework for aligning strategy to reach your goals

SAS Strategic Performance Management relies on an open, extensible framework – the component-based SAS Intelligence Architecture. By integrating and augmenting current technologies and resources, this flexible framework makes the most of existing operational infrastructures, scales with growing enterprises and adjusts to meet the changing needs and goals driven by performance management. Our intelligence architecture includes the following components to deliver SAS' industry-leading solutions:

Information:

- *Data integration.* SAS has long been the acknowledged leader in data integration. Our capabilities include data cleansing, organization and management utilities to build a data model that ensures the highest integrity. Our award-winning solution facilitates enterprise data management to establish a single, compre-

hensive view of data across departments, functions and agencies. SAS data warehousing combines seamlessly with analytics and business intelligence applications to create and deliver the information needed for successful performance management. SAS maintains the integrity of information by monitoring data quality and providing enrichment capabilities.

Context:

- *Reporting and analysis.* Among the core strengths of SAS, our advanced analytics provide power unmatched by any other vendor. SAS helps Department of Defense organizations analyze information and identify trends, allowing them to optimize organizational performance. SAS' analytic intelligence capabilities enable organizations to draw real intelligence from volumes of raw data, fueling new discoveries and more accurate forecasts.
- *Activity-based management.* Departments and agencies must determine and manage the costs of implementing their programs. SAS' Activity-Based Management provides a complete modeling environment to analyze data from transactional systems and to compare relevant information for better decision making. It also supplements the operational planning process – bridging the gap between what you want to accomplish and what you can accomplish.
- *Performance management.* SAS Strategic Performance Management is an integral piece of the framework

as it ensures organizations can track key performance indicators that pinpoint strengths and opportunities to improve.

Collaboration:

- *Knowledge management/public portal.* Department of Defense organizations must manage information across a wide array of departments and functions, while collaborating to derive knowledge and communicate their performance with greater transparency. SAS provides a portal that enables collaboration and the sharing of information with appropriate internal and external audiences.

Implementation methodology

At SAS, we believe every implementation represents a technology partnership, not simply a consulting job. We guarantee SAS' methodology will work as defined to solve a specific business problem. Our implementation approach succeeds because it is grounded in four key principles directly aligned with the Information Technology Reform Act's Raines' Rules:

- Proof of concept/pilot.
- Iterative deployment.
- Integration and augmentation.
- Ease of use.

An end-to-end infrastructure that consistently demonstrates value

With nearly three decades of proven experience, SAS is the acknowledged industry leader and innovator in analytic intelligence, data warehousing and business intelligence. SAS' integration capabilities surpass those of other vendors in making intelligence immediately accessible any time, any place and in the appropriate form.

SAS' Department of Defense clients include all military departments, the joint commands, numerous Department of Defense agencies and the Office of the Secretary of Defense.



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