



SAS® helps state government leaders make decisions for the future

Clean, quality data is the starting point in fact-based decision making. SAS can take you from the very beginning of the journey – accessing and pulling together data from multiple sources – all the way to analyzing the data in order to understand what happened and why.

In today's volatile environment, you want to monitor the present, but also look into the future, and SAS helps you do this. Determine how actions today will affect conditions tomorrow and know with certainty what the best possible result can be. SAS allows you to make better decisions, reduce uncertainty, predict with precision and select the best alternatives based on sound, clean data.

SAS serves state government in all 50 states by helping leaders make better decisions in:

- Departments of Management and Budget.
- Departments of Tax and Revenue.
- Departments of Justice.
- Offices of Homeland Security.
- Departments of Transportation.
- Departments of Commerce.
- Offices of Personnel.
- Departments of Corrections.
- Departments of Health and Human Services.
- Departments of Environment and Natural Resources.
- Departments of Education.

SAS® for State Government

Powerful, innovative ways of doing more with less

Our Value and Commitment

Tough times demand tough decisions. Imagine having the information you need at your fingertips so you can make the best possible decisions quickly – amidst mountains of data. Imagine being able to not only analyze the present, but accurately predict the future and understand the downstream consequences.

With SAS, you can make those critical decisions with confidence and clarity. A pillar of stability in the software industry for more than 30 years, SAS offers an unmatched commitment to excellence in research and development, education and customer support.

Our Promise to You

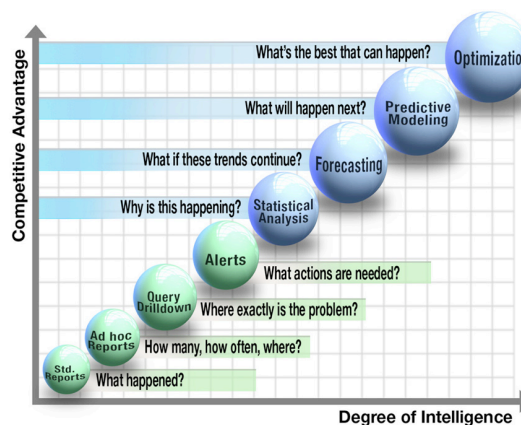
- Proven, innovative solutions that address the complex problems state governments face today and tomorrow.
- Interoperability with your current IT environment – no matter how old or new.

- Scalability to not only manage, but optimize the enormous amounts of today's prevalent data.
- Experienced professionals with deep technical and industry knowledge, who deliver excellent customer support.

Our Capabilities

For all agencies and departments across state government, SAS helps enhance decision making in a variety of areas, including:

- Finance and administration.
- Budgeting.
- Program performance and integrity.
- Homeland security.
- Emergency management.
- Fraud and improper payments.
- Courts.
- Corrections.
- Human and social services.
- Human capital planning.
- Green IT/energy conservation.
- Education.



SAS helps you understand the past, monitor the present and predict future outcomes.

SAS® Helps State Governments Make Better Decisions

Courts and Corrections

Keeping courts and budgets operating efficiently: Through quick reporting and reliable analyses, a state's Administrative Office of Courts uses SAS to pour over several years of arrest and court data, providing information to lawmakers on a variety of matters that affect taxpayers and the state's courts.

Reviewing case successes and failures to reduce recidivism: By collecting and analyzing data collected on parolees and probationers using SAS, a federal supervisory agency is able to pinpoint high-risk cases and evaluate which treatment and intervention methods work best for specific offenders.

Providing quick and thorough responses to information requests: Using SAS, a state corrections agency stores detailed information on inmates and offenders, provides access to data from other agencies and offers complete intelligence for informed decision making. Since 1996, the department has substantially increased the number of standard reports and ad hoc requests for various agencies, now responding to as many as 1,200 ad hoc requests per quarter with the same staffing levels it had in 1996.

Fraud Detection and Prevention

Identifying aberrations, abnormal behavior, duplicate and improper payments: A state department of human services uses SAS to analyze claims data for the state's Medicaid program to detect and prevent fraud.

Identifying emerging provider schemes rapidly: With SAS, a state department of healthcare and family services is able to improve care to elderly patients who are fraudulently being moved from nursing homes to inappropriate daycare or psychotherapy centers to justify billings.

Tax and Revenue

Consolidating data sources: To aid in the process of identifying under-filers who should be audited, a state department of revenue consolidated more than 20 internal and external data sources to build a data warehouse application across several divisions and bureaus. The warehouse was then used to create scores that rank order tax returns of those most likely to be under-filers, and then identify those under-filers with the highest payback potential. Since using SAS, auditors, tax specialists, supervisors and other staff can write and run reports against the data warehouse from one place instead of four different sources. Their accuracy has increased from 25 to 90 percent of selected corporate tax returns being audited, resulting in \$30 million in additional tax revenue generated in three years.

Helping tax credits become a growing policy tool: A department of revenue won the Federation of Tax Administrators award for Outstanding Research and Analysis in State Tax Administration for its Tax Credit Tracking and Analysis Program. Using SAS, the program provides revenue estimators with better information on how tax credits affect the state budget, while improving accountability to legislators and other policymakers. Data is consolidated across several different state agencies and is used to help tax credits become a growing policy tool.

Child Support Enforcement

Ensuring parents provide support to their children: A state's attorney general's Child Support Division has a joint federal, state and local enforcement program involving 54 separate state and territory systems, each with its own unique laws and procedures. SAS enables smart decision making by case-workers, helping them predict which cases will respond favorably to outreach and enforcement by analyzing data – without the help of a technical expert. The program received an award from the National Child Support Enforcement Association for collecting \$760,000 per child support employee (nearly doubling the national average of \$396,000 per employee), and collecting more than \$2.1 billion.

About SAS

SAS is recognized as one of the best companies to work for, not just in the US but throughout the world. With numerous product excellence awards and a strong financial standing, SAS is one of the most stable companies in the industry.

SAS is the leader in **business analytics** software and services, and the largest independent vendor in the business intelligence market. Through innovative solutions delivered within an integrated framework, SAS helps customers at more than 45,000 sites improve performance and deliver value by making better decisions faster. Since 1976, SAS has been giving customers around the world THE POWER TO KNOW.®

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TO KNOW.

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