



SAS' Professional Services

For more than thirty years, SAS has been partnering with our customers to help them achieve their business goals by implementing high-value business intelligence solutions.

One of our key differentiators is our people. When SAS was created, the founders realized that their only real assets were the employees, and made a conscious business decision to develop policies and a culture that would make SAS a great place to work at. Our reputation as one of the best employers means that we attract the most talented and skilled resources with strong business and technical knowledge. These resources are backed by organizational tools and assets that allow them to provide high quality service and training to our customers.

Once the details and schedule for a project are finalized, we will assemble our initial project team based on the specific skill sets required for the role(s). Depending on the scope of the project, this could include a Professional Services account manager, a project manager, a technical consultant, and the application developers. At appropriate milestones throughout the project, our team could expand to include quality assurance specialists, documentation specialists, and instructors.

Everyone assigned to a project team will have the education and experience necessary to perform their related duties. SAS strives to hire and retain the best employees in the industry. Our consultants have Bachelor's, Master's, and Doctorate degrees in such areas as computer science, statistics, operations research, and business administration. They also are experienced in detailed consulting operations, applications development, system analysis and design, and project management.

SAS Professional Services team members performing implementation services have received extensive training on SAS' offerings, practices and procedures, in addition to having delivered multiple client engagements.

Below are some examples of the types of consultants, their responsibilities and their skills that SAS would use on your SAS project or engagement.

¹ Publications include Fortune, Computerworld and Maclean's. Please refer to our corporate website for more information on our workplace awards: http://www.sas.com/awards/workplace_awards.html



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Resource	Required Responsibilities	Skills
SAS		
SAS Project Manager	<ul style="list-style-type: none"> Plan and maintain the project schedule and risk management plan for the Project Plan Co-host Project Kickoff with the customer's Project Manager Manage project scope jointly with the customer's Project Manager Coordinate and make available technical and training resources for the project Control and validate the deliverables Author the Project Definition Document Prepare Status Reports Conduct Status meetings Provide Project Closure letter 	<ul style="list-style-type: none"> Skilled in managing SAS projects Skilled in managing large teams drawn from customer's, system integrators, partners and SAS Skilled in providing business and technical options for decision making Understands stakeholder needs and priorities Skilled in steering the project towards its goals despite challenges with resources, scope and timelines
SAS Installation Consultant	<ul style="list-style-type: none"> Conduct the technical architecture sessions Install and configure SAS software Validate SAS software installation Participate in Status Meetings 	<ul style="list-style-type: none"> Skilled with installation of SAS tools and technology Skilled with OS level parameterization options Skilled with web technologies for middle and thin tier components
SAS Technical Architect (DW)	<ul style="list-style-type: none"> Architect the data mart solution Design the staging, transformation and star schema Specify the transformation logic Participate in data mapping meetings and document the field and entity level requirements Define ETL development standards Work with the customer's technical resources such as DBAs, System Administrators and Client enterprise architects Participate in status meetings 	<ul style="list-style-type: none"> Experienced with both EDW and data mart design concepts Skilled in understanding source systems, normalization and data architecture Experienced in leading technical teams and providing direction on a number of architecture issues Skilled with data issues, handling data conflicts, key generation, bridging structures, transformation process issues, batch standardization and architecture issues such as security, summarization, roll ups, dimensionality
SAS Technical Consultant	<ul style="list-style-type: none"> Participate in data mapping workshops Prepare the Requirements Document and review with the customer Build extract, transform and load batch processes Participate in testing and deployment of the data mart 	<ul style="list-style-type: none"> Strong DW background and ability to design full DW areas – staging, staging integration, ODD and load techniques Skilled with native data loaders and load optimization Skilled with data model design Hands on skills with SAS® DI Studio techniques Expertise with SAS development techniques



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Resource	Required Responsibilities	Skills
SAS Business Consultant	<ul style="list-style-type: none"> • Conduct the requirements gathering meetings/ workshop • Request information and materials on Client's business • Prepare the Requirements Document and review with Client • Participate in Status Meetings • Participate in testing of solution 	<ul style="list-style-type: none"> • Skilled with DW prioritization issues • Understands data exploitation from a DW • Excellent communication skills with DW requirement specifications from a business perspective • Good understanding of DW concepts from a business perspective
SAS Test Manager	<ul style="list-style-type: none"> • Develop the test strategy, test plans, scripts and test execution during the deployment and post deployment phases • Ensure that decisions on test cycles, defect tracking and resolution are complete 	<ul style="list-style-type: none"> • Familiarity with testing techniques and processes • Ability to manage conflicting demands from different user groups
SAS Program Manager	<ul style="list-style-type: none"> • Ensure that SAS best practices and technology options are presented to stakeholders on an ongoing basis 	<ul style="list-style-type: none"> • Expertise with SAS technology and best practices • Exposure to managing projects • Understands stakeholder needs and priorities