

Business Analytics through Partnerships

Powerful alliances with leading business and technology organizations

SAS Alliance Partner Consultants together with SAS Consultants ensure that SAS Customers always have access to critical competence and skills.

SAS Alliance Sweden

SAS highly qualified partners in the SAS Alliance represent a broad and deep spectrum of business and technically oriented skill sets & professional practices.

SAS Partners in Sweden already have more than 250 experienced SAS Consultants available to serve client needs.

SAS Sweden has launched an initiative, which will ramp up the number of trained partner consultants even further. As a result there will be over 400 trained SAS consultants available to Swedish clients.

The SAS Alliance establishes powerful relationships with leading business and technology organizations. The SAS Alliance strives to combine SAS' analytical software expertise with our partners' high-level industry and domain knowledge in order to present a complete solution offering for our joint customers. Together, SAS and our Alliance members develop, sell and deliver the most comprehensive intelligence solutions available.

The SAS Alliance builds a complementary and valuable relationship with our partners. It is designed to create new avenues for delivering and implementing SAS solutions. The alliance is derived from a network of strategic partnerships that include:

- Business consultants
- Systems integrators and consultants
- Complementary hardware, application and software providers
- Outsourcing, application and data service providers



Welcome to SAS

“In today’s economy organizations must adapt quickly to survive and thrive. SAS’ delivery model integrates partners’ and companies’ unique competence from all levels of the ecosystem.

SAS Clients will be able to compete in analytics better than ever before.”

Patric Hellgren

Head of Alliances and Channels
SAS Institute Sweden

Over 400 SAS Alliance Partner Specialist Consultants in Sweden

Every day more companies decide to address their business challenges through system support for Business Analytics. SAS Sweden is responding to this trend by launching an initiative called the SAS Alliance Partner Training Program, which will ramp up the number of trained partner consultants even further. As a result SAS Alliance Specialist Partner Consultants will increase to more than 400.

SAS Alliance Partner Training Program

Knowledge of SAS technology and solutions is a key component to success for our customers and partners. SAS has created training initiatives for SAS Partners to learn the latest technology and solutions that SAS offers.

There are a variety of partner training initiatives, including expanded global and local offerings, new training paths and a fast-track program designed to get partners up and running after just five days of in-class training.

The SAS Partner Training Program focuses on improving how SAS implementations are delivered. The program is primarily directed towards SAS Alliance Partners at the entry levels of the program.

SAS is increasingly providing key personnel to become an integral part of blended implementation teams, working alongside our partners owning specific activities, tasks and deliverables.

Building high-performance teams of this nature requires a common understanding of the principles involved and for implementation consultants to work with and learn from each other.

SAS offers new partners a quick-start training program, which allows these partners to get their Business Intelligence, Data Warehousing and Analytics consultants quickly up to speed with SAS’ powerful tools.

The SAS Alliance Partner Training Program Mission:

- Enabling true Enterprise Intelligence is the challenge that our partners are working with us to achieve.
- The aim of the SAS Partner Training Program is to enable each partner consultant to fulfill his or her potential, delivering high value projects and programs as efficiently and effectively as possible.
- The SAS Partner Training Program focuses on improving how SAS implementations are delivered. This is achieved by establishing a unique network for consultants to stimulate thinking, exchange ideas on how to best implement SAS software and also acquire industry-recognized qualifications.

Working in Partnership

SAS understands the challenges faced by SAS professionals. Whether you are implementing the SAS® Enterprise Intelligence Platform or one of our solutions, delivering on time and budget is the key.

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Building high-performance of this nature requires a common understanding of the principles involved and for implementation consultants to work with and learn from each other.

Qualifying new Partners

Enabling our partners to implement SAS software successfully is critical to our success. Projects are becoming more complex, increasingly business critical and more time-constrained.

What we need is a way for SAS professionals to share their real-life experiences, and hence reduce risk and accelerate project ROI.

SAS Alliance provides a framework for developing partner relationships between SAS and selected organizations.

The prime criteria for new partners are to understand SAS vision and strength – the power of business analytics.

Acceptance into the SAS Alliance is based on an organization's ability to meet the requirements for the program to which they have applied.

The goal of the SAS Alliance is to form long-term relationships with organizations whose corporate goals and identity complement those of SAS, benefit our mutual customers, and are mutually beneficial for SAS and the Alliance member.

The Alliance application process ensures that partner organizations meet the same high standards of market knowledge, integrity and customer satisfaction that SAS sets for itself. All applications undergo a rigorous review to ensure that joint customers receive outstanding technology and customized solutions from SAS partners.

SAS Certification and Consultants Roles

SAS Alliance members must meet the requirements of certified consultants in obtaining membership status. Certification ensures you are getting professionals who have demonstrated a high level of competency and proven proficiency in their SAS skills.

SAS offers a full portfolio of certifications designed to meet the needs of our customers and users.

The program offers both knowledge-based and performance-based credentials. The right certification depends on background, job role and goals.

SAS Alliance Partners offer the full range of competence and project roles required by SAS project Implementation methods.



SAS Alliance Partner Program

The SAS Alliance network of partners, combined with SAS software and solutions, gives organizations access to unparalleled domain, industry and technology expertise. The SAS delivery model contributes high-level business knowledge, along with functional and technical expertise, around solution areas where SAS and Alliance partners work closely together.

We align our go-to-market initiatives and center those activities around solving our collective customers' most critical business challenges.

The Alliance is built on a network of strategic partnerships that include:

- Complementary hardware, application, and software providers
- Outsourcing, application and data service providers
- Systems integrators and consultants
- Value Added Resellers

SAS Alliance Partners bring high-level business content to the mix and SAS brings functional and technical expertise around solution areas. It is the perfect leveraged opportunity for all organizations involved.

The SAS Alliance represents a broad and deep spectrum of business and technically oriented skill sets & professional practices



About SAS

SAS Institute is the leader in solutions for decision support where advanced analytics is an integrated part. SAS Institute, the world's largest privately-held software company, has an annual turnover of 10 billion Swedish crowns in 105 countries. SAS Institute since 1976 has experience of developing solutions and methods that allow large organizations to learn from their past, measure and communicate ongoing activities and, not least, create an understanding of the future.

Around the globe, SAS Institute has carried out a total of 45,000 customer installations, including 91 percent of the Fortune 500 companies.

In Sweden, SAS Institute AB was established in 1986 and currently has just over 100 employees based at the office in Stockholm, and a Business Intelligence market share of 40.1 per cent, according to Gartner.

The Swedish customers include the country's most significant companies and organizations.

For more information visit: www.sas.com/sweden



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