



SAS® SOLUTION DISCOVERY SERVICE

■ Key Benefits

- Align with your Strategic Objectives:** We will provide a vision for your Business Analytics project which aligns with your strategic objectives, business processes, existing systems and stakeholders' needs.
- Define the Optimum Solution:** We will identify the best solution for your needs, specifying both high-level design and architecture.
- Reduce Risk and Control Costs:** SAS experts are familiar with all aspects of SAS technology and can advise on the best approach to implementation. By dealing with our experts, you can be sure that you have an accurate assessment of required resources, timescales costs and risks for your project.
- Quantify and Measure Success:** We will ensure you get the best return on investment by quantifying expected benefits and defining measurable success criteria.



**THE
POWER
TO KNOW®**

Business analytics allows organisations to understand the true profitability of their customers and products, gain insight into consumer behaviour, eliminate fraud and control risk and costs.

The SAS® Solution Discovery Service helps you to form a clear vision for your proposed business analytics solution and how to achieve it. This means you can embark confidently on your project with a sound plan that manages costs and risks to deliver the right solution for your organisation.

Service description

Developing a vision and transforming it into reality is one of the biggest challenges faced when implementing Business Analytics solutions.

The SAS Solution Discovery Service, provided by experienced SAS consultants, will lead you from the business objectives of your project, through an exploration of the business and technical issues, to a high-level design for an innovative solution that will deliver real benefits to your organisation.

Our experts will then work with you to structure your project, define the scope, success criteria, likely effort and the best approach to let you to move forward with confidence.

Service activities

Over the course of the exercise, SAS consultants will:

- Identify the key business objectives required by your key stakeholders
- Understand your existing IT and business environment. This will include business processes, organisational structure, business plans, information management, and user skills profiles. The technical stream will consider existing systems, IT architecture, standards, processes, data flows and data quality
- Drawing on experience of other organisations and in-depth knowledge of business analytics, SAS consultants will develop ideas for a solution and discuss these with you
- At the end of this process, we will provides you with a comprehensive report detailing project objectives, business benefits, scope, high-level solution design, project plan and an estimate of work effort
- Our consultants will then help you develop a formal business case including a cost benefit analysis to secure budgetary approval.

Service deliverables

Once the service is completed, SAS consultants will provide you with a Solution Discovery Report detailing:

- High level business and system requirements
- A Key Performance Indicator (KPI) baseline plan
- Project objectives
- Initial project scope
- High level solution architecture
- Provide an assessment of the changes required by the business
- Risks and issues
- A strategic roadmap
- An initial high level project plan
- An estimate of effort based on an initial work breakdown structure
- An initial cost/benefit analysis (ROI).

In addition, and at no extra cost, we will provide a proposal for undertaking the work. If our proposal is accepted, we will draw up a project charter defining governance and methodology.

Estimated duration

Although duration will vary in line with the needs of your particular project, most Solution Discovery exercises take approximately three to six weeks. Typically around half to two-thirds of this time would be spent at your site with the remainder used for preparation, analysis and write-up.

Estimated price

Price depends upon various factors: level of effort, required skills or expertise and market demands. Contact your SAS Account Manager to determine the estimated price and duration of this service, and for more information about related services. All travel and expenses are additional.

■ The SAS Advantage

We understand and can apply SAS technology better than anyone else. Our development expertise spans three decades, and our experience with customers around the world is unrivalled. You can rest assured that with every engagement, our methodologies and best practices will deliver tangible results for your organisation.

Now, with the SAS Solution Discovery Service, we can provide you with a comprehensive report detailing the costs, effort and benefits entailed in your Business Analytics project.



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