



SAS Consulting®



SAS® / ThotWave® Contract Research Organizations Modernization Service

Value Proposition

Through this service, SAS® and ThotWave® will guide Contract Research Organizations (CROs), who are long-time SAS users, through a SAS technology modernization process, which launches the company into the latest version of SAS software with an optimized configuration. Taking advantage of the latest technology, we help CROs move from a high-maintenance environment to a metadata managed environment based on the SAS®9 platform as well as introduce new capabilities that can streamline the clinical trials process.

Service Description

Our service begins with a pre-assessment phase followed by an assessment which then leads to a formal implementation phase. During the assessment phase, we will conduct in-depth group discussions and interviews with your key personnel to gather information on business drivers, processes, data sources and IT environments. With a clear picture of your current environment and your anticipated business intelligence needs, SAS and ThotWave consultants will help you create a vision of your target architecture and lay out a roadmap that takes pragmatic, measured steps to achieve the vision — within budget and on schedule. Jointly defined success factors will be in place to measure success in both objective and subjective terms.

Key Benefits

Expert analysis of current SAS usage — pinpoint existing environment shortfalls with computational load, process efficiency, wasteful licensing fees, outdated methods, and ineffective personnel load balancing.

A clear technology upgrade roadmap — understand the value of optimizing or upgrading SAS configuration and SAS usage within the organization together with the specific implementation plan to do so.

Access to expertise — experienced consulting resources, proficient in solving the challenges of a CRO, collaboratively implement and validate the migrations from older versions of SAS to the SAS®9 Enterprise Intelligence Platform, as well as customizing and optimizing the solution for your unique CRO needs.

Service Activities

This service consists of three steps to accomplish your goals:

- **Pre-Assessment** — Discussions to determine roles, size and high-level understanding of business processes involved.
- **Assessment** — Collaborative meetings and interviews with key people and groups within the organization. The assessment recommends a solution architecture and optional approaches for implementation. A results document will be produced, presented and discussed.
- **Implementation** — Collaboratively prioritize and implement the roadmap generated from the Assessment step.



Service Deliverables

A Findings Document will be created as a result of the assessment phase of this service. We will present our method of analyses, findings and recommendations to your project team. The following information will be included:

Findings Document

- Assessment
- Business Goals and Objectives
- IT Goals and Objectives
- Current State
- Symptoms Indicating Change (Opportunities for Improvement)
- Future-State Goals, Assumptions and Constraints
- Identified Risks
- Recommendations
- Proposed Implementation Options

The Findings Document is then used to collaboratively develop a Project Plan that defines the remainder of the service. All the above will be documented and may also be presented at an Executive Briefing if desired.

A SAS®9 platform will be implemented in accordance with the Project Plan.

Estimated Duration

The approximate duration is to be determined based upon specific customer requirements. For planning purposes, an estimated elapsed time of 4-6 weeks is assumed, including deliverables. Services are performed onsite or offsite, as needed. For large or complex organizations, total elapsed time could be longer.

Estimated Price

Price depends upon various factors: level of effort, required skills or expertise, market demands and business strategy. Contact your Account Executive 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®/ ThotWave® Advantage

Built on nearly 30 years of SAS leadership, and backed by unparalleled service and support, SAS®9 sets a new standard in integrated software offerings. SAS has eliminated the complexity of sharing data and applications across your organization. Now targeted interfaces align to every individual skill level, providing intelligence in just the right business context. SAS®9 is a single, scalable platform providing a consistent, rewarding user interface experience. Find out how this level of intelligence integration affects your business — and your competitive advantage.

No one knows SAS technology and solutions better than SAS. Our expertise ensures that every implementation follows defined methodologies, best practices and delivers tangible results. A long standing and trusted partner, ThotWave® has a rich history in clinical research — working at the juncture of business and technology specifically in bioinformatics for the past decade. To capitalize on our joint experiences with Contract Research Organizations and clinical trials, SAS and ThotWave joined forces to deliver timely and efficient expertise, guidance, and service.

The SAS®/ ThotWave® CRO Modernization Service combines the very best of technology, solutions, and unparalleled industry knowledge and experience for a streamlined experience with quality results. Together, we can deliver a repeatable and reliable service that both ThotWave and SAS stand behind with confidence.



World Headquarters
and SAS Americas
SAS Campus Drive
Cary, NC 27513 USA
Tel: (919) 677 8000
Fax: (919) 677 4444
U.S. & Canada sales:
(800) 727 0025

SAS International
PO Box 10 53 40
Neuenheimer Landstr. 28-30
D-69043 Heidelberg, Germany
Tel: (49) 6221 4160
Fax: (49) 6221 474850

www.sas.com