

PATRIC HELLGREN
STRATEGIC PARTNERSHIPS & BUSINESS DEVELOPMENT
TEL: + 46 (0)8 5221 70 51
PATRIC.HELLGREN@SAS.COM

| Era | 1.0: Traditional Analytics | 2.0: Big Data | 3.0: Data Economy |
|--------------------------|--|---|---|
| Timeframe | Mid-1950s to 2000 | Early 2000s to Today | Today and in the Future |
| Culture, Ethos | Very few firms "compete on analytics""we know what we know." | Agile, experimental, hackingnew focus on data-based products and services for customers | Agile methods that speed "time to decision"all decisions driven (or influenced) by datathe data economy |
| Type of analytics | 5% predictive, prescriptive95% reporting, descriptive | 5% predictive, prescriptive 95% reporting, descriptive (visual) | 90%+ predictive, prescriptive Reporting automated commodity |
| Cycle time | Months ("batch" activity) | An insight a week | Millions of insights per second |
| Data | Internal, structuredvery few external sources available or perceived as valuable | Very large, unstructured, multi- sourcemuch of what's interesting is externalexplosion of sensor data | Seamless combination of internal and externalanalytics embedded in operational and decision processes tools available at the point of decision |
| | "data" | "Big Data" | "Data Economy" |
| Technology | Rudimentary BI, reporting toolsdashboardsdata stored in enterprise data warehouses or marts | New technologies: Hadoop, commodity servers, in-memory, machine learning, open source"unlimited" compute power | New data architecturesbeyond the warehouse New application architecturesspecific apps, mobile |
| Organization & Talent | Analytical people segregated from business and IT"Back Room" statisticians, quants without formal roles | Data Scientists are "on the bridge"talent shortage notededucational programs on the rise | Centralized teams, specialized functions among team members, dedicated funding Chief Analytics Officers recognized training, education programs |



HIGH PERFORMERS ARE ABLE TO REALIZE OUTCOMES BETTER USING ANALYTICS



Low Performers

Focus on Data to Insights

- Only one in five invest at a high level in analytics and only one in 10 expect this to increase significantly in the next three years
- Less than half manage talent from end-toend; just over half use a multi-faceted approach; few are willing to acquire talent
- Only one in five use seven or more types of data in their analysis; less than half use advanced analytical techniques
- One third or fewer embed analytics into the decision process and struggle with decision making

Source: Accenture/MIT High Performance Analytics Study, May 2014

High Performers

Focus on Insights to Actions

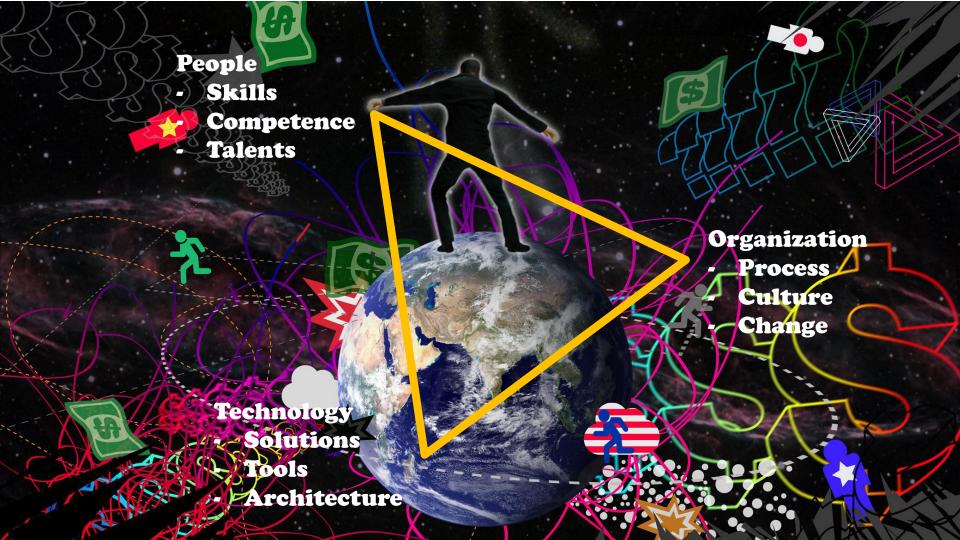
- The majority invest considerably in their analytical capability and this is expected to significantly increase over the next three years
- Nearly all manage talent from end-to-end and four out of five source talent using a multifaceted approach; more than twice as many high performers are willing to acquire talent compared to low performers
- Majority use seven or more types of data in analyses; four out of five use advanced analytical techniques
- Four out of five embed analytics into the decision process

90% or more High Performing companies are satisfied with the contribution analytics has made to

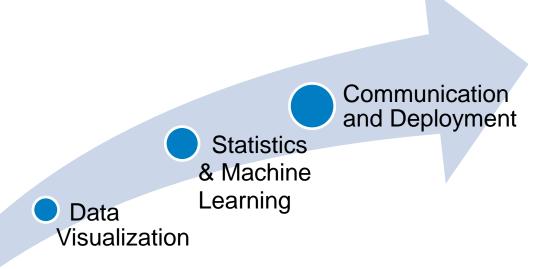
- financial performance
- strategic direction
- addressing growth opportunities
- informing critical decisions and
- managing risk

compared with 39% of low performers (on average)





FOR THE 21ST CENTURY WORKFORCE





Big DataManagement



Data Scientist: The Sexiest Job of the 21st Century

by Thomas H. Davenport and D.J. Patil

Who Are These People?

If capitalizing on big data depends on hiring scarce data scientists, then the challenge for managers is to learn how to identify that talent, attract it to an enterprise, and make it productive. None of those tasks is as straightforward as it is with other, established organizational roles. Start with the fact that there are no university programs offering degrees in data science. There is also little consensus on where the role fits in an organization, how data scientists can add the most value, and how their performance should be measured.

The world needs more Data Scientists

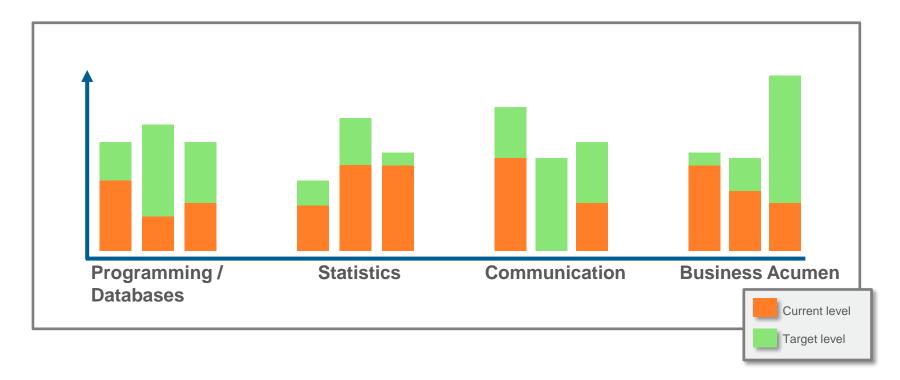
Harvard Business Review

The shortage of data scientists is becoming a serious constraint in some sectors.

More than anything, what data scientists do is make discoveries while swimming in data. It's their preferred method of navigating the world around them. At ease in the digital realm, they are able to bring structure to large quantities of formless data and make analysis possible. They identify rich data sources, join them with other, potentially incomplete data sources, and clean the resulting set. In a competitive landscape where challenges keep changing and data never stop flowing, data scientists help decision makers shift from ad hoc analysis to an ongoing conversation with data.

What kind of person does all this? What abilities make a data scientist successful? Think of him or her as a hybrid of data hacker, analyst, communicator, and trusted adviser. The combination is extremely powerful—and rare.

ABOUT A DATA SCIENTIST PROFILE





THE RISE OF CITIZEN DATA SCIENTISTS

Microsoft Azure Machine Learning

IBM Watson Analytics

SAP Lumira

SAS Visual Statistics

Angoss

Predixion Alpine

Ayasdi

Emcien

BeyondCore



- Citizen data scientists are well positioned to "drive" data-driven culture
- Domain expertise
- They can be recruited in-house as well as from many "adjacent" disciplines

- Tools Are Getting Easier to Use
- Expert Data Scientists Will Remain Rare

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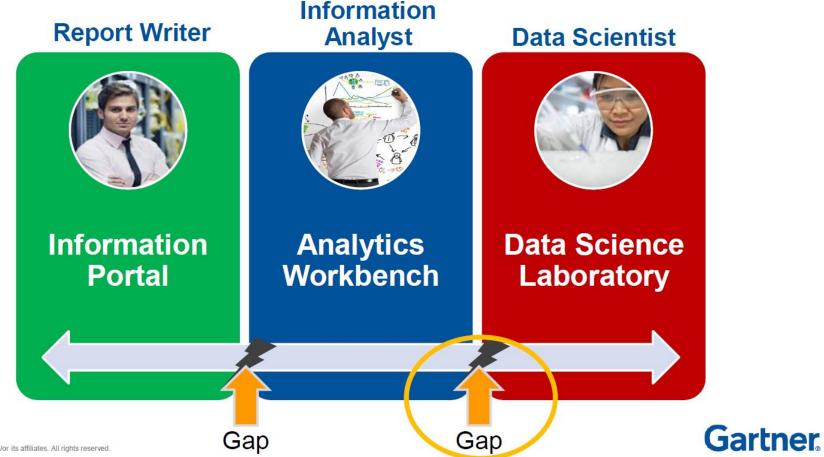
Gartner.



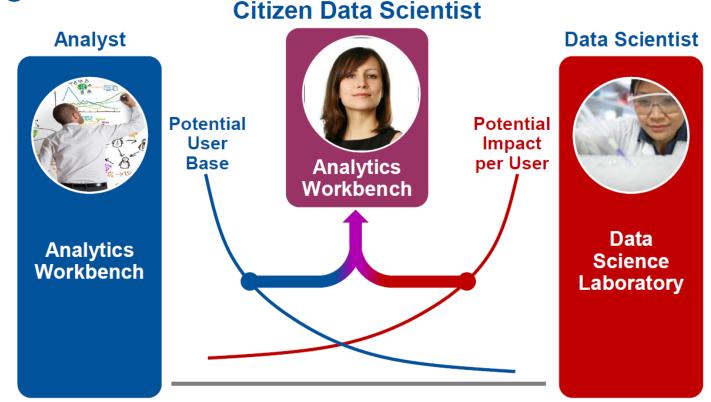
Gartner Predicts

2017: The number of citizen data scientists will grow 5x the rate of specialized data scientists

Roles in Information Exploration



A New Role to Increase the Impact of Analytics on the Organization





PROGRAMS

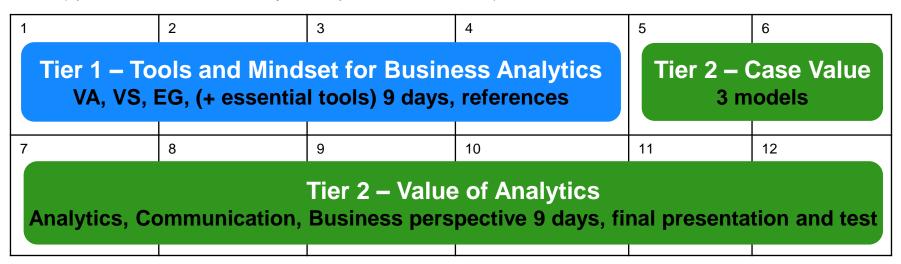
- SAS Data Discovery Scientist (18 days during 12 month)
- SAS Academy for Data Science
 - SAS Certified Big Data Professional (30 days classroom training)
 - SAS Certified Data Scientist (30 days classroom training)



SAS DATA DISCOVERY SCIENTIST

18 DAYS CLASSROOM DURING 12 MONTH I STHLM

Month (open scheduled start February and September in Stockholm)



Individual customized case program with focus on mindset of analytics, business value and communication combining classroom, eLearning and selfstudies. Access to local SAS experts, theory and practice in real life case.

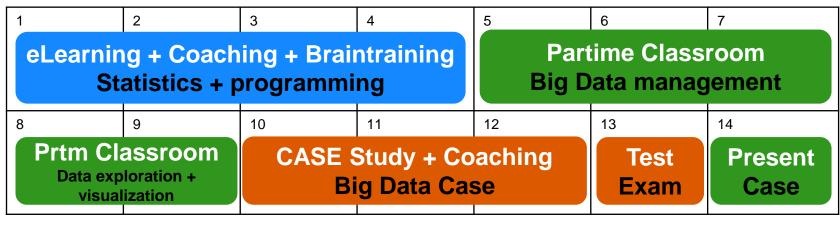




LEVEL 1: CERTIFIED BIG DATA PROFESSIONAL

Program

Weeks (company specific or scheduled courses in NL, UK, US)



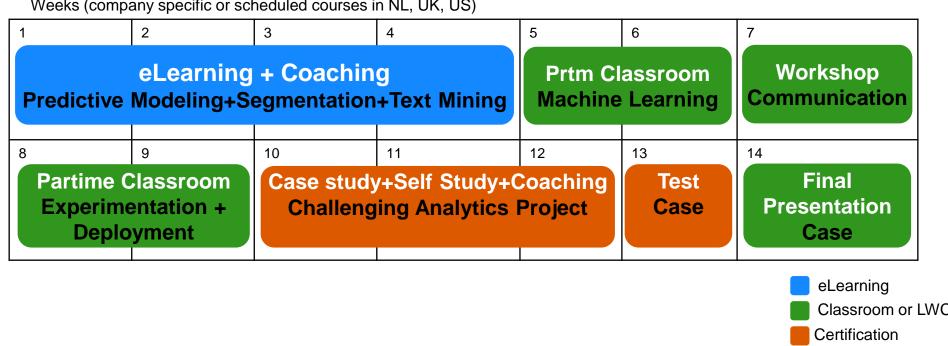




LEVEL 2: CERTIFIED DATA SCIENTIST

Program

Weeks (company specific or scheduled courses in NL, UK, US)



SAS ACADEMY FOR DATA SCIENCE

COURSES IN THE ACADEMY PROGRAM

Open Source Tooling:

R, Phyton

1. Big Data Professional

- Statistics 1
- Programming 1+ 2
- Accessing Hadoop
- Data step 2
- Descriptive and Inferential Statistics
- ANOVA, Regression, and Logistic Regression
- Working with In-Memory Data with PROC IMSTAT
- Hadoop Big Data Analysis with Pig, Hive, and SAS
- Visual Analytics
- Communicating your findings

2. Data Scientist

- Predictive Modeling (PMLR)
- Enterprise Miner and Text Miner
- Logistic Regression, Decision Trees, and Neural Networks (AAEM)
- Cluster Segmentation and Association Analysis (AAEM)
- SAS In-Memory Statistics (IMPM)
- Visual Statistics (SVSO72)
- Big Data Experimentation
- Communicating Technical Findings to a Nontechnical Audience



