Accenture and SAS   The Best in the Business

Accenture’s business solutions, powered by SAS’ pioneering analytics, help clients advance on the journey to ROI

> Positioned in the leaders quadrant for Advanced Analytics Platforms and Business Intelligence and Analytics Platforms (Gartner, Feb 2015)
> Consistently rated as a leader in Gartner’s Magic Quadrants (across 9 categories)
> Used at more than 70,000 sites in over 134 countries
> 91% of the top 100 Fortune Global list 2014 make use of SAS®

> Positioned in Leader’s Quadrant for Business Analytics Services (Gartner, Sep 2015)
> Named leader in the Business Intelligence Services in Asia Pacific by Forrester (Q4-2013)
> One of the largest global providers of BI services
> Market leader in the area of consulting and implementation
Accenture - SAS Partnership

> 15 year strategic alliance
> CEO to CEO commitment

> 2,500+ SAS-trained delivery consultants
> 12 joint offerings
> 12+ Accenture centers with SAS expertise

> 250+ projects completed
> New commercial models and flexible pricing

Shared Vision
Analytics and Big Data
High Performance Computing
Cloud
Internet of things
State of the Art Technology Labs

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SAS and Manufacturing

Over 2000 Manufacturing Customers in more than 54 countries

- Automotive, Aerospace, Chemicals, Consumer Products, Hi-Tech, Industrial, Metals, and White Goods
- 47 of Fortune Top Global 50 Manufacturers
- 24 of the Gartner Global Supply Chain Top 25

<table>
<thead>
<tr>
<th>Sector</th>
<th>Customers</th>
<th>By Country</th>
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<tbody>
<tr>
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</table>

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SAS and Manufacturing

**Analytically driven trends**

Quality is what customers think it is. We no longer control our brand in this rapidly changing digital world.

Margin is destroyed by: wrong product, wrong place, wrong time.

Inside your company, outside your company, the real world, the virtual world....

New Realities

Customer Driven Quality

Balancing Demand and Supply

Data, data and more data

Customer Insights

After Market Service

Find the most profitable growth, take the best actions, maximize cross-business impact

Profitability and retention is very much dependent on what happens after the sale.
SAS provides Approachable Analytics – Bridging the gap between IT and business

- Scalable to all your data
- Interactive and Visual Reporting
- Analytical Data Exploration
- Analytical Modeling
Approachable Analytics removes the barriers of traditional approaches

Scarcity of analytical skills
The need to grow analytical talent from within

Tools that aren’t right for the job
Learning curve to create, share and collaborate

Disjoined, inefficient workflow
How can you fail fast & learn to refine quickly
Approachable Analytics – What does SAS provide and look like today?
SAS and Manufacturing

SAS Value Chain

**Value Drivers**

- Reduce Procurement Spend
- Improve Cost of Quality
- Improve SLA Compliance
- Increase Asset Utilization
- Reduce Cost of Quality
- Improve Forecast Accuracy
- Improve Inventory Turns
- Grow Revenue
- Improve Order Fulfillment Rate
- Grow Revenue
- Reduce Cost of Service
- Improve SLA Compliance
- Grow Service Revenue
- Improve Parts Inventory Turns
SAS and Manufacturing

IOT / Connected Device Example – Heavy Truck Manufacturer

- 40,000 trucks in North America transmitting data from on-board sensors every 5 minutes
- Telematics data were integrated with warranty claims, GPS, and other data sources
- Analytics used to isolate signals and drive decisions
SAS and Manufacturing

Results

1. On-Road Diagnosis
   - Reduced warranty cost 50% per repair
   - Reduced diagnostic time 70% per repair
   - Increased customer uptime by 10% per repair
   - Innovated a new, optimized way of working between the OEM and dealer network

2. Campaign Reduction
   - Reduced disruption of customer operations by 25%
   - Reduced warranty cost of the software update by 25%
   - Innovated a new, optimized way of working between the OEM and dealer network

3. Predictive Maintenance
   - Address critical repairs before failure occurs
   - Increase uptime by 30%
   - Accelerate root-cause analysis by 25%
SAS and Manufacturing

SAP HANA In-Memory Solution

TURNING A POWERFUL PLATFORM INTO THE BEST-OF-BREED ANALYTICS ENGINE

SAS in HANA

SAP HANA

SAS Embedded Process (EP)

SAS Predictive Models

SAS Algorithms

Shared memory

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# SAS and Manufacturing

## Joint Capabilities and Focus Areas

### RESOURCES AND CREDENTIALS

- >2500 SAS Trained Resources Globally (cross sector)
- SAS project and managed service experience within the Barcelona Supply Chain CoE
- SAS project and managed service experience within the Customer Analytics CoE
- >10 Client Credentials and Case Studies across the SAS for Manufacturing Value Chain

### JOINT OFFERINGS

- Demand Driven Production Optimisation Managed Service (Barcelona)
- Joint Internet of Things Offering in Development
- Customer Analytics CoE managed service offering

### DEMONSTRATION CAPABILITIES

- SAS SAP HANA demonstration capabilities and use cases loaded into Frankfurt SAP HANA Innovation Centre
- SAS demonstration capabilities and use cases being added into Accenture Analytics Frankfurt Innovation Centre

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BUSINESS ISSUE
- The SAS® platform provides today the analytical capabilities required by the local BU, and it will be maintained as the local solution, complementing the capabilities delivered by the Central Template.
- Strengthen its core business and to help it expand into new markets and provide innovation for customers using analytics.
- Optimization of the supply chain and sales network.
- Monitor and increase promotional effectiveness.

SOLUTION
- Accenture leveraged the importance of SAS advanced analytics across the company by showing the relevance of a managed service solution to Nestlé’s top management.
- The solution delivers an innovative, business-oriented service model, based on a platform of baseline services (defined by proper SLA) to help Nestlé Italiana leverage the analytic capabilities for planning, analyzing and executing its core commercial processes.
- SAS solutions provided advanced analytics functionalities that the competitors’ platforms lacked.
- Accenture worked with SAS to produce POCs to show to Nestlé’s top management – critical to winning the business.
- A range of analytic solutions hosted by Accenture across the sales and supply chain will enable Nestlé to:
  - Determine suitable KPIs for the sales network to perform the maximum level of detail analysis, thus optimizing both supply chain and distribution.
  - Monitor and manage the orders and the portfolio activities.

RESULTS
- Service-level improvement for the business.
- Overall total cost of ownership (TCO) decrease for Nestlé Italiana.
- Capability to respond quickly to business changes.
- Increase promotional effectiveness connected with the customer’s discount.
- Enable the IT department to achieve full compliance with corporate guidelines and meet the company’s business needs

WHAT WAS SOLD
Licenses sold to Accenture to deliver the services for Nestlé Italiana:
- SAS® Supply Chain Intelligence Center,
- SAS/STAT®, SAS/ACCESS® Interface to R3
- Demand Planning/Forecasting Joint SAS and Accenture Offering
Accenture and SAS Recent Manufacturing Wins

<table>
<thead>
<tr>
<th>Client</th>
<th>Functionality</th>
<th>Region</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tata Motors</td>
<td>Supply Chain Forecasting</td>
<td>AP</td>
</tr>
<tr>
<td>Chrysler Group</td>
<td>Supply Chain Forecasting</td>
<td>Americas</td>
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<td>Claro</td>
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<td>Birra Peroni</td>
<td>Forecasting</td>
<td>EMEA</td>
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<tr>
<td>Nestle</td>
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<tr>
<td>UCB Pharma</td>
<td>Master Data Management</td>
<td>EMEA</td>
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</tbody>
</table>
Our Team Key Contacts

We have a strong global team ready to support you

SAS
- Remco den Heijer (remco.den.heijer@sas.com)
- Joe Hegarty (joseph.hegarty@sas.com)
- Brian O’Rourke (brian.orourke@sas.com)
- Ron Fonseca (ron.Fonseca@sas.com)
- Eric Kong (eric.kong@sas.com)
- Steven Smith (steven.smith@sas.com)
- Cynthia Rowe (cynthia.rowe@sas.com)

Accenture
- David Schwartz (david.schwartz@Accenture.com)

Global and EALA:
- UKI:
- Americas:
- APAC:
- Offerings:
- Enablement: