SAS Cloud Strategy Update

For Partners: December 2017

Copyright © SAS Institute Inc. All rights reserved.

Vision & roadmap

Purpose & legal disclaimer

- Subject to the disclaimers below, the goal of this document and presentation is to share SAS product direction to support your business and technology planning.
- Legal Disclaimers:
  - Please note that roadmap information aims to outline general product direction and should not be relied on in purchase decisions.
  - The delivery and timing of any future functionality described for our products is subject to change without prior notification.
  - Information regarding potential future products is not a commitment or obligation to deliver any code or functionality, and in no way represents contractual obligation by SAS.

Copyright © SAS Institute Inc. All rights reserved.

Copyright © SAS Institute Inc. All rights reserved.

Agenda

- Level Set – where are we now ?
- Where are going – what's the strategy
- A Case Study
- What does this mean for partners
- Input from you as partners
- The final ask

Copyright © SAS Institute Inc. All rights reserved.

Where are we now

With SAS V9

- SAS can use AWS (Azure, Google etc) as infrastructure as a service (IAAS)
- SAS supports container technology like Docker, and has packaged support
- SAS Customers have already setup in production on AWS including :
  - Automated scalability and guaranteed high availability
  - Simplified installation, configuration, and maintenance
  - they have scripted this using tools like 'Puppet' to automate this deployment
  - Customer then 'admins' this themselves
- SAS can help and advise of best practices.
- Our internal hosting option includes a strong AWS presence.

Copyright © SAS Institute Inc. All rights reserved.

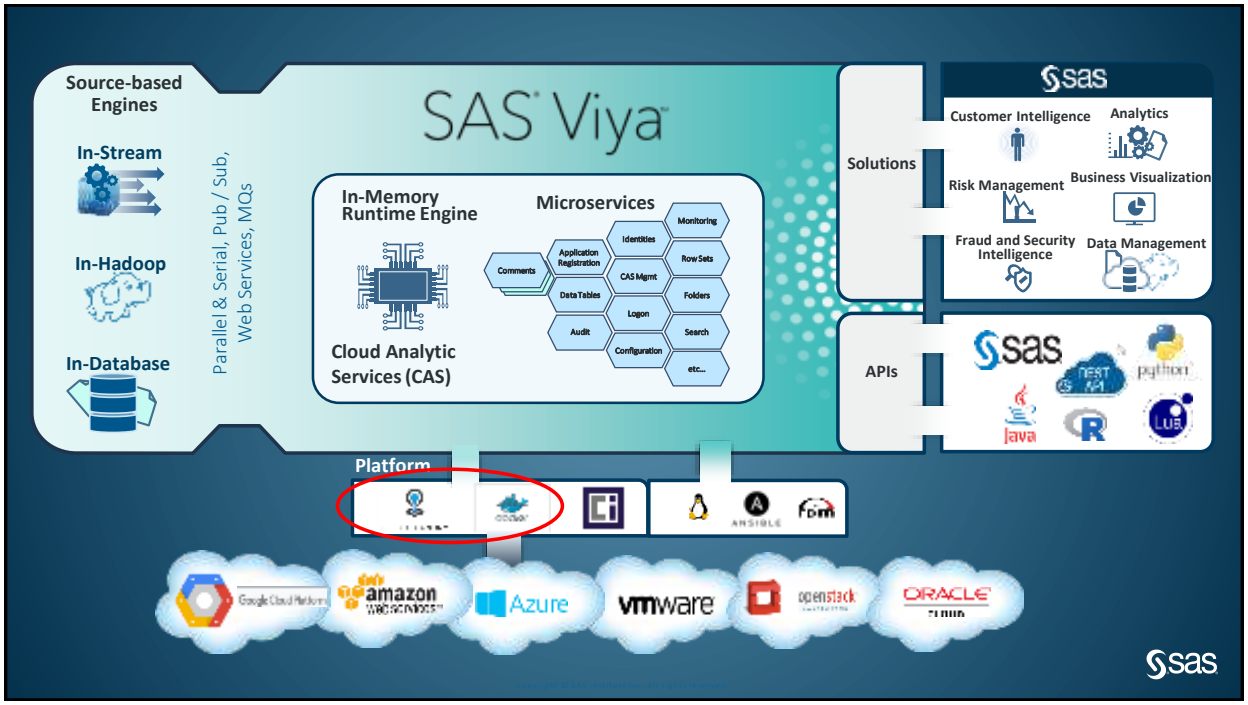
Copyright © SAS Institute Inc. All rights reserved.

Where is SAS going ?

What is SAS going to achieve ?

Seamless transition….towards cloud readiness
Building out a replacement Technology Platform
Modernisation of our customers strategy

Copyright © SAS Institute Inc. All rights reserved.



Copyright © SAS Institute Inc. All rights reserved.

Some key things to remember

9.4 M5 Oct 17

Allows Focus on and aligns for full elastic cloud readiness and migration start

Released June 19th 2017

CLOUDFOUNDRY

SAS® Visual Analytics, SAS® Visual Statistics, SAS® Visual Data Mining and Machine Learning, SAS Visual investigator and SAS Event Stream processing

Allows SAS customers to experience 'Cloud' with new production releases built ground up for this experience

Coming soon (2018):

- Accelerating our Cloud offerings - about enabling self-service access to the SAS Platform that is automated and cost efficient
- Docker / Kubernetes model

So what else……..should I know

- Cloud bursting on AWS for SAS Grid Customers is available from M5
  - With SAS involvement
- Cloud Data Support improving rapidly:
  - S3 Support improved at M5
  - Support Teradata IntelliCloud and on AWS
  - Amazon Aurora, RDS MariaDB, RDS MySQL - all MySQL variants
  - Support for EMR (Hadoop) on AWS is coming (post M5)
  - Azure SQL Server
  - Oracle (AWS, Oracle)
  - More coming EMR, Aurora etc..

Copyright © SAS Institute Inc. All rights reserved.

Copyright © SAS Institute Inc. All rights reserved.

Jack Henry & Associates

Business Issue

- Modernize existing fraud and AML solutions to reduce false positives and identify actual fraudsters earlier.
- "Freeze" their competition.
- Migrate core banking clients to "cloud" managed services.

Solution

- Fraud and compliance solutions built on SAS® Viya™ whicha re cloud enabled.

Expected Results

- see
- https://www.sas.com/en_us/news/press-releases/2017/october/jack-henry-sas-partnership.html.

Copyright © SAS Institute Inc. All rights reserved.

Banking

"We will have access to consortium data across 1,400 banks. This will enable us to build better models to help prevent fraud and protect our customers' customers."

jack henry & ASSOCIATES INC.

sas

So why this important to you…as partners

We can add to your existing SAS platform easily (either internal or external Cloud) like a plug-in.

We can create and manage SAS on-Demand for analytics playpens, discovery zones as a lab environment or as a fully scaled system….in minutes….

You can create on-demand API based services on Cloud as required….

Customers can now add and scale down there architecture as required, dynamically on Cloud. (on or off premise), allows new pricing models

We can be more imaginative about what we do…..

- You can change your cost model with SAS…..reduced TCO……more flexibility…

sas

Copyright © SAS Institute Inc. All rights reserved.

Copyright © SAS Institute Inc. All rights reserved.

sas

Pricing strategy

Available today

- Core-based, subscription pricing
- Considerations for existing partners
  - SAS Viya running alongside SAS v9.x
- Free trials for partners
- Strategic Partner, MASP, and similar licenses

Future

- Baseline subscription + 'bursting'
- 'Consumption'-based licensing

4 Questions to You

- What do you see your customers asking for from Cloud
- Where do you people's data strategy involving
- What do you need from us ?
- What services can you offer, where can you augment our services ?

Copyright © SAS Institute Inc. All rights reserved.

Copyright © SAS Institute Inc. All rights reserved.

Key Takeaways

- We are Cloud enabled now
- Architected for Openness and Cloud
- Roadmap includes:
  - Continued focus on Cloud-based business and delivery
  - Completed Viya/V9 convergence
  - Net new Viya-based offerings and transition of existing offerings

Copyright © SAS Institute Inc. All rights reserved.

Thank you!

More details for products at SAS

sas.com

Copyright © SAS Institute Inc. All rights reserved.

Copyright © SAS Institute Inc. All rights reserved.