Deloitte SAS® Advanced Analytics Alliance

About Deloitte and SAS

As a strategic partner since 2004, the Deloitte SAS Advanced Analytics Alliance brings a strong global presence to create a seamless working relationship between SAS and Deloitte. Deloitte has deep relationships with SAS leadership across geographies, industries and products. This relationship allows Deloitte to have a firm grasp of current client issues along with developing solutions / methodologies that fits SAS' applications. Deloitte is a primary sponsor and participant in many of SAS' major events, from global events such as SAS Premier Business Leadership Series to regional events and industry specific events. Being tied into SAS' network is a key differentiator for Deloitte.

Fun Facts

- SAS actively pursues co-sell opportunities with Deloitte in both the federal and commercial practice

- SAS is the leader in business analytics software and services, and the largest independent vendor in the business intelligence market

- SAS' share of the advanced analytics segment was 35.2 percent in 2011, up from 34.8 percent in 2010, according to IDC. That was more than the entire share for the remaining advanced analytic vendors named.

- SAS is used at more than 60,000 sites in over 135 countries

- SAS has more than 400 offices globally in 55 countries

Deloitte and SAS: Industries and Focus Areas

Key Initiatives and Focus Areas

- Enterprise Fraud and Missused Management (EFM)
- Capital Planning & Stress Testing
- Tax Analytics
- Safety Analytics
- Customer Analytics
- Anti-Money Laundering (AML)

Industry Focus Areas

- HS&G: Federal, State and Health Care
- GFSI: Banking & Securities and Insurance
- C&IP: Tourism and Hospitality & Leisure)

Community of Practice

The Deloitte Global SAS Advanced Analytics Community of Practice "CoP" enables professionals to become a cross-functional global SAS analytics hub, disseminate information, eminence building, provides opportunities for growth and development utilizing SAS on Deloitte analytics projects and develop solutions to go-to-market with an "As One" behavior to create a collaborative and successful partnership with SAS.

Deloitte

- Providing leading strategic advisory services, human capital support, large-scale IT and operations program management, financial modeling, and information technology services

- Deloitte Analytics Institute – comprises the skills, technologies, applications, and practices for continually gaining insights to drive business outcomes

- Deloitte's leading industry practices and domain experience help to reduce cost, risk, and time to market

SAS

- Integrated high-end analytics solving business problems for business users

- Seamless data integration, data quality, analytics, and reporting providing a common analytical framework across the enterprise – provides automation and a platform for extension of analytics into other business areas

- Technical leadership in the field of Big Data and High Performance Analytics (In-Memory) for real-time visualization to accelerate understanding and action

We would like to help

- Facilitate sales opportunities with SAS, support of potential advanced analytical solutions including strategy, analytics transformation and business case development

- Provide SAS solution product identification, solution packaging/framework, value proposition and client messaging

- Connect you with SAS Subject Matter Experts (SME), resources and solutions

- Offer support and management of professional training and development

- Increase visibility and assist with the process of knowledge sharing and marketing materials by supporting and contributing to the development of content including white papers, presentations and industry specific collateral

- Overall coordination of the global relationship and governance of pricing/agreements with SAS

Deloitte and SAS: Where we add value

The Advanced Analytics Alliance team works with Deloitte's SAS Community of Practice to understand key indicators that are important to the client, develop industry focused methodology and have a central point for all SAS related information. Deloitte has over 600 skilled SAS professionals across diverse geographies and industries including over 190 with Federal or Financial Services experience. With over 200 SAS clients and 350 SAS implementations, Deloitte brings the strongest global presence to create a seamless working relationship between our clients and SAS. We are proud of our status as a SAS Global Platinum Partner.

Deloitte

- Deloitte provides the experience and tools necessary to deliver a complete solution quickly, based on previous experience and knowledge, and a vast set of tools and accelerators:
- Front-end strategy, including business case and solution rollout roadmapping
- Industry experience and insights into top-of-mind issues for C-suite executives
- Demonstrated methodology for executing and delivering complex projects
- Industry reference architectures that enable real-time decision-making
- Predefined business and data models with MDM-based data integration patterns and mappings

SAS

- SAS brings an entire software enterprise level framework and user-based knowledge from years of experience as a global leader in analytics software
- Demonstration of out of the box interactive real-time visual displays that address common business issues that can be easily customized to individual needs
- In-depth analytics software experience
- Data management/data quality expertise
- Understanding the value of accessing actionable real-time information (as opposed to previous/ past reports)
- Access to the Advanced Analytics Lab – a service providing quick time to value, reduced risk, combined with advanced analytical modeling knowledge

Deloitte — SAS Advanced Analytics Alliance team
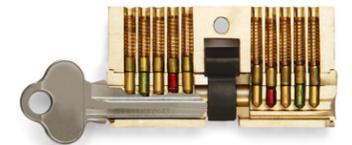
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**Your data...
Unlocked**

Deloitte and SAS: Solutions

Gaming and Hospitality Insights: An Accelerating Analytics Solution

Deloitte and SAS® Gaming and Hospitality Insights Solution

The Deloitte and SAS® Gaming and Hospitality Insights solution is designed as a foundation for providing a consistent and adaptable enterprise information management landscape, driving improved operational decision-making and business processes. The solution leverages Deloitte's industry and domain experience and takes advantage of packaged applications built on SAS® to provide a working platform that demonstrates the value and possibilities of using analytics across gaming and hospitality organizations.

Deloitte's Forensic Lab

The Forensic Analytics lab is a unique differentiator for Deloitte in the Federal and National marketplace as we are well positioned with our clients to bring innovation and vendor tools to advance the area of anomaly detection. The software and investments by SAS Institute are being leveraged to build the expertise in Deloitte on the products which helps us to guide clients to better leverage SAS and their new products to achieve our go-to-market strategy. This can be illustrated with the Deloitte efforts at IRS, FinCEN, CFPB and CMS.

Training

The SAS Advanced Analytics team offers 19 e-Learning courses available raging from the base learning to advanced skillsets. Over 250 practitioners across all functions have taken these courses with primary focuses in areas such as programming base essentials, introduction to basic concepts, data manipulation techniques and macro language essentials.

Working in tandem with SAS Institute, the Advanced Analytics team has also provided worldwide classroom and recorded webcasts training to over 600 practitioners globally. Continuously seeking ways to educate and keep skillsets up to date is a number one goal of the SAS Advanced Analytics team.