Plattform Netzwerktreffen

SAS Professional Services im Jahr 2021
Status, Schwerpunkte, Trends

Thorsten Hagenberger, Director Professional Services

25. März 2021

Copyright © SAS Institute Inc. All rights reserved.

Agenda

- Status
- Schwerpunkte in der SAS Plattform in 2021
  - Viya 4 Quickstart
  - SAS® Cloud Assessment Service
  - SAS Application Management (SAM)

Copyright © SAS Institute Inc. All rights reserved.

Status

Copyright © SAS Institute Inc. All rights reserved.

Status

- Auch in der Pandemie sind Services der am stärksten wachsende Bereich bei SAS.
- Unsere Kunden haben durch ihre Flexibilität und Agilität ermöglicht, dass wir alle unsere Projekte fast reibungslos fortführen konnten.

Copyright © SAS Institute Inc. All rights reserved.

Vielen Dank!!!

Company Confidential – For Internal Use Only
Copyright © SAS Institute Inc. All rights reserved.

Status

(Auch) durch die Pandemie sind verschiedene Themen in den Fokus gerückt:

- Optimierung
- Prognose
- Digitalisierung
- Automatisierung
- Cloud
- Risikomanagement
- Geändertes Kaufverhalten
- Personalisierte Kundenansprache

Copyright © SAS Institute Inc. All rights reserved.

SAS delivers IMPACT, not SW only.

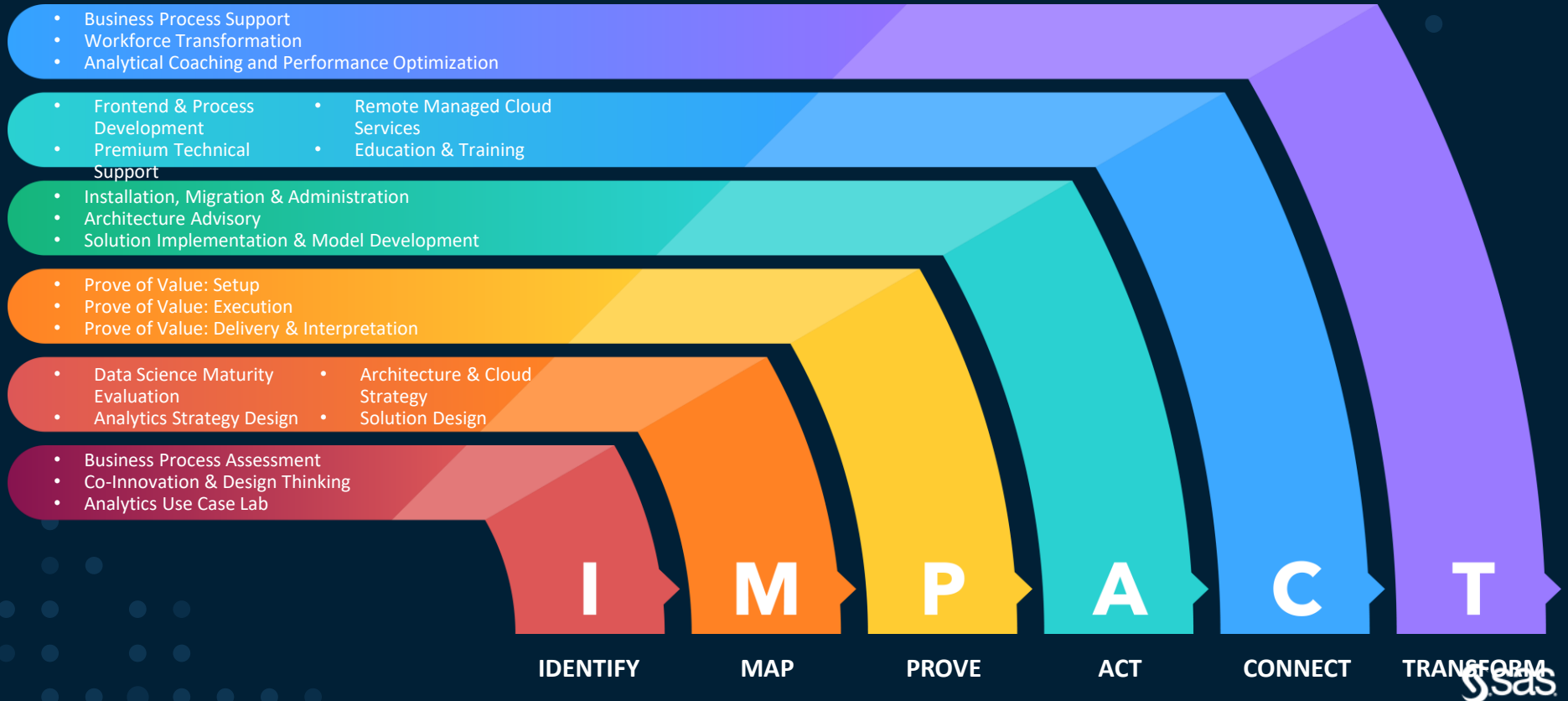
1 We help our clients to **Identify** their possibilities in Digital Transformation, to **Map** these opportunities out and **Prove** their value.

2 Our consultants **Act** based on world-class software technologies. We **Connect** the dots and help to **Transform** the clients organisation.

SAS Institute

Copyright © SAS Institute Inc. All rights reserved.

What do we mean, when we talk about IMPACT?



Copyright © SAS Institute Inc. All rights reserved.

Schwerpunkte in der SAS Plattform in 2021

Copyright © SAS Institute Inc. All rights reserved.

SAS® Viya® Quickstart

Your path to innovation

SAS® VIYA® Quickstart – two deployment scenarios

Microsoft Azure Cloud
Customer-Owned

SAS® Cloud
Hosted Managed Services

Copyright © SAS Institute Inc. All rights reserved.

SAS® Viya® Quickstart
Microsoft Azure Cloud Offering

Copyright © SAS Institute Inc. All rights reserved.

Microsoft Azure – Deployment

Option 1: Create New Azure Kubernetes Cluster and Deploy With Terraform

5 md (Quickstart Proposal)

Order SAS Viya
Place order at SAS, receive license data

Choose Azure subscription
Use an existing or create a new, depending on requirements

Deploy Azure Kubernetes Service
Utilize Terraform to create a new Azure Kubernetes Service

Prepare deployment
Create SAS Viya repository mirror and customize deployment scripts

Deploy SAS Viya
Execute deployment scripts

Finalize
Post-Deployment configuration

Copyright © SAS Institute Inc. All rights reserved.

Microsoft Azure – Deployment

Option 2: Use Existing Azure Kubernetes Cluster or Deploy Without Terraform

6-x md (Scope needs to be clarified, not part of quickstart proposal)

Order SAS Viya

Place order at SAS, receive license data

Choose Azure subscription

Use an existing or create a new, depending on requirements

Configure Azure Kubernetes Service

Walk through official Terraform template and create needed resources

Prepare deployment

Create SAS Viya repository mirror and customize deployment scripts

Deploy SAS Viya

Execute deployment scripts

Finalize

Post-Deployment configuration

Copyright © SAS Institute Inc. All rights reserved.

SAS® Viya® Quickstart

Microsoft Azure Cloud Offering – key deliverables

Consulting

Education/Training

Kick-off/Service Definition Workshop	Azure Deployment Support	Mentoring / Implementation Support	Education Packages
2-man days incl. preparation and documentation	5-man days incl. system hand-over	15-man days customer support on-demand	based on individual selection
• Overview of SAS® Viya® – how it's different from existing • Definition of needed architecture and enterprise integration incl. documentation • Project Planning	• Conducting deployment within Azure • System configuration • System hand-over to customer	• Contains support for 3 analysis, reports or graphs with SAS® Visual Analytics • Contains support for 1 Use Case - Machine Learning - (Problem definition, Pre-processing, Modelling) *	• Free Video Library / Online • Administration Training • SAS® Visual Analytics Basic Training

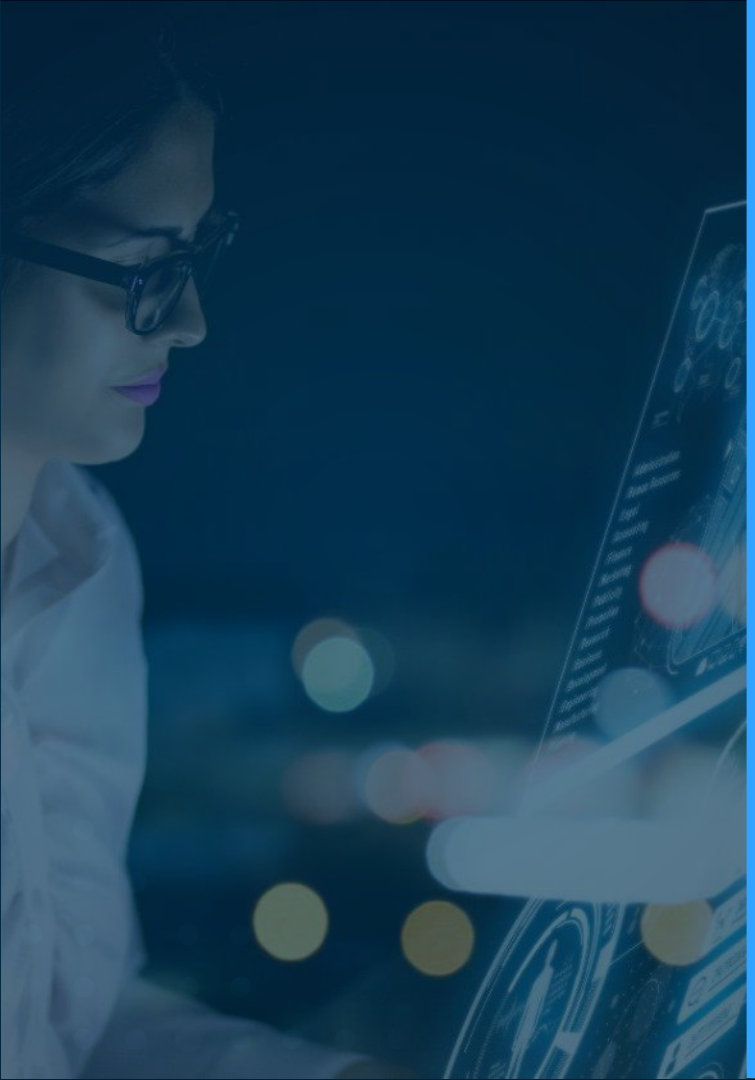
SAS® Application Management (SAM)
- Technical Application Management
- Functional Application Management
- Premium Technical Support

**) If included in SAS Viya license*

Copyright © SAS Institute Inc. All rights reserved.

SAS® Viya® Quickstart
SAS® Cloud Offering

Copyright © SAS Institute Inc. All rights reserved.



SAS Cloud on Azure

The **SAS Cloud** delivers the value of analytics software in a **SAS-managed environment on Azure.**

SAS Cloud helps organizations **deliver value and agility** in the fastest time possible and **meet your changing business demands.**

SAS Cloud enables customers to maximize the return on investment in SAS software, **by trusting the install, configuration and management to SAS.**

Experience the piece of mind from knowing it's **all running on the Azure cloud.**

Copyright © SAS Institute Inc. All rights reserved.

SAS® Viya® Quickstart

SAS® Cloud Offering – key deliverables

Consulting

Kick-off/Service Definition Workshop

5-man days incl. preparation and documentation

- Overview of SAS® Viya® – how it's different from existing
- Definition of needed architecture and enterprise integration incl. documentation
- Aid in delivering inputs required by SAS® Cloud
- Project Planning

Mentoring / Implementation Support

15-man days
customer support on-demand

- Contains support for 3 analysis, reports or graphs with SAS® Visual Analytics
- Contains support for 1 Use Case - Machine Learning - (Problem definition, Pre-processing, Modelling) *

*) *If included in SAS Viya license*

Education/Training

Education Packages

based on individual selection

- Free Video Library / Online
- Administration Training
- SAS® Visual Analytics Basic Training

SAS® Hosted Managed Services (HMS)

- Deployment and administration of the infrastructure
- Installation and configuration of SAS Viya
- Ongoing SAS Administrator tasks

Copyright © SAS Institute Inc. All rights reserved.

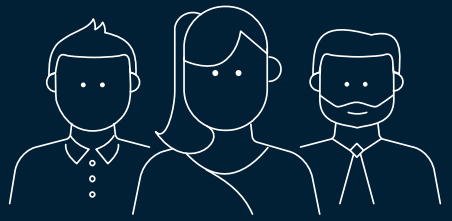
Offering Comparison

We Need (the customer perspective)

We Need (the customer perspective)	Microsoft Azure + SAS Application Management	SAS Cloud Hosted Managed Services
Own supervision of our cloud landscape.	☑	
SAS provided infrastructure and hosting.		☑
SAS provided technical management of our platform.	☑	☑
SAS provided functional application management.	☑	

Copyright © SAS Institute Inc. All rights reserved.

SAS® Viya®



SAS® Viya® Quickstart – Additional Support

Copyright © SAS Institute Inc. All rights reserved.

Additional Consulting Support

Beyond of the included service packages and initial configuration of **SAS® Viya® platform, SAS Professional Services** provides additional support in terms of analytical lifecycle, platform implementation and integration of **SAS® Viya®** into existing enterprise infrastructure.

Following support tasks as an example:

- Starting and implementing of analytical projects
  - Data integration / linking of additional data sources
  - Implementation of business use cases
  - Implementation of analytical models
  - Enhancement of security concept, add further user
  - Data loading (ETL)
  - Review of existing (ETL-) processes
- Integration of SAS® Viya® into existing infrastructure
- Productive usage of SAS® Viya®

Inc. All rights reserved.

SAS® Cloud Assessment Service

Delivered by SAS Professional Services DACH

Copyright © SAS Institute Inc. All rights reserved.

SAS® Cloud Assessment Service

Covered Scenarios

Lift & Shift

Migrate your existing installation to the cloud with minimal changes

Update

Migrate to the cloud and apply latest release updates
(SAS 9.4 Maintenance Release or SAS Viya 3.5 Update)

Upgrade

Migrate to the newest release within the SAS major version
(SAS 9.x → 9.4 or SAS Viya 3.x → 3.5) or change in software license

Modernization

Modernize your SAS 9 release to SAS Viya (3.5 or 2020)
or your SAS Viya 3.5 release to SAS Viya 2020

SAS® Cloud Assessment Service

The SAS® Cloud Assessment Service Process

Tailor the Process

First workshops to refine subsequent steps

Deep Dive

Conducting detailed workshops and automated data collection

Analyze the Data

Create a wholistic view of the SAS environment

Plan the Work

Prepare a plan to move forward

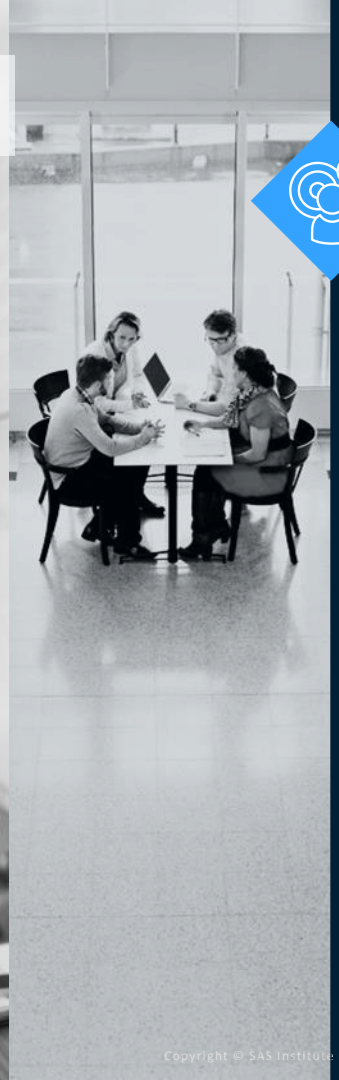
Tailor the Process

From a set of tools and techniques that SAS Professional Services can utilize throughout the assessment process, the relevant ones need to be selected.

Initial workshops with the customer will provide the necessary insights to tailor the process to the customer's needs.

Copyright © SAS Institute Inc. All rights reserved.

SAS® Cloud Assessment Service



Deep Dive

The assessment process requires deep knowledge of the customer's environment and their motivation.

SAS works closely with the customer in workshops and one to one meetings at the desk. Management, business users and IT personnel will be heard.

Customized automated analysis tools will provide additional information.

Copyright © SAS Institute Inc. All rights reserved.

Analyze the Data

SAS creates a wholistic view of the customer's SAS environment from all the information collected during the deep dive.

Therefore, we will not be limited to pure technical aspects. Financial and strategic factors will shape the analysis.

Copyright © SAS Institute Inc. All rights reserved.

SAS® Cloud Assessment Service

Plan the Work

SAS designs a migration roadmap for the customer.

The results of the analysis will be critically scrutinized and mapped to the customer vision.

As hidden details might be revealed, the advice SAS gives could open a new perspective.

Copyright © SAS Institute Inc. All rights reserved.

SAS® Cloud Assessment Service

Roadmap: High-Level Migration Workflow

You want to migrate

1

Understand Migration

2

Run assessment tools

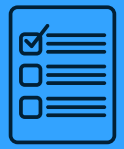
Describe existing environment

Create migration packages

3

Prepare target environment and source content

Validate your new environment



4

Import content into target environment

Copyright © SAS Institute Inc. All rights reserved.

SAS Application Management (SAM)

Specialized support for managing your SAS® environment(s)

SAS Application Management (SAM)

SAS Managed Services Team

- Technical Application Management
- Functional Application Management
- Premium Technical Support

(Remote) Managed Services

- Business Layer
- Application Layer
- Hardware Layer (Hosting)

Dedicated Team (EU):

- Part of SAS Technology Practice
- 14 consultants in DE, NL, BE and POR
- Technical Engineers
- Functional Consultants

On-call consultancy (8h-18h)

Service Level Agreement model

Copyright © SAS Institute Inc. All rights reserved.

Technical Application Management

Managing the technical state of deployed software and application services.

General

- Focuses on the technical aspects of your SAS environment(s).
- SAS Administrator
- Follows best practices such as ITIL
- Backed by a profound SAS knowledge
- Adopts a Proactive Approach
- Stable, Secure & Up-to-Date SAS environment(s)

Copyright © SAS Institute Inc. All rights reserved.

Technical Application Management

Managing the technical state of deployed software and application services.

Tasks

- Monitoring of application health
- Facilitating back-up and restore procedures
- Hotfix & patch management
- Incident Management
- Update system configuration
- Log analysis
- Manage security settings
- Housekeeping
- License & Certificate management
- Service Governance

... and Information requests

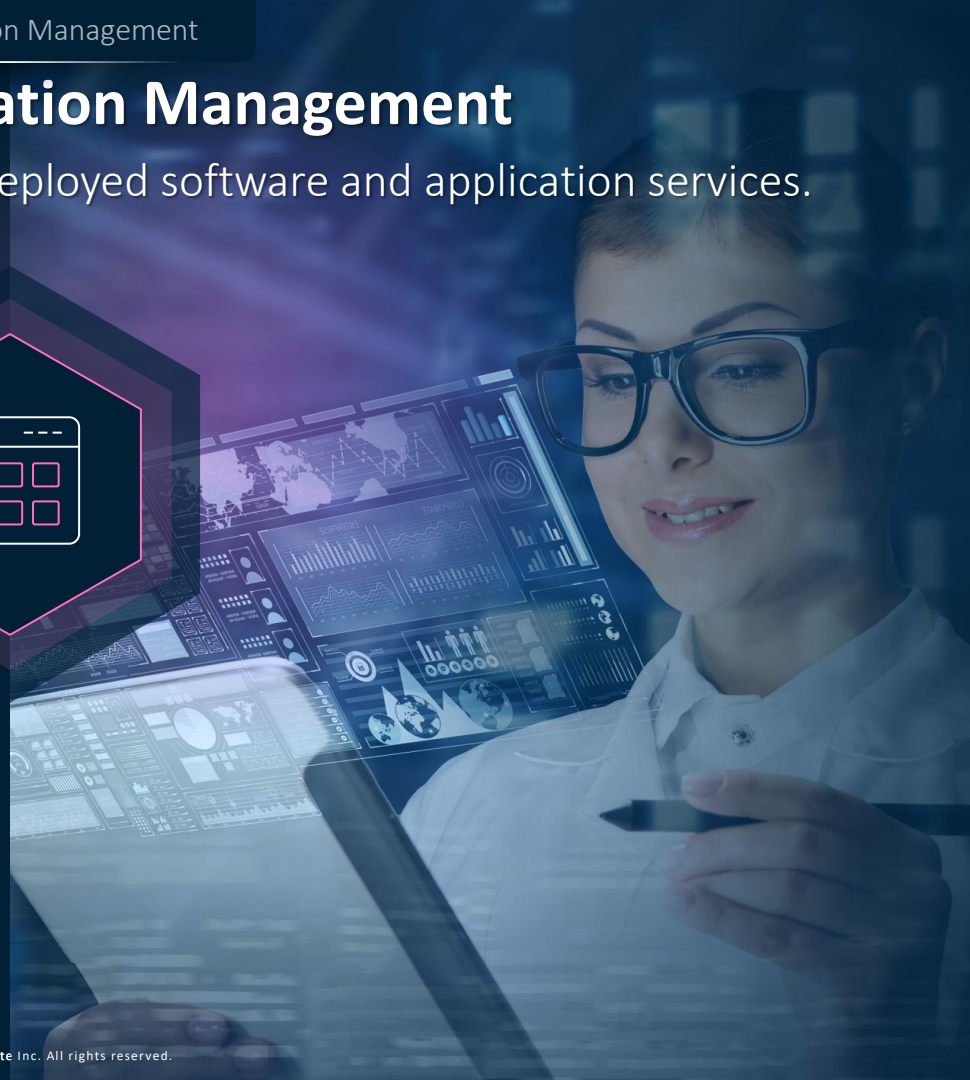
Copyright © SAS Institute Inc. All rights reserved.

Functional Application Management

Managing the functional aspects of the deployed software and application services.

General

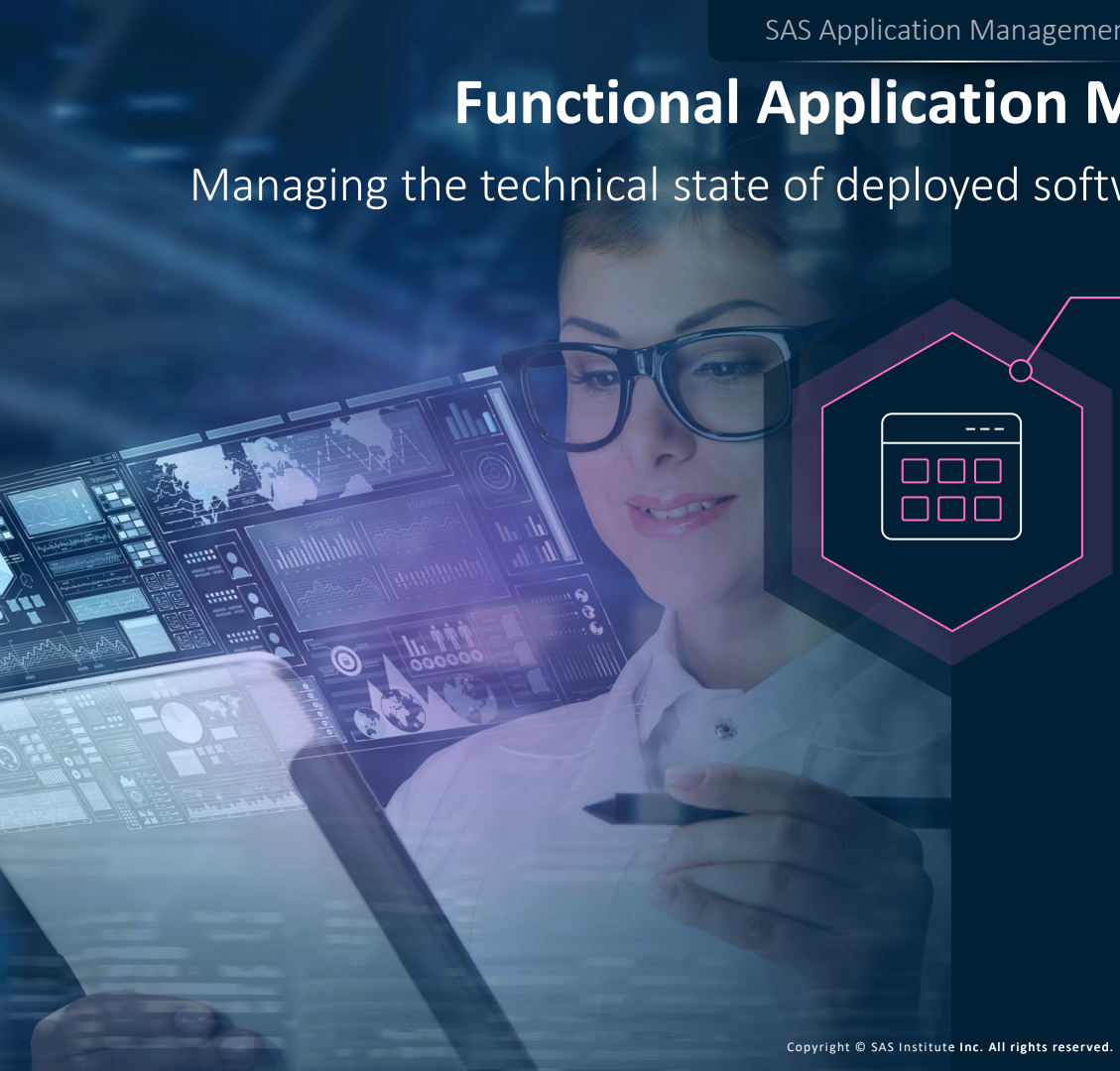
- Focuses on the Functional aspects of your SAS environment(s)
- SAS knowledge
  - Data Management
  - Visual Analytics
  - Risk Management
- Maintaining “Work Products”
- Ensure continuity and stability “Productionalized” content
- Services within the solution via DevOps
- Business support



Copyright © SAS Institute Inc. All rights reserved.

Functional Application Management

Managing the technical state of deployed software and application services.



Tasks

- Ensure successful execution of Batch processing
- Govern the delivery of analytical output
- Facilitating in new content releases
- User story development within the solution
- Monitoring and correction
- Validation of information delivery
- Service Governance
- And… Information requests

Copyright © SAS Institute Inc. All rights reserved.

Vielen Dank für Ihre Aufmerksamkeit!

sas.com

Copyright © SAS Institute Inc. All rights reserved.