

SAS signs global strategic alliance with CSC

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Industry leaders to deliver integrated analytical CRM, performance management and data warehousing solutions

SAS, the leader in business intelligence (BI), today announced a new global strategic alliance with Computer Sciences Corporation (NYSE: CSC), a leading consulting, information technology (IT) and outsourcing services firm. The companies will develop and deliver comprehensive BI solutions for analytical customer relationship management (CRM), strategic performance management, and data warehousing to both public and private sector clients.

These joint solutions will combine powerful SAS(r) analytical applications and data warehousing technology with CSC's strength in consulting, systems integration and IT support services. The new alliance extends and expands the previous outsourcing relationship between the two companies, under which CSC manages the IT operations of a number of SAS clients.

"This new relationship is a 'win-win-win' for SAS, for CSC and most importantly, for our joint clients around the globe," said Zul Albany, vice president of alliance development at SAS. "It is a clear example of SAS' commitment to expanding our third-party channels to deliver complete analytical CRM, strategic performance management, data warehousing, and other business intelligence solutions to meet client needs and provide intelligence to power their success."

Joint clients to benefit

Today, dozens of major corporations and public agencies are joint SAS and CSC clients at hundreds of sites around the globe. A number of these organisations outsource their IT operations - and in many cases their SAS software maintenance and operation - to CSC.

"SAS solutions help CSC generate intelligence across all levels of a client's business - including customer, supplier and organisational performance," said Claude Czechowski, president of CSC's France/Belgium/Luxembourg operations and head of CSC's consulting line of service in Europe. "SAS provides a well-developed enterprise-wide business intelligence platform that CSC can leverage to improve clients' operational effectiveness and boost shareholder value."

Leveraging existing investments, achieving ROI

SAS solutions help companies leverage their investments in existing operational and transactional systems and draw intelligence from them. For example, SAS' intelligent warehousing solution helps organisations get more value from enterprise resource planning (ERP) systems by converting data into information and intelligence to support operational analysis and decision making.

CSC consultants in North America and Europe have been trained on the latest SAS technology to help customers quickly implement BI solutions and achieve rapid ROI - a key concern given the current pace of economic recovery.

CSC also is working closely with SAS to include SAS' strategic performance management solution as part of its balanced scorecard offering. Certified by the Balanced Scorecard Collaborative, SAS Strategic Performance Management enables organisations to communicate and operationalise their strategies, measure performance and strategic alignment across the enterprise, and then take action to achieve their goals.

"CSC's industry and process knowledge and technical expertise, coupled with SAS' market-leading data extraction, data management and analytical solutions, provide a powerful offering for delivering intelligence to organisations in virtually all sectors," said Gerry Boltin, North American business intelligence practice leader for CSC.

The announcement of the alliance came at the SAS European Users Group International (SeUGI) 20 conference in Paris, attended by more than 2,000 SAS customers from around the world.

About CSC

Computer Sciences Corporation, one of the world's leading consulting and IT services firms, helps clients in industry and government achieve strategic and operational results through the use of technology. The company's success is based on its culture of working collaboratively with clients to develop innovative technology strategies and solutions that address specific business challenges.

Having guided clients through every major wave of change in information technology since 1959, CSC combines the newest technologies with its capabilities in consulting, systems design and integration, IT and business process outsourcing, applications software, and Web and application hosting to meet the individual needs of global corporations and organisations. With some 67,000 employees in locations worldwide, CSC had revenues of .4 billion for the 12 months ended March 29, 2002. It is headquartered in El Segundo, California. For more information, visit the company's Web site at

<http://www.csc.com>

About SAS

SAS is the market leader in providing a new generation of business intelligence software and services that create true enterprise intelligence. SAS solutions are used at more than 38,000 sites - including 99 of the top 100 businesses on the Fortune 500 - to develop more profitable relationships with customers and suppliers; to enable better, more accurate and informed decisions; and to drive organisations forward. SAS is the only vendor that completely integrates leading data warehousing, analytics and traditional BI applications to create intelligence from massive amounts of data. For 25 years, SAS has been giving customers around the world The Power to Know^(tm).

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