

SAS establishes worldwide software services operations to be based in Pune, India

Submitted by: Golin

Friday, 24 November 2000

- André Boisvert, President and Chief Operating Officer, SAS Institute Inc. inaugurates the world headquarters of SAS Global Services (SGS) in Pune -

SAS Institute, the market leader in e-intelligence software and services and the largest privately held software company in the world, today announced the establishment of its worldwide software services operations. The organisation will be based in Pune, India and will report directly to Hari Gupta, General Manager, SAS Global Services, who is based out of SAS' worldwide corporate offices in Cary, North Carolina, USA. The focus of SAS Global Services (SGS) will be in providing services such as R&D, Applications Development, Consulting, and Training to internal SAS organisations, SAS Customers and SAS Partners.

André Boisvert, President and COO, of SAS stated, "1999 was a milestone year for SAS as we crossed the billion dollar mark. As we move towards our next milestone of \$2 billion, I see many opportunities for SAS Global Services to make significant contributions towards this goal."

Keith Collins, Senior Vice-President & Chief Technology Officer at SAS said, "I'm extremely proud of the resources and the intellectual capital that we have built at SAS over the last 24 years. But the reality is that there is an acute shortage of trained IT professionals worldwide and we are fortunate to be able to call upon SAS Global Services to address some of our own growth needs."

"Over the years many SAS customers and partners have created some outstanding 'field developed programs' (FDP). These programs range from simple utilities and tools to industry specific applications" said Hari Gupta, General Manager, SAS Global Services. Gupta went on to emphasise "At the end of the day customers are really seeking solutions and I'm looking forward to having my organisation repackage and distribute these solutions on a worldwide basis via the respective SAS geographical operations."

Vivek Gokarn, Director - Operations, SGS, who manages the SGS organisation in India said, "We are extremely proud of the contributions that SGS consultants have already made in collaboration with the respective regional SAS Professional Services organisations around the world." Gokarn went on to highlight recent successes such as the implementation of an end-to-end data warehousing solution at Cable & Wireless Jamaica, along with other global accomplishments in Malaysia, Greece, Australia, Hong Kong, Singapore and the United States.

Boisvert concluded, "India is a logical choice for the location of SAS Global Services because the intellectual capital in India is phenomenal. Currently there are 280,000 IT professionals in India and this is forecasted to grow exponentially to 2.2 million by 2008. Therefore this is the most opportune moment for us to set up this type of operation in India. In addition there is an ever-increasing strength in the bilateral trade relations between India and the United States. We are excited about this opportunity and confident that our decision of choosing India will make it a win-win situation for all

involved."

About SAS

SAS is the world leader in e-intelligence software and services, enabling its customers to turn raw data -- including the vast quantity generated by e-business -- into usable knowledge. Software from SAS, the world's largest privately held software company, is used at more than 35,000 business, government and university sites in 110 countries. SAS' 1999 revenues totalled \$1.02 billion.

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