

# Case Study: SAS

## Business Challenge:

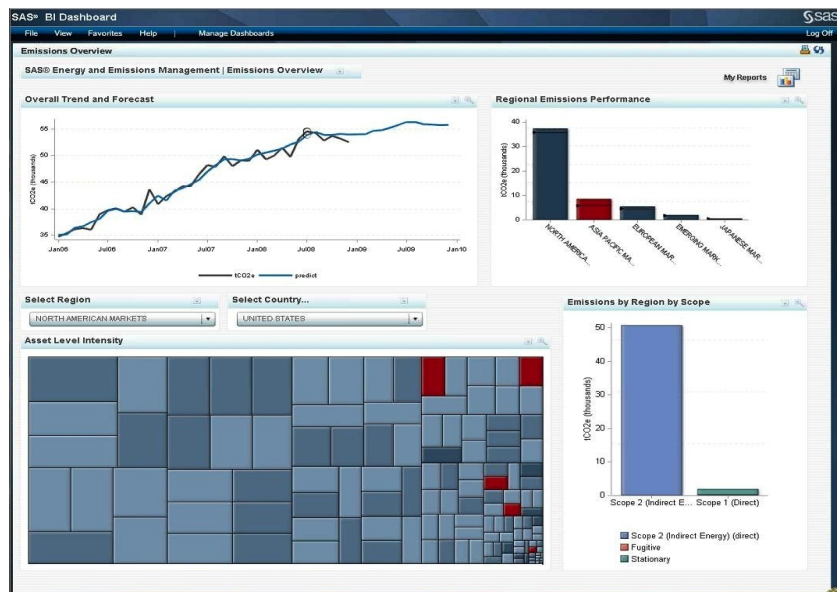
SAS, a global leader business analytics, wanted to expand its [SAS for Sustainability Management](#) software capabilities yet get their product to market quickly. SAS' software helps users measure, manage and report on key environmental indicators and identify strategies that reduce risk and increase shareholder value. Specifically, SAS wanted to offer customers highly accurate and relevant data on energy and emissions at a detailed level that was location-specific or activity-specific. This granular information is used to drive robust calculation and modeling processes to deliver the quality of analytics for which SAS is renowned over the past 35 years. Therefore, ensuring accuracy of information and calculations with robust, scalable technology is critical.

## Solution:

SAS integrated [AMEEconnect](#) into the SAS Energy & Emissions Management product to automate access to content in AMEE. AMEE's solution provides SAS and its customers with continuously updated, always accurate emissions factors for a wide range of consumption activities. AMEE's engineering and science teams worked closely with SAS to quickly execute the integration and ensure accurate mapping of SAS' requirements to data in AMEE. See [SAS press release](#) here.

## Results:

- SAS has closed significant new clients including E.ON Italia.
- Analysts regularly cite SAS's Sustainability Management products as industry leaders
- SAS customers received 2011 ComputerWorld Honors for Innovation.
  - Avoided adding head-count to manage and maintain the data in SAS software.
- SAS performs over 1 million calculations monthly using AMEE data



## Why SAS Chose AMEE:

**Accuracy:** SAS needed to maintain the same level of excellence they have delivered for 30+ years in a new knowledge domain. AMEE helped them accomplish that, on schedule.

**Scalability:** AMEE's robust platform was an ideal fit for SAS's customer requirements: large, global firms with complex operations requiring highly scalable software architecture and support systems.

**Cost:** SAS was developing a new product and wanted to minimize risk and maximize return on investment. AMEE's efficient delivery and pricing helped SAS manage within budget.

*Leveraging AMEE's emissions and energy information, SAS provides one-touch access to the latest emissions factors available.*

*John Hornby, Global Marketing Director for Performance Management*