

Paper 397-2009

Doing More with Less: SAS® Response

Jonathan Hornby, SAS Institute Inc.

ABSTRACT

No matter which industry you belong to, the impact of the credit crunch will force everyone to focus on doing more with less—Government included. Taxpayers and politicians will demand greater transparency and accountability. It's time to step up and leverage technology. SAS® provides multiple solutions that can help. Here, we will talk about three categories that every agency should consider:

- Strategy management—aligning resources (people, money, and technology) to improve agility and quality of outcomes
- Cost management—understanding how cost and value flow through an agency to identify bottlenecks, opportunities, and threats
- Human capital management—improve succession planning, develop, maintain, and grow knowledge while proactively identifying which employees are at risk of leaving

Our position is this: SAS wants to help our customers improve performance, not just manage it.

No paper was submitted for publication in the *Proceedings*. Check <http://support.sas.com/rnd/papers/> or contact the author.

CONTACT INFORMATION

Jonathan Hornby
SAS Institute Inc.
jonathan.hornby@sas.com

SAS and all other SAS Institute Inc. product or service names are registered trademarks or trademarks of SAS Institute Inc. in the USA and other countries. ® indicates USA registration.

Other brand and product names are trademarks of their respective companies.