

Academic Professional Training Offer

Plan for tomorrow's training needs today
Save up to 50% on group training from SAS

"I thought the training was excellent, well-paced, and easy to understand. Our instructor was very sensitive to the times we needed questions answered or extra help with the exercises."

Barbara Douglas
Information Technology
Specialist
Tallahassee Community College



In today's education industry, academic institutions, school districts and education-related agencies face unique challenges. You are expected to produce highly skilled graduates, cutting-edge research, highly complex statistical analysis and ground-breaking publications. These challenges, combined with tighter budgets, make it even harder to plan for your upcoming training needs. SAS can help with the Academic Professional Training Offer (APTO). With this group training discount program, you can plan your training needs in advance and **save up to 50%** on standard course fees!

Plan your training investment in advance and enjoy these benefits:

- Receive the best discount available on SAS Training.
- Enjoy a personalized relationship with a SAS Education representative.
- Receive monthly status e-mails to help you keep track of your APTO units.
- Be the first to find out about new courses and special offers from SAS Education.
- Take advantage of the premium level of customer service reserved only for APTO customers.

APTO units can be applied to an extensive array of training services:

- Public courses—offered at training facilities across the US.
- ***On-site courses**—delivered to your location, at your convenience.
- Business Knowledge Series—SAS and external professionals join to share real-world knowledge with SAS students.
- ***Live Web courses**—deliver quality instructor-led SAS Training directly to your desktop.

- Design Institute for Six Sigma—Master Black Belt experts deliver quality training, consulting, and mentoring services.
- ***SAS[®] Learning Edition**—an inexpensive, easy-to-use personal learning version of SAS software.
- ***SAS[®] Self-Paced e-Learning**—gain fast, simple access to training via the Web 24/7.
- SAS[®] Certification exam vouchers—earn internationally recognized credential as a SAS professional.
- Customized course content.
- SAS US training center rental fees.
- Selected conferences and training events (US only).

** Can't travel? Consider one of these options and bring SAS Training to you*

Guidelines

The APTO guidelines can be found on the Web. support.sas.com/training/discounts/apto.pdf

To purchase an APTO or for more details:

- Visit support.sas.com/apto.
- Call **800-333-7660** to speak to a SAS Education account representative.
- Complete the enrollment form found on the back of this flyer.

Save up to 50% when you purchase an APTO for your academic group training needs!

APTO units	APTO Prices
30 units	\$7,850
60 units	\$15,700
90 units	\$23,550
120 units	\$31,400

Save up to 50% on SAS® Training when you purchase an APTO!

APTO Enrollment Form

Name of Organization ("Customer")		
Designated administrator <input type="checkbox"/> I would like to receive monthly account status e-mails.	Business contact (if different from the Designated administrator) <input type="checkbox"/> I would like to receive monthly account status e-mails.	Billing contact (if different from Designated administrator or business contact)
Address	Address	Address
City/State/Zip	City/State/Zip	City/State/Zip
Phone Fax	Phone Fax	Phone Fax
E-mail	E-mail	E-mail
APTO Account # (if applicable)		

If you have any questions, contact your SAS Education account representative at 800-333-7660. Please complete and return this form to:

**SAS Institute (Attn: APTO Administrator)
Education Customer Service
SAS Campus Drive
Cary, NC 27513
Fax: 919-677-4444 (Attn: SAS Education)**

Selected Option(s):	APTO Prices*	Subtotal
<input type="checkbox"/> 30 units	\$7,850	
<input type="checkbox"/> 60 units	\$15,700	
<input type="checkbox"/> 90 units	\$23,550	
<input type="checkbox"/> 120 units	\$31,400	
<input type="checkbox"/> ___ units	\$ _____	
<i>* Contact your SAS Education account representative for APTO purchases of more than 120 units.</i>		Fee Total

GUIDELINES

- Effective Date: **January 1, 2008.**
- The Academic Professional Training Offer (APTO) is available to any academic institution, school district and education-related agency (Customer).
- The Customer must designate a representative to serve as the contact to register employees for public courses, onsite courses, Business Knowledge Series courses, Live Web courses, Design Institute for Six Sigma courses, SAS Learning Edition software license fees, license fees for selected SAS Self-Paced e-Learning products, SAS Certification exam vouchers and selected training packages, training development, SAS training center rental fees, or selected conferences (collectively "APTO-Eligible Products and Services"). Customer must designate a representative to serve as the contact for the procurement of APTO-Eligible Products and Services.
- The APTO offer applies only to eligible courses and events scheduled in the United States.
- The Customer can choose any number of 30, 60, 90, or 120 APTO units or a combination of the options. 30 APTO units at a fee of \$7,850; 60 APTO units at a fee of \$15,700; 90 APTO units at a fee of \$23,550; 120 APTO units at a fee of \$31,400.
- The purchase of APTO units or the use of APTO units to attend courses in certain states might require payment of additional state taxes. This amount is not included in APTO pricing. If required these taxes will be included in the invoice for the purchase of the APTO units or a separate invoice will be sent for payment remittal.
- APTO units can be used to register and pay for APTO-Eligible Products and Services. These events will have varying APTO units assigned to them according to their registration or license fees or standard charges.
- All APTO units expire 18 months from the date payment is received by SAS. The customer must complete any training

within this time frame. This includes all APTO-Eligible Products and Services.

- Class and conference sizes are limited and space is not guaranteed. On-site classes are limited to 15 students per class (note exceptions). An additional fee of \$150 per student per day will be charged for each student over 15, not to exceed 25 students. (Exceptions: All Activity-Based Management courses, all Fast Track courses, the Overview of SAS Business Intelligence and Data Integration Applications course and Using SAS Data Integration Studio to Build Data Marts from Enterprise Data Sources course are limited to 15 students).
- SAS reserves the right to cancel or reschedule any and all APTO-Eligible Products and Services at its discretion. SAS is not responsible for airline penalties related to the cancellation of SAS courses or events. Please be aware of all airline restrictions regarding nonrefundable airline tickets when purchasing an airline ticket.
- The APTO Administrator will issue an account number to the designated contact upon receipt of its APTO payment. Payment terms are net 30 days. Customer may begin using its APTO units as soon as it receives an account number, but not before then.
- No other discounts are applicable.
- APTO fees are non-refundable.
- For on-site courses, travel expenses for SAS staff are additional. Expenses include round-trip coach airfare; rental car, including gas or local transportation; taxes; hotel and per diem meal expenses. Per diem is based on the Runzheimer Meal Lodging Cost Index.
- The designated contact must provide proof of affiliation with an eligible entity in order to register for this offer. Only individuals affiliated with an eligible entity are permitted to register for the courses. Upon request of SAS, Customer will provide proof of registrant's affiliation with Customer.
- Offer expires **December 31, 2009.**

CANCELLATION POLICY

- APTO training units may be reinstated to the account if cancellations are received by phone, mail or e-mail at least 8 calendar days prior to the scheduled start date of an event; after that (7 calendar days or less), APTO accounts will be charged the full number of corresponding APTO training units. Substitutions (name changes) are accepted at any time prior to the event. Transfers are accepted, but they must be received no later than 24 hours from the start date of the event.
- Customer may cancel on-site courses without charge if notification is received by SAS by phone or in writing no later than 21 days prior to the course start date. Rescheduling a course less than 21 days prior to course start date is considered a cancellation, and a cancellation fee of \$500 per day for the total number of scheduled days will be charged and invoiced separately. In addition, if non-refundable airline tickets have been purchased for SAS personnel with Customer's approval, the Customer will be responsible for the cost of these tickets.

On behalf of Customer, I have read and agree to the guidelines listed above.

AUTHORIZED CUSTOMER REPRESENTATIVE

Signature

Date



**THE
POWER
TO KNOW.**

SAS Institute Inc. World Headquarters +1 919 677 8000
To contact your local SAS office, please visit: www.sas.com/offices

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