

Enterprise Professional Training Offer

Plan your SAS® training needs today and save up to 31%

“Westat has been using the EPTO program for the past four years to provide SAS training for our IT staff. We use our EPTO units to schedule several custom-tailored SAS classes per year at our corporate headquarters. We are pleased with the quality of the SAS instructors and with their ability to tailor SAS classes according to Westat’s needs. The EPTO program affords us significant savings in the cost of SAS classes and has become an integral part of our yearly SAS training.”

Michael A. Raithel
Senior Systems Analyst
Westat



Why spend more when you don’t have to?

Expenses are being scrutinized now more than ever. To help you maximize your training budget, SAS Education offers a volume discount program called the Enterprise Professional Training Offer (EPTO). Pre-purchase blocks of 30, 60, 90 or 120 units at a significant savings to use on a variety of training offerings.

As an EPTO customer, you’ll enjoy these benefits:

- Receive the best standard discount available on SAS training (up to 31%).
- Receive a free SAS Training Assessment (\$500 – \$2,000 value).
- Pay only one invoice for all your training needs.
- Schedule training across your fiscal year.
- Protect yourself against potential price increases.
- Receive assistance in helping you keep track of your EPTO unit usage.
- Be the first to find out about new courses and special offers.
- Enjoy the premium level of customer service reserved only for EPTO customers.

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

- Public classroom courses offered at training centers across the US.
- *On-site courses delivered at your location, at your convenience.
- *Instructor-led Live Web classroom courses delivered in real time directly to your desktop.
- Business Knowledge Series courses.

- Six Sigma and Performance Excellence courses.
- *e-Courses and e-Lectures.
- SAS® Certification exam vouchers.
- Customized course content.
- Select Education conferences and training events in the US.

* Prefer not to travel? Consider one of these options and bring SAS training to you.

EPTO Pricing

EPTO units	Price	Savings up to †
30	\$12,500	21%
60	\$23,750	25%
90	\$33,000	31%
120	\$44,000	31%

† Actual savings vary per individual course fee.

▶▶ **Need more information?**
Unsure of how many EPTO units to purchase?
Visit support.sas.com/epo
Call 800-333-7660
E-mail training@sas.com

▶▶ **To purchase an EPTO**
Complete the enrollment form online at support.sas.com/epo or complete the enrollment form found on the back of this flyer and fax to 919-677-4444 (Attn: SAS Education).

Save up to 31% when you purchase an EPTO.

Name of Organization ("Customer")		
Designated admin <input type="checkbox"/> I would like to receive monthly account status emails.	Business contact (if different from the designated admin) <input type="checkbox"/> I would like to receive monthly account status emails.	Billing contact (if different from Designated admin or Business contact)
Address	Address	Address
City/State/Zip	City/State/Zip	City/State/Zip
Phone Fax	Phone Fax	Phone Fax
Email	Email	Email
EPTO Account # (if applicable)		

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

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

Selected Option(s):	EPTO Prices*	Subtotal
<input type="checkbox"/> 30 units	\$12,500	
<input type="checkbox"/> 60 units	\$23,750	
<input type="checkbox"/> 90 units	\$33,000	
<input type="checkbox"/> 120 units	\$44,000	
<input type="checkbox"/> ___ units	\$ _____	
* Contact your SAS Education Account Representative for EPTO purchases of more than 120 units.		Fee Total

GUIDELINES

- Effective Date: January 1, 2008.
- The Customer must designate a representative to serve as the contact to register employees for public courses, on-site courses, Business Knowledge Series courses, Live Web courses, Design Institute for Six Sigma courses, SAS Learning Edition software license fees, license fees for 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 "EPTO-Eligible Products and Services").
- The EPTO 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 EPTO units or a combination of the options. 30 EPTO units at a fee of \$12,500; 60 EPTO units at a fee of \$23,750; 90 EPTO units at a fee of \$33,000; 120 EPTO units at a fee of \$44,000.
- The purchase of EPTO units or the use of EPTO units to attend courses in certain states might require payment of additional state taxes. This amount is not included in EPTO pricing. If required these taxes will be included in the invoice for the purchase of the EPTO units or a separate invoice will be sent for payment remittal.
- EPTO units can be used to register and pay for EPTO-Eligible Products and Services. These events will have varying EPTO units assigned to them according to their registration or license fees, or standard charges.
- All EPTO units expire 18 months from the date payment is received by SAS. The customer must complete any train-

ing within this time frame. This includes all EPTO-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 EPTO-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 EPTO Administrator will issue an account number to the designated contact upon receipt of its EPTO payment. Payment terms are net 30 days. The contact may begin using its EPTO units as soon as it receives an account number, but not before then.
- No other discounts are applicable.
- EPTO 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.
- Offer expires December 31, 2009.

CANCELLATION POLICY

- EPTO 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), EPTO accounts will be charged the full number of corresponding EPTO 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.
- The 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 the Customer's approval, 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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