



News Release

Teradata and SAS Ink Global Reseller Agreement

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Customers benefit from simplified procurement of data warehousing, Hadoop and analytics through a single source

Teradata (NYSE: **TDC**), a leading analytics solutions company, has formally agreed with **SAS** to become a global authorized reseller of SAS® data management and analytics software. The agreement enables customers to quickly assess, deploy and implement the most effective solutions in an analytics ecosystem, where and when customers need them, supported by world-class professional services and technical resources.

A nine-year partnership between the two companies already supports more than 450 customer sites. Through an enterprise analytics strategy, SAS and Teradata together have long helped the world's largest organizations address their most challenging big data and analytics issues. The new reseller agreement allows companies to quickly identify, design and source a robust portfolio of analytic, data management, Hadoop, in-database and in-memory solutions.

Roche, a global pioneer in pharmaceuticals and diagnostics, has long relied on SAS and Teradata for a combined analytics solution that helps improve lives.

"Choosing to put the SAS servers within our Teradata 2800 cabinet was a good decision," said Christine Buesnel, Global Integrated Drug Development Environment Business Leader at Roche. "Being able to run our SAS analytics where the data resides, and maintain just one system, helps us be more productive. As a result, Roche has seen the time it takes to complete our analytics go from days to just hours or minutes."

Uniting best-in-class big data platforms and analytics, Teradata and SAS provide the technological essentials that help organizations remain agile and maintain competitive advantage.



“Teradata’s strong relationships with IT and business decision makers complement SAS’ deep bond with data scientists and business analysts,” said Scott VanValkenburgh, SAS Senior Director of Alliances and Channels. “Uniting best-in-class big data platforms and analytics, Teradata and SAS provide the lynchpin to help organizations remain agile and competitive in the age of big data.”

Customers have come to rely on a range of joint solutions from SAS and Teradata, including the purpose-built **Teradata Appliance for SAS** High-Performance Analytics Model 750. The appliance built specifically for SAS software allows organizations to explore big data resources in finer detail, quickly build complex data models and deliver real-time analytics and visualization to both data scientists and business users.

“This agreement is the natural progression of a long, successful partnership between our two companies,” said Sean Slack, Vice President of Global Alliances and Strategic Partnerships for Teradata. “It gives our customers a single point of purchase for products from two best-in-class vendors, creating a truly powerful and economical analytics solution.”

SAS will be exhibiting at the **Teradata Partners** conference (September 11 – 15) in Atlanta. Teradata will be exhibiting at **SAS’ Analytics Experience** 2016 conference (September 12 – 15) in Las Vegas.

About SAS

SAS is the leader in analytics. Through innovative analytics, business intelligence and data management software and services, SAS helps customers at more than 80,000 sites make better decisions faster. Since 1976, SAS has been giving customers around the world THE POWER TO KNOW®. Copyright © 2016 SAS Institute Inc. All rights reserved.

About Teradata

At Teradata, we believe that people thrive when empowered with trusted information. We offer the most complete cloud analytics and data platform for AI. By delivering harmonized data and trusted AI, we enable more confident decision-making, unlock faster innovation, and drive the impactful business results organizations need most. See how at **Teradata.com**.

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