Facts and Proof Points

What is Corios Rosetta?

- Corios Rosetta is a methodology that uses professional services and software to migrate SAS assets from on-premises to the Amazon Web Services (AWS) Cloud. On AWS, customers can optimize workloads, better understand what's inside their SAS Institute workloads (a lot gets buried when stored on-premises), ensure compliance, and enable new practices and analyses.

- Corios Rosetta helps produce higher value at lower cost for existing SAS analytics assets and legacy contract lock-ins. It provides a valuation of a customer's SAS analytics asset inventory and uses an evidence-scored strategy to allocate corporate resources to the best opportunities. Customers can also leverage AWS native services to improve performance, cost, and resilience.

- Corios Rosetta helps customers determine the right path to the cloud for their workloads and business needs. The goal is to make client data, analytics, people, and processes more agile and effective, and modernize the way they access, work with, and leverage core cloud capabilities.

Why should AWS sellers care about Corios Rosetta?

- Corios Rosetta represents a huge opportunity to gain new AWS customers and get current ones to consume more AWS services. Customers can choose to do anything from lifting and shifting their SAS on-premises solution to AWS (for data storage and computing) to undergoing a full-scale transformation to AWS that uses AWS native services.

- Corios Rosetta can contribute to the consumption of AWS services including data storage (up to several PBs), FSx for Lustre on S3, compute clusters of 4-200 EMR worker nodes or EC2 instances, plus AWS native analytics services like Sagemaker and Quicksight.

The main customer benefits of Corios Rosetta

- Corios Rosetta improves performance, cost savings, and resilience by standardizing on AWS and using AWS native services. This helps eliminate duplication of data, operations, and backups. It can also help automate non-differentiated steps for optimization. In addition, customers gain visibility so that they can measure incremental outcomes.

- Corios Rosetta improves SAS analytics precision, increases consistency, asset re-use, transparency and control, leverages corporate standards & support resources, speeds up the pace of innovation, and securely shares analytic assets across business lines.

- Corios Rosetta is different from other solutions in that it's a methodology that leverages software and professional services to quantify the cost and value of migrating existing SAS workloads and data to produce higher value at a lower cost.

- Corios Rosetta helps ensure compliance and mitigate risk, as well as protect company data including PII from breaches and vulnerabilities. Leveraging AWS data privacy, data & code tracing, and platform controls, it ensures customers can see their data, users, and workloads so that they can assess them for compliance with critical governing mandates (GDPR, CCPA, company internal). Companies can also locate data security breach risks, such as plain-text passwords and sensitive information resting in non-secure places.

Why will customers want Corios Rosetta?

- Many companies using SAS view it as an expensive, complicated, and outdated legacy solution. The cloud offers the best opportunity to rectify that. The key is getting LOB executives to understand the value of moving their SAS teams and programs there. Corios Rosetta maximizes the return on existing SAS analytics assets and legacy contract lock-ins. With AWS, they can consume scalable, dynamic storage, and compute capabilities to unlock data, deliver detailed analytics, increase collaboration, and save money.

- While SAS has been the recognized leader in advanced and predictive analytics for more than 30 years, it's now fading. Younger data and analytics practitioners want to work within modern workspaces using the latest technology, including open source solutions such as Python and Spark. Enterprise executives want greater agility and the opportunity to modernize their analytics processes. Corios Rosetta helps companies go digital and modern, incorporating new opportunities and services previously impossible with old SAS approaches and technologies.

How Corios Rosetta works

- Unlike assessments and health checks that are top-down based on surveys and interviews, Corios Rosetta scores every workload, data file, and analyst in your organization for their contribution to value, cost, and risk.

- There are four steps to the solution. First is business care (developing a technical and financial plan for re-platforming). Second is proof of concept (thoroughly testing to prove the value of migration). Third is devising a strategic roadmap (specifying every detail of the move to AWS so it's done quickly and correctly). Fourth is validation of migration, measuring the delivered benefits and working to scale the impact.

- Corios Rosetta solutions begin by profiling each SAS program asset and all usage to build an inventory of how they connect to one another. Corios specialists then interview users to understand business needs and migration readiness. They look across the customer's SAS portfolio and identify duplicative processes to synthesize, simplify, and modernize. Monitoring software helps provide a snapshot of their files, programs, and content owners. Every workload gets scored for value, cost, and risk. The solution develops job migration readiness rankings and preliminary AWS architecture recommendations. It then prioritizes business value improvement objectives. Corios then designs a plan for moving SAS business processes and assets onto AWS.

About Corios

- Corios is a decision optimization agency that converts machine learning (ML), artificial intelligence (AI), and high-performance data engineering into enterprise-scale processes that help customers improve their time-to-market for deliverables, data scientist productivity, and analytics. By building a continuous learning cycle, it also improves decision making for customer relationships, risk mitigation, and asset protection.

- Corios focuses on financial services customers (banking, insurance), utilities, and manufacturing companies. Typically, they're enterprises with SAS software investments and licenses in excess of $500,000, who want to maximize the return on those assets. End users include line-of-business (LOB) users in insurance (underwriting, actuary), banking (credit risk, pricing, marketing, compliance), telecom, and retail (pricing, product, marketing, and promotion).