

PASSMORE CONSULTING SERVICES, Inc.

A SAS[®] Alliance **Silver Consulting Partner**

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Software development experience: **SAS System (22 years), FoxPro (5 years),
19+ years** as an independent computer consultant.

Geographic region served: **North Carolina, and Southeastern US.**

Abstract of Services Provided

PASSMORE CONSULTING SERVICES (*PCS*) provides application systems development and consulting services to users of computer systems. As an independent computer consultant, Robert Passmore has supported users of the **SAS[®] System** (software from SAS Institute, Inc.) since 1982. *PCS* also supports clients requiring data analysis services. On occasion, client needs for stand-alone data analysis tools have also been met using Microsoft's FoxPro[®] for Windows[®] and a variety of data management utility programs.

PCS clients include economists, engineers and statisticians engaged in applied research as well as corporate managers who require specially designed systems to automate data analysis functions such as sales forecasting, statistical visualization, demographic analysis and product quality assurance reporting. In recent years, the firm has participated with corporate strategic planners to prototype business-wide systems for data based, informed decision-making.

The firm welcomes the opportunity to form consultant/client relationships around the following commitments:

- To identify data analysis and reporting system requirements by gaining sufficient understanding of the client's business processes, research procedures and work-group "style".
- To insure that client needs are fully met in each completed software solution, usually through the use of rapid prototyping and iterative development practices.
- To prepare client staff to be self-sufficient users and maintainers of the new application facilities by working closely with staff members during design, implementation and documentation activities.

Past Major Consulting Projects

Major SAS-based applications completed by Passmore Consulting Services include:

- 1) a data mart supporting customer-intimate marketing for a national retail bookstore chain;
- 2) a summary "data mart" for loss-ratio reporting for a property/casualty insurance provider;
- 3) human resources analysis and reporting facilities, including annual salary adjustment analysis;
- 4) pharmaceutical product sales forecasting from time-series data for 300+ product lines;
- 5) geographic mapping systems for visualizing market analysis information;
- 6) quality assurance data capture, graphical visualization and reporting used on the manufacturing shop-floor;
- 7) systems to summarize data derived from Census and nation-wide surveys for public policy analysis; and,
- 8) a variety of research applications meeting needs for statistical reporting in the pharmaceutical industry.

Other projects completed include:

Support to outside counsel preparing to litigate computer software source code copyright claims.

Corporate Clients

Corporate clients have included firms in the Consumer Retail, Insurance (Health, Property/Casualty), Pharmaceutical (both marketing & research support), Manufacturing and Telecommunications industries.

PCS serves clients located in North Carolina, Tennessee, Virginia, and Washington, DC.

Distinctions

Passmore Consulting Services is a SAS® Alliance **Consulting Partner**. The Institute expects Consulting Partners to be informed about current SAS software technology and product offerings.

PCS is a member of the Better Business Bureau of Eastern North Carolina.

The President, J. Robert Passmore, holds an MA in Sociology, University of South Florida, Tampa, 1971.

Software Expertise

SAS Institute products: Base SAS including the %MACRO facility, SAS/ACCESS, SAS/AF (and FRAME Entry), SAS/ASSIST, SAS/CONNECT, SAS/EIS, SAS/ETS, SAS/FSP and SAS/GRAPH.

PCS has completed several large applications using the facilities of SAS/AF and SAS/FSP.

Microsoft products: Windows, FoxPro for Windows, data exchange facilities with Word, Excel.

Services

Prototype strategic business systems based on data marts & data warehouses.

Develop SAS-based application facilities for:

- Data entry/data capture,
- Data analysis, management and reporting,
- Data conversion & validation,
- Business analysis facilities based on Data repositories.

Design and implement table-based, data-driven SAS application environments.

Provide one-time data conversion services.

Maintain & update proprietary data and related data analysis applications for statistical researchers & consulting engineers.

Operating Systems Expertise

SAS-based applications created and supported by PCS have been installed on a variety of computing environments from mainframe to pc hardware, both stand-alone and networked. Client-server application development has been common in recent years.

Primary experience: Windows (9x/NT/2000).

Other experience: MVS/TSO, OS/2, VM/CMS, Unix (especially as "application server").