



Soft Drink Bottlers make up to 15 cents more per case with Margin Minder®.

Increased profit by 10-15 cents per case!

“I can’t think of what we don’t track with UXT®. With about 13,000 customers and 60 drivers, we now have real-time control of our profit and loss activities enterprise wide. We especially like the ability to monitor profit performance of individual sales people, and recently decided to base part of their compensation on margin delivered. This is phenomenal.”

– Ellen Morgan, Data Systems Manager, Royal Crown Bottling Corp. (7-Up Bottler), Evansville, IN

A tool to watch profit and loss in real time.

“We definitely saw payback on the product within the first year, no question about it. Salient is used as a control monitor to immediately solve problems. Between 10 remote warehouses, plus a large distribution center, Salient brings it all together in the form of a sales tool for branch locations and at the corporate headquarters it is a tool to watch profit and loss in real time.”

– Bill Barten, IT Manager, Carolina Beverage, Salisbury, NC

Increased profit \$1.25 million per year.

“UXT® was one of the three major key components that helped our company result in much faster distribution and volume performance. With over 65,000 transactions a day, we can do price range analysis and track free product or dead-net. Margin Minder® isn’t just a sales tool for us. Individuals responsible for generating reports send the executive a bookmark link of an always-ready report and the decision-makers can ask questions and go directly to the information by clicking on an area of the chart to narrow down to a particular customer or product. It couldn’t be easier.”

– Mike Langley, Business Analyst, Pepsi Bottling Ventures, Raleigh, NC

An increase in our margins of up to 3 cents per case.

“On average over all of our products we estimate an increase in our margins of up to 3 cents per case due to working with Salient Corporation. I use Margin Minder® daily to run sales reports, do distribution analysis, availability studies, packaging studies, and reporting to customers and managers. Margin Minder® is constantly utilized by the top 8 or 10 people in the company and by all the sales people.” – A 10+ Year Margin Minder® User

About Salient

Salient Corporation offers business and government a new solution for efficient management. Drawing on diverse data from multiple sources, our technology measures how business activity creates value, quality, financial efficiency, productivity, while its user interface eliminates barriers to the use of this knowledge for continuous process improvement.

Salient’s technology platform is a super scalable in-memory OLAP system for activity based value scoring. Its user interface is a graphical toolbox for interactive, stream-of-thought data mining, visualization and root cause analysis. Overall, the technology enables non technical knowledge workers to evaluate process behaviors rapidly, eliminate waste and optimize outcomes continuously.

Founded in 1986, Salient today serves more than 35,000 users in 53 countries. For more information, visit www.salient.com.

A 10% improvement in accuracy and efficiency.

“Margin Minder® helped us achieve about a 10% improvement in accuracy and proficiency. There has also been a great improvement in ordering efficiency for tasks like stocking.”

– Mark Keith, Director of Sales and Marketing, Allen Beverage (Pepsi Bottler), Gulfport, MS

