

# How Salient Technology is Different

At Salient we understand economics and we know how business-minded individuals need to relate to business activity to measure and improve results.

## Salient Performance Management

### **Business-Ready**

The solution is already built to be “business-logical” enabling rapid deployment, and greater ease-of-use

### **Flexible Business-Driven Capability**

Business users know what question they want to ask, how to frame the question, and what they want to ask next

### **Built for the Information Consumer**

Instead of traditional “push” reporting, Salient enables situational “pull” access

### **Associative, Flexible Drill-Path**

Built the way people think, performing new context selection and calculations on-the-fly rather than having to pre-set

### **Fully Interactive**

All the visualizations let you list items of interest, see more about them, focus in on them, or change how you framed your “Bookmark” or business question

### **Immediate Access to Details**

All un-summarized details are easily available; it is the details that make facts actionable. Scalable without sacrificing detailed facts

### **Minimal Consulting or Technical Services**

Consulting focuses on logically grouping your business information and then “Mission-Based” training

### **Complete Autonomy vs. Ongoing Set-up**

Requires no consulting or technical services to create or modify views once data is loaded in the application. It is business-user driven; simply “Bookmark” standard views

## Typical Business Intelligence (BI) Tools

### **Tool-Kit**

The views, analytical capabilities, and more need to be built by an IT team before a solution is ready

### **Flexible Report Writing**

Inflexible resulting views are pre-determined – assuming the business question is always the same

### **Built for the Information Producer**

Typically the solutions are built so that technical staff can create and maintain reports for management.

### **Reporting-Based, Pre-Set Hierarchy**

If you may want to see it, it needs to be thought of and created ahead of time or redesigned on an ongoing basis

### **Partially Interactive**

Has some visual interactive capability; but most interactive capabilities are too technical and difficult that they are reserved for IT report-writers to develop views

### **Departmentalized**

Most reporting-based solutions summarize or departmentalize data to increase speed / response time

### **Required Set-up**

Depending on the number of individuals being served, technical resources are needed to create all potential views

### **Modification Assistance**

Services are needed from an internal or external technical resource to create new or modify existing drillable report views on an as-needed basis

