

SALIENT FOR VENDOR MANAGED INVENTORY



Salient for Vendor Managed Inventory (VMI)

Take control of Collaborative Planning, Forecasting & Replenishment (CPFR)



Collaborate with trading partners to deliver the right product, at the right time, in the right amount

In order to maximize sales and customer service and minimize cash tied up in inventory, suppliers and retailers can share demand facts through Salient VMI. Salient VMI allows companies to collaborate with complete clarity, which allows both parties to benefit from the added attention given to consumer demand.

How is Salient Different

Salient puts managers in direct control of outcomes. Create and tailor portal communications for perfect clarity without any technical know-how, fully web 2.0 enabled. Don't rely on manual Excel sheet correspondence for managing millions of dollars of exchanges in cash investments in inventory, shipping and distribution costs. You won't believe how easy it can be to setup web-based intelligent communication portals fully customized to you and your trading partners needs. Salient offers the end-to-end solution; from rapid-deployment integration capabilities, to high speed data services, to browser-based dashboard deployment, to advanced data-mining and mobile device access.

- Improve order accuracy with more automation
- Improve fill rates by potentially 2-5 percentage points
- Lower distribution costs by 20% or more with better collaboration
- Prevent out-of-stock situations with a greater degree of automation and precision
- Share customer demand facts with CPFR trading partners
- Enable dual input into the demand forecasting process
- Verify your EDI Synchronization facts

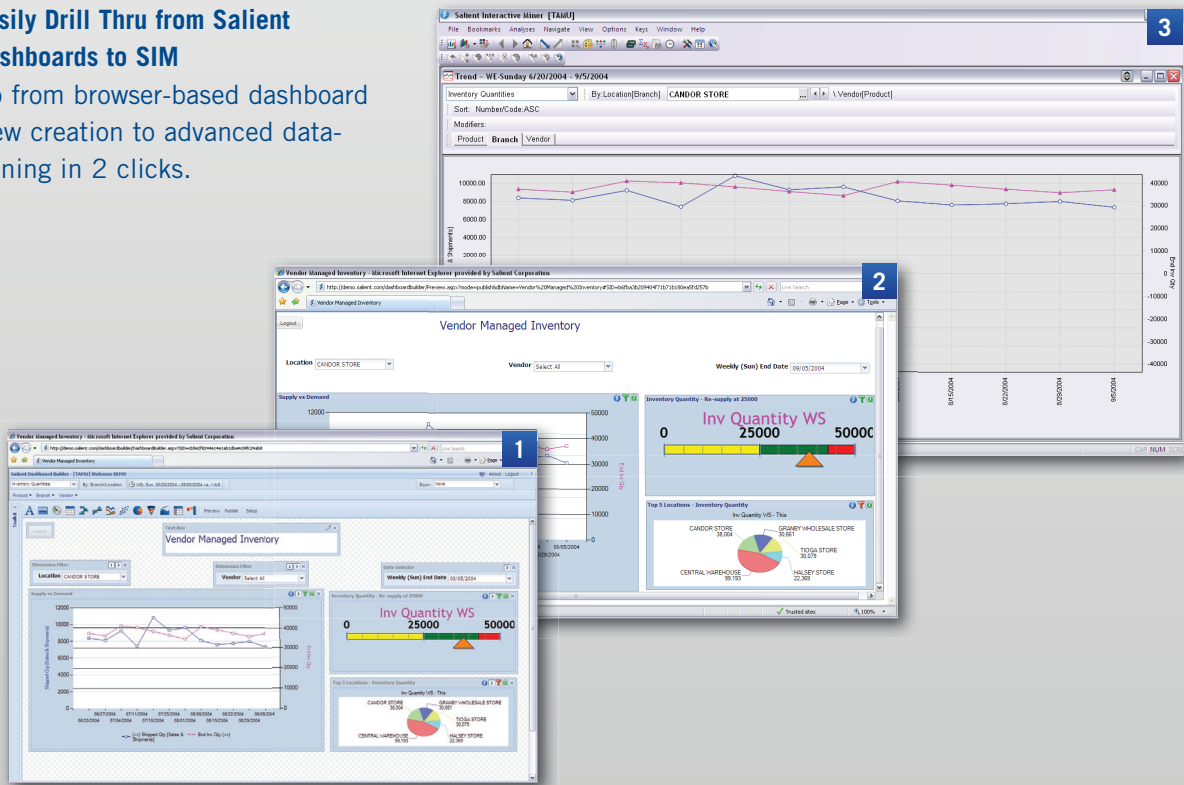
Free resources by moving replenishment accountability to your vendor's service team

Do you know immediately when and where there are overs and shorts? Are they receiving feedback automatically? Hold trading partners accountable to stocking plans with secure intelligence in an easy web portal. Create dashboards with drag & drop simplicity, no technical expertise required.

Product lines supported by CPFR collaboration have a proven rate of better consumer-demand responsiveness. Turn the current process into oversight and verification instead of manual reporting and manual analysis. Focus on the necessary actions, not manipulating data each month. Suppliers or retailers have often had to stand by while their goods perform at sub-par levels; not anymore. Initiate a CPFR program with your trading partners - let us help you.

Easily Drill Thru from Salient Dashboards to SIM

Go from browser-based dashboard view creation to advanced data-mining in 2 clicks.



Please contact us: **By phone:** 1-800-447-1868 **By e-mail:** info@salient.com
1-607-739-4511

About Salient

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

Salient's technology platform is a super scalable, in-memory, system for automated scoring of value added by business activity. The user interface provides a graphical toolbox for interactive, stream-of-thought data mining, visualization, and root cause analysis. Overall, the technology enables people to evaluate process behaviors rapidly, eliminate waste, and continuously optimize outcomes.

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