

Former New York Assistant DA is Salient's New Strategy Chief

HORSEHEADS, NY—MAY 2, 2011—Salient Management Company, a business intelligence and corporate performance management firm headquartered here, has appointed Ayall Schanzer Chief Strategy Officer, reporting to President and CEO Guy Amisano. Schanzer is a former Assistant District Attorney in New York County where he served under Robert M. Morgenthau.

Schanzer has more than 20 years experience in business management and strategic development in various types of organizations. In his role as Chief Strategy Officer at Salient, he is responsible for creating, communicating, executing and sustaining Salient's strategic initiatives.

"Ayall's strong leadership experience in corporate strategy, finance, law and business development makes him a perfect addition to our team of talented senior executives," says Amisano. "We're looking forward to working with Ayall to help take Salient to the next level and bring our solutions to a broader array of industries and customers."

Most recently Schanzer served as the Chief Executive Officer of Creative Cost Management, a venture-backed telecom expense management company. He introduced market leading software and technology-enabled services to help global organizations manage, understand and control their fixed and mobile communications assets and costs. Under his direction, the company successfully executed its exit strategy ahead of schedule and under favorable terms.

Prior to Creative Cost Management Schanzer was Chief Executive Officer of UtiliSave Telecom Services, a company that held domain expertise in the laws, rules, regulations and tariffs of the telecommunications industry. In that role he repatriated tens of millions of dollars to organizations of all sizes caused by billing errors on the part of the telecom carriers. Before that he was a corporate litigator at Rosenman & Colin LLP where he specialized in serving financial services companies. Previous to entering private practice, Schanzer was an Assistant District Attorney in New York County under Robert M. Morgenthau.

"I'm thrilled to be joining the amazing group of talent that makes up the Salient team," says Schanzer. "The combination of Salient's powerful and groundbreaking technology and its collective intellectual capital provides a transformative solution to organizations looking to maximize their operating efficiencies."

Schanzer received a Masters of Business Administration degree from Cornell University, a Juris Doctor degree from Benjamin N. Cardozo School of Law in New York and a BA in political science from Queens College.

About Salient

Salient Management Company offers business and government a visual data mining solution designed to improve performance management efficiency and decision-making. The Salient solution enables users to evaluate results, identify outliers and their root causes, and refine managerial decision-making continuously. Founded in 1986, Salient today serves more than 35,000 users in 53 countries.

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