

FOR IMMEDIATE RELEASE

New York State Partners with Salient for Medicaid Oversight

Albany, N.Y., January 21, 2010 – Salient Management, known for its success in helping organizations achieve improved results, today announced a partnership with New York State’s Office of the Medicaid Inspector General (OMIG) to help eliminate fraud, waste, and abuse within the Medicaid system. With a proven Medicaid data access solution, Salient will help New York’s OMIG ensure continuous vigilance over program activities. The solution provides an easy-to-use data-mining toolset that enables staff to easily and quickly visualize the behaviors of providers, recipients, pharmacies and others involved in Medicaid drug and services utilization.

Salient will help OMIG employees perform complex queries and analyses far more easily and in a fraction of the time previously required. The solution will help identify and investigate specific root causes, resulting in the identification of opportunities for improving outcomes and cutting costs. For example, Salient leverages details from medical claims and other Medicaid data-warehouse sources to better understand emergency room visits for a more comprehensive view of Medicaid utilization than is currently feasible.

The partnership with New York’s OMIG evolved from Salient’s work with county-level Medicaid agencies and the New York State Association of Counties (NYSAC) over the past four years. After winning several competitive RFPs, Salient solutions have been deployed within Medicaid systems in a dozen counties, including Albany, Chemung, Monroe, Nassau, Onondaga, Westchester, and others. These successful engagements have contributed to Medicaid program integrity efforts within the state and laid the groundwork for the OMIG system.

“Our work with New York counties, and now with OMIG, has established a platform that provides a modern and necessary capability to provide comprehensive oversight of Medicaid—both for New York and for any state entity with a mission to ensure program integrity and better manage the Medicaid population,” said Guy Amisano, CEO of Salient.

About Salient

Salient Management Company offers business, government and education a new visual data mining capability that joins modern computing power with the human mind's ability to discern patterns and trends from among vast stores of transaction data.

Salient's technology platform is a super scalable data mart for activity-based scoring of economic performance and interactive (visual) data mining. Drawing on diverse data from multiple sources, the software first creates a comprehensive replica of the business environment. Users mine these data at stream of thought, with an integrated graphical analysis toolkit to rapidly surface anomalous activities and their root causes.

Overall, the technology enables staff 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.

About New York State OMIG

The New York State Office of the Medicaid Inspector General (OMIG) was established by statute as an independent entity within the New York State Department of Health to improve and preserve the integrity of the Medicaid program by conducting and coordinating fraud, waste, and abuse control activities for all state agencies responsible for services funded by Medicaid. With seven offices across New York State, the OMIG works to protect the integrity of the Medicaid program by preventing instances of improper Medicaid payments before they are made, and also by recovering inappropriate payments made to providers.