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## Salient Management Company Debuts Documentation Solution for Efficient Knowledge Sharing

Turns Enterprise Confusion into Idea Fusion

**Horseheads N.Y., September 21, 2010** — Salient Management Company has released Salient Knowledge Manager™, a new software solution that enables users to capture and share soft intelligence such as comments, documents and visuals adjacent to bottom line performance numbers. Knowledge Manager allows associates within complex organizations to explain, attach, collaborate and communicate results with a shared window into the organization's performance. By aligning this information with business performance feedback, Salient users can collaborate across the enterprise in an extremely organized and collaborative application.

Knowledge Manager is a true knowledge sharing tool that lets users easily collect and share ideas and comments in text, photo and/or video formats. Whether working with a PowerPoint presentation, a field report created in Word, an Excel spreadsheet, a photograph or any other document type, Knowledge Manager accommodates the soft intelligence – or unstructured information – that is often required to clarify the hard facts. This combination of information provides for a collaborative and coherent picture of the organization's performance.

"If there are explanations, documents, comments or descriptions that a user wants to share about key brands, customers, chain accounts or certain categories, we have now provided them with a way to bring it all together in one place," says Guy Amisano, President and CEO of Salient Management Company. "Salient Knowledge Manager also enables users to add their own profiles so that everyone 'in the loop' knows exactly who and where shared soft knowledge is coming from, which improves efficiency in communications."

Salient Knowledge Manager acts as a "Performance Knowledge Center" by helping organize electronic soft knowledge in a central location. For example new employees can instantly find the terminology for company metrics, performance management resources, important historical data and notes, as well as performance comments regarding the customers, suppliers or departments they are responsible for. Users can access important facts such as mission statements, cross-departmental training resources, data dictionaries and user profiles. The application also features an "Administration Portal" that provides advanced controls for screening new content; reviewing, editing or deleting posts; and controlling access rights. Templates are included to help streamline set-up and promote text consistency.

“Knowledge Manager dramatically improves organization-wide collaboration by making it easier and more efficient for users to communicate performance information,” according to Amisano. “With Knowledge Manager installed, it’s much easier to respond quickly to information and to connect with others for faster decision-making.”

“Knowledge Manager allows a company to capture and share its intellectual property,” explains Bob Cushing, VP and General Manager for Salient’s DSD Business Unit. “It is one of the things that distinguishes a successful company from others. The difference in a company’s performance is the quality of execution. Knowledge Manager institutionalizes this concept.”

### **About Salient**

Salient Management Company offers business and government a visual data mining solution to improve 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.

For more information visit [www.salient.com](http://www.salient.com).