

Salient for Bakeries

Giving you better control

Keep your business from going stale

Lost revenue due to stale product, high production expenses, and private label performance can have a huge impact on your bottom line. You need to get complete data in the right hands as quickly as possible. Salient has the solution. Salient Performance Management gives you an interactive view of your business. For the first time, you can see exactly where your money goes.



All of Salient's solutions are powered by UXT®, a radical data mart technology that allows your managers, executives and performers to go through data easily, and so fast that they can actually correlate how their own work affects your results. UXT takes data from anywhere you keep it and produces a comprehensive economic model of the activity of your business. Now you'll have, literally, a full P & L on every customer, product, asset, person and event. And, it's updated every day.

About Salient

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

Salient's technology platform is a super scalable in-memory OLAP system for activity based value scoring. Its user interface is a graphical toolbox for interactive, stream-of-thought data mining, visualization and root cause analysis. Overall, the technology enables non technical knowledge workers to evaluate process behaviors rapidly, eliminate waste and optimize outcomes continuously.

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



SALIENT
Performance Management

Stale Product

This chart shows one customer with too many stales. It appears that the stales are due to heavy loading on 3/20 and then again on 3/27. Correctly timing this load-in activity can have a huge impact on your bottom line.

This entire exercise took less than 10 seconds.

Name	StaleUnits	SalesUnits	Net Sales	StaleExpense	Margin
5184 SUP MART M	1,197	7,188	5,991	235.16	1,215.06
007 ARCO DEPT 53 RTE	446	2,962	2,462	119.88	(76.95)
842 KROGER MOONER	346	2,894	2,546	63.96	320.84
017 ARCO DEPT 53 STO	331	2,392	2,061	87.44	(83.69)
0088 RODHES IGA MAR	322	1,493	1,171	63.27	158.14
FESTIVAL FOODS LANC	321	1,127	806	62.23	(0.76)
060 MEIJER GEORGESV	301	1,161	980	59.81	(76.01)
002 ARCO DEPT 53 WED	299	4,630	4,331	71.87	(146.09)
1 FISHER FOODS CHER	296	1,807	1,511	61.12	(106.04)
006 ARCO DEPT 53 NOR	286	5,454	5,168	72.12	(186.30)
015 ARCO DEPT 53 MED	284	2,715	2,431	72.53	(61.27)
Totals	35,462	493,477	458,015	7,619.54	69,644.32

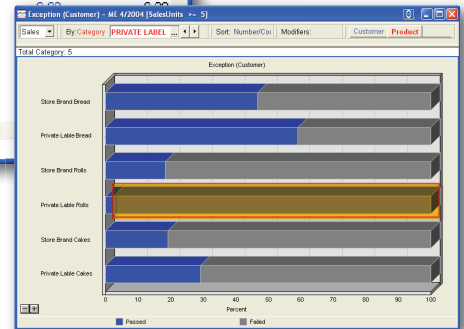
Date	SalesUnits	StaleUnits	Net Sales	StaleExpense	Unit Cost	Margin
3/16/2004	691	0	691	0.00	0.84	204.66
3/17/2004	0	0	0	0.00	0.00	0.00
3/18/2004	683	0	683	0.00	0.83	175.42
3/19/2004	557	25	532	5.08	0.86	139.74
3/20/2004	1,487	5	1,482	0.98	0.85	357.67
3/21/2004	0	0	0	0.00	0.00	0.00
3/22/2004	294	63	242	9.76	0.96	93.71
3/23/2004	650	300	350	63.14	1.10	128.93
3/24/2004	0	0	0	0.00	0.00	0.00
3/25/2004	231	82	149	16.10	1.10	12.97
3/26/2004	167	10	157	2.77	0.84	61.20
3/27/2004	998	166	822	40.89	0.87	93.79
3/28/2004	0	0	0	0.00	0.00	0.00
3/29/2004	36	133	-97	12.46	0.22	(138.17)
3/30/2004	175	271	-96	53.01	(0.08)	(97.39)
3/31/2004	0	0	0	0.00	0.00	0.00
4/1/2004	139	43	96	11.23	0.92	(4.02)
4/2/2004	217	38	179	8.49	0.88	48.36

- 1 Click to drill in.
- 2 Click to get a daily run of stales for this particular customer.

Manage Your Private Label

Ask questions of the data – who's buying more of their store brand and less of your private label?

Name	Branch	UnitWeight	Net Revenue
101410	24WA MARCS WATERLOO	ITHACA	0.00
101428	NEW CUMBERLAND ELEM SCHOOL	ELMIRA	0.00
101527	02 BUEHLERS NEW PHILA	ELMIRA	0.00
101588	596 KROGER TUSSIN REYNOLDSBURG	WATKINS GLEN	0.00
101584	598 KROGER SOLDANO BLVD COL	WATKINS GLEN	0.00
101592	602 M & M MARKET	ELMIRA	0.00
101600	595 KROGER EMPORIUM SQ COL	WATKINS GLEN	0.00
101642	TUSC. CO. JUSTICE CENTER	ELMIRA	0.00
101659	TUSCARAWAS ATTENTION CENTER	ELMIRA	0.00
101733	410 CERTIFIED OIL RAVENNA	ITHACA	0.00
Totals			



- 1 Run a graphical exception test by SKU.
- 2 Private label rolls are not moving. Click the gray area to see who is not purchasing them.

Total Cost of Production

See the exact cost of production.

	3/23/2004	3/24/2004	3/25/2004	3/26/2004	3/27/2004	3/28/2004	3/29/2004	Average	Totals
Net Sales Units	37,091	188	30,397	27,600	41,066	0	30,011	23,765	166,363
Net Revenue	37,905.92	203.49	32,233.53	28,871.23	42,319.33	0.00	32,282.59	24,830.87	173,816.09
Total Cost	32,906.29	199.12	27,624.67	24,928.24	36,563.50	0.00	27,846.39	21,438.31	150,068.20
Margin	4,999.63	4.37	4,608.86	3,942.99	5,755.83	0.00	4,436.20	3,392.56	23,747.89

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Net Sales Units	37,091	188	30,397	27,600	23,765	166,363
Net Revenue	37,905.92	203.49	32,233.53	28,871.23	24,830.87	173,816.09
Stale Expense	427.86	9.31	549.12	510.13	421.74	2,952.16
Discount/Rebate	578.22	8.03	457.63	378.11	362.48	2,537.21
Selling Overhead	3,652.52	22.82	3,078.05	2,801.11	2,394.86	16,763.99
Vehicle Expense	1,335.28	7.39	1,091.63	996.10	854.77	5,983.42
Sales Benefits	2,720.68	14.61	2,313.56	2,072.11	1,782.28	12,475.96
Driver/Comp/Exp.	6,254.43	33.68	5,318.52	4,764.11	4,097.20	28,680.38
Transport	2,575.49	16.09	2,170.42	1,975.11	1,688.68	11,820.76
Deck Cost	5,361.81	87.29	12,845.73	11,430.11	9,836.33	68,854.91
Total Cost	32,906.29	199.12	27,624.67	24,928.24	21,438.31	150,068.20
Margin	4,999.63	4.37	4,608.86	3,942.99	3,392.56	23,747.89

- 1 Click to drill into total costs.
- 2 Instantly identify those factors that affect you the most.