

Improve Business Performance *without* any Software Changes

Be Fast, Be Agile, Maximize Every Opportunity

Let your organization get the daily facts to improve performance – in time to outpace the competition. Electronics manufacturers face ruthless pressures of rapid innovation, short development cycles, limited capacity and capital, and extreme customer expectations. The solution: speed. Stop asking for “that report” and start getting what you need to know in time to make a difference. We bolt-on to what is already in place and provide a visual, business-friendly front-end for decision making. Salient puts you in control, the one who knows the business and has all the relevant soft-knowledge.

Raise Employee Productivity: No time for Monday-morning quarterbacking. Daily facts must inform strategic decisions, now. Enable individuals to see the results of their actions at the speed of thought. Easily assemble actionable feedback on the fly, directly connecting decisions with value production. Let your people steadily reach the supply-chain velocity needed for high performance and differentiation.

Control Activity-Based Costs: Never view sales and cost-of-goods-sold with blinders on, and avoid false positives of profit. With daily operational monitoring of precise profit, people can rapidly translate strategy into action, cut standard cost and boost future performance. With fast, comprehensive, and transparent data, it's easy to reward good behavior and cut waste.

Manage Distributed Manufacturing: Manage performance and collaboration with partners. Get daily integrated views of each facet of outsourced operations and component manufacturing – including details on distributed functions of design, planning, manufacturing, marketing, and support services. Easily drill down to activities and transactions in each factory and associated supply chains. Let your people streamline information sharing and monitoring for a high-performance distributed manufacturing environment.

Trim Cycle and Lead Times: Track and self-correct activities affecting flow time for design, resource planning, and manufacturing. Quick daily updates on yields, equipment and labor productivity give managers keen insights into planning the development process. Easily pinpoint and eliminate bottlenecks, allocate proper resources to ensure on-time production, and track performance against industry benchmarks.



“Margin Minder has helped us become much smarter manufacturers.”

–Randy Bates
Executive Vice President of Sales & Marketing for Golden Flake



Make the Most of Capacity: Improve shop operations by monitoring and measuring capacity according to product mix and other variables. Make factory-floor scheduling and work-in-progress management a core competency, recognizing from the daily data what works and what doesn't – in time to adjust and correct. Monitor uptime of equipment and take preventative measures to optimize utilization of capacities and reduce maintenance costs.

Reduce Inventory Obsolescence and Turns: Improve sales-forecast accuracy for production planning by closely linking output to market demand. Avoid warehouses full of older product inventory losing value each day; fine-tune inventory to match sales.

Attune Pricing: Let your pricing decision makers negotiate from knowing positions – using daily updates of market, customer, product, promotion, and supply-and-demand data. Monitor price elasticity and more easily attune unit prices and revenues to various opportunities and constraints. Yield more profitable outcomes on each deal.

Increase Capital Velocity: Quickly compile cash-to-cash data from daily transactions in multiple locations, from wherever that data resides. Track transactions at the most granular level to see exactly where the money goes. Understand which SKUs are dormant in inventory. Graphically chart suppliers who aren't meeting your terms, for example, and find out if you're paying suppliers too early.

Optimize Purchase Price Variance (PPV): Ensure that expenditures return maximum value, by having full and swift visibility of the cost of every purchased item. Understand present costs and steadily refine price negotiations with suppliers to control future costs. Track PPV against variables over time, such as quality controls and parts supplies. Fast access to the right facts lets you steadily improve both profit margins and quality.

Perfect Order: Get the full picture of activities corresponding to each step of satisfying customers and managing suppliers. Identify trends earlier to minimize returns and increase customer retention. Ensure that each order is on time, complete, damage-free, and correctly documented.

Enhance Quality: Accurately quantify and monitor Defects Per Million (DPM), to better predict costs of assembly, test, repair, scrap and warranty. Pinpoint areas needing adjustment, and easily benchmark to industry standards and goals.

Improve Forecasting: Salient takes you way beyond simple metrics for cost and variance, to measures of profitability and performance of the entire processes. Update forecasts daily and measure accuracy, by fully integrating supply-chain data with forecasts, plans, schedules and other financial time-phase data. Clearly see the relationships among sales, cash flow, productivity, and customer service.

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.

Partial Client List:

Carvel/FOCUS Brands

Havell's SLI

Maines Paper & Food

Melissa's Variety Produce

Wasserstrom



SALIENT™
Performance Management