

Improve Business Performance *without* any Software Changes

Gain actionable, continuous feedback into the value-chain, from supply through operations to delivery, and discover ways to make improvements at each step. Stop asking for “that report” and start getting what you need to know in time to make a difference.

Improve Customer Service

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

Increase Inventory Turns: Graphically visualize product lifecycle to eliminate the guesswork around listing and eliminating products. Drill to the SKU level at the speed of thought, to identify products not meeting par movement levels. See how adjustments to product mix affect profitability objectives. Reduce stock-outs and overstocks, improve overall product flow and deliver on time.

Maintain Food Safety

Protect customers and reduce liability by tracking Hazard Analysis and Critical Control Points (HACCP) processes. Fine tune compliance with control measures and improved visibility into facts surrounding each critical area. Swiftly respond to market withdrawals and recalls by instantly locating SKUs wherever they are in the supply chain.

Increase Margins

Get down to dead-net profit per SKU and per customer. True profit takes into account the impact of each SKU's specific rebate income stream and activity-based costs (such as product handling), for a complete view of the SKU's profit contribution. Salient can integrate data from every source in your organization (and even from trading partners), so you'll never have to view sales and cost-of-goods-sold with blinders on, and you'll avoid false positives of profit. Start simple with sales transaction or progress quickly and measure operational dead-net profitability.

Boost Penetration

Frozen food sales are up five percent, but did you know the increase is due to higher turkey sales while your customers have stopped buying your pies? Salient lets you easily spot lost sales before long-term losses are possible. Has the fine-dining establishment's menu changed, or do they prefer to buy fresh pies from a competitor? Now you can know.



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.



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

Manage Demand: Deploy intelligence well beyond the supply chain. Executives, middle managers, and front-line supervisors in finance, purchasing, sales and marketing can leverage customer, product, promotional and supplier-performance metrics. This strategic use of in-house intelligence provides a competitive advantage.

Improve Warehouse Efficiency: Track the efficiency of various loading methods. Slot products for the fastest processing, fewest errors and lowest labor costs. Show which layouts and designs increase product flow and conserve item freshness. Enable individuals to boost their productivity by helping them see their own performance for self-correction.

Operational Excellence: Help front-line supervisors see and reinforce performance with precision. One can easily see how customer orders affect handling time and other factors, to better plan when to buy in pallet, tier and half-tier multiples. Strategies can be adjusted for balancing inbound cases and pallets throughout the week, and for minimizing throughput impact and the cost of inbound operations. Instantly compare performance results to industry benchmarks like IFDA Best of Class Performer.

Express Delivery: Delivery efficiency is our 20+ year expertise. Maximize ROI of on-board computers by leveraging all the data your company collects to increase efficiency. Accurately reward truck drivers for high performance and aid in retention of best drivers. Precisely measure fuel management strategies to reduce fleet, fuel and maintenance costs.

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.

“If I have a sales issue – like returns in a particular trade area – I can hop on Margin Minder and look at the business by product, by chain or by salesman.”

*-John Voaden
Senior Vice President of Sales
and Distribution for Carvel*

Partial Client List:

Carvel/FOCUS Brands

Havell's SLI

Maines Paper & Food

Melissa's Variety Produce

Wasserstrom

