

Continuously Measure Actual Cost, Revenue, Growth and Efficiency

Get a top-to-bottom model of the entire retail enterprise that can be explored quickly, easily and thoroughly by everyday managers and executives.

Unit productivity – P&L, growth, efficiency and constraint – can be tracked from any or all points of view – per unit of space, per ring, per operating hour, per head count, per customer, per dollar of payroll and operating expense.

Financial Highlights:

Vendor Payment Tracking / Accounts Payable (A/P)

A/P data can help refine scoring of the vendor relationship – granular data on invoice amounts, paid amounts, adjustments, rebates, freight and balances integrate with sales and other data to provide an in-depth, value-added scorecard for each vendor.

Budget and Forecast Support

Roundtrip is a plug-in data pump for Microsoft Excel® or best-of-breed forecasting packages. Users can draw in transaction or summary-level data directly and then post back forecast data for continuous tracking and improvement of forecast to actual performance.

Cash to Cash Cycles

How long does it take each buyer to turn \$1MM in open-to-buy funds into \$1.25MM in the bank? Salient helps capture all of the details of your investment – from where it goes to when it returns – to optimize your cash cycle.

Salient Retail Enterprise Monitor™

Salient integrates data from every level and function across the entire enterprise to provide comprehensive, nearly limitless measurements of retail productivity and offers a disciplined advisory service that can help senior management connect its strategic vision to its entire base of activity data.

The Salient Retail Enterprise Monitor delivers a never-before-possible management capability. Your business can achieve a state of constant, current and actionable intelligence that joins data directly to action and enables continuous improvement of the many decisions, processes and capital spending.

About Salient

Salient Corporation makes very large scale in-memory intelligence technology for ad hoc data interrogation, visualization and root cause analysis. The company provides continuous audit, performance monitoring and forensic applications for business, health care, education and government.

