

Salient Hosts Trio from Japanese Partner

HORSEHEADS, NY, JUNE 14, 2011 — Three associates from Emori & Co., LTD, a multifaceted conglomerate based Keya, Fukui, Japan that serves as exclusive distributor of Salient's performance management software solution in Japan, have been training for the past two weeks at Salient's headquarters in Horseheads. The agreement, which was signed by Salient President Guy Amisano and Emori President Kiyotaka Emori in March, is part of Salient's plan to expand into key growth countries through experienced and reputable in-country business partners.

"The objective for both firms is to have the Emori staff sufficiently trained to sell and support Salient's products in Japan," says Tom DeMay, Salient Vice President, Partners. "Emori has a team dedicated to selling and supporting our products in Japan. The next step in the training process is for Salient associates to visit Emori's Japan offices for sales and technical support "until they are proficient with all aspects of our products and processes."

During their first week in Horseheads, the Emori associates focused on the sales process "to properly position Salient and our offerings, understand our consulting, sales and implementation methodologies, and be able to demonstrate the product," DeMay explains. This week's agenda is dedicated to technical training, including the design, implementation and administration of Salient's full suite of offerings.

While the days have been long – each training session is taped and reviewed in the evenings back at the hotel – the trip to Horseheads has not exactly been all work and no play for the three visitors - Masato Shimizu (Sales), Masahiro Banno (Sales) and Akiko Muratta (Systems Engineer). Banno-san received a Yankees baseball cap and a cake on his 30th birthday last week, and over the weekend they visited one of the country's most renown tourist landmarks, Niagara Falls. Of course no trip to Horseheads would be complete without a shopping spree at the Arnot Mall.

"The Salient solution is a great product and will definitely meet the needs of the Japanese business market," says Murata-san. "We enjoyed our time around Horseheads, which is a very similar environment to Fukui, Japan – the mountains, trees and river. Also the people are very nice and the food and drink are outstanding."

It is estimated that the Business Intelligence market in Japan for 2009 was 20 billion yen, with approximately 2,100 products available for purchase. Given the predicted economic recovery in fiscal year 2011 in key industries such as manufacturing, Emori projects its BI sales to reach 100 million yen in the first year of the Salient agreement and 2 billion yen

within five years.

“We are very excited to be working with such a successful and reputable company as Emori in this extremely important market,” says Amisano. “We have achieved a level of success on our own in Japan where we are working with a major retailer, but with Emori we now have a partner with deep expertise not only in the IT arena, but also in the manufacturing industry, which is a major target market for us.”

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.

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About Emori & Co.

EMORI & CO.,LTD was founded in 1906 and currently has 1,050 employees. Emori is headquartered in Keya, Fukui, Japan and has offices throughout Asia and in the U.S. in Los Angeles. In addition to IT, the company has business in several manufacturing sectors, including chemicals, electronic materials, synthetic resins, dyes & textiles and ecology. Within its IT business Emori serves the banking, logistics, packaging, OEM applications and systems development sectors. For further information, contact Masayuki Mikami, Executive Officer, Information Systems, EMORI & CO., LTD. TEL: 0776-67-7605 FAX: 0776-67-7604 Email: mikami@emori.co.jp