

phone: 607 739 4511
fax: 607 739 4045
www.salient.com

Albany County, NY is 4th New York County to Contract for Salient's Performance Management Solution to Manage Medicaid

County will Use Salient Performance Management™ for Human Services to Increase Efficiency, Save Money, and Detect Fraud

November 13, 2006, Horseheads, NY – Salient Corporation, a leader in performance management solutions, today announced that Albany County, NY has signed a contract to implement its Salient Performance Management solution to manage Medicaid and help control waste, fraud and abuse. County officials will also use the solution to identify opportunities for cost and service efficiency within Medicaid. Albany County is the 4th New York county, after Chemung, Onondaga and Monroe, to use Salient, and is one of 12 counties involved in the State's Medicaid Fraud Demonstration Program, a pilot program that gives participating County governments local control over identifying and investigating cases of fraud, abuse and waste among providers in the Medicaid program.

The Salient Performance Management solution will provide Albany County administrators with real-time, interrogative access to transactional as well as select non-transactional program data, enabling them to immediately identify opportunities for cost savings, operations efficiency and even detect questionable activity. In addition, for the first time, Albany will have a complete view of activities of all of its providers so that the county can identify behavior patterns and work with the providers to improve quality of service while reducing costs. Albany County's annual Medicaid budget is currently projected for 2006 at more than \$53M.

"Albany County is implementing Salient's solution to help ease the significant burden of Medicaid on our taxpayers and to facilitate better management of the system for its recipients," said Albany County Executive Mike Breslin. "We expect this solution to give us complete visibility into how Medicaid dollars are spent, where services are being used, and how to maximize our investment in the program."

How Salient Performance Management for Human Services will be used

Salient's solution provides the speed and simplicity Albany County needs to manage and make sense of the high-volumes of data generated by the Medicaid Program. The solution's sophisticated architecture allows users to access, control and compare data on-demand and creates instant visibility with user friendly, high quality graphics. The county will have the ability to examine the program in such granularity that they will be able to quickly act on cost savings opportunities and detect unusual activities. This will create unprecedented accountability within the program and may lead to the county saving millions of dollars. For the first time, administrators will be able to compare data across the program at a moment's notice. Salient's solution will provide complete information on every individual and case in the system and it allows for instantaneous investigation into anomalies.

About Salient Performance Management

Salient Performance Management is a radical innovation for managing and investigating financial and operational data in the government sector. It can be used to manage programs such as human services, including Medicare and welfare, emergency services, public works, contracts, tax collections and other useful data. The end result is a comprehensive view of government operations that gives users a powerful, interactive tool to investigate, monitor and optimize the efficiency of public sector programs.

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.

