

## Monroe County, NY Contracts for Salient's Solution to Manage Medicaid

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

**August 28, 2006, Horseheads, NY** – Salient Corporation, a leader in performance management solutions, today announced that Monroe County, NY has signed a contract to implement its Salient Performance Management solution (formally named Muni-Minder) 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.

The Salient Performance Management solution will provide Monroe County administrators with real-time, interrogative access to all 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, Monroe 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. Monroe County's annual Medicaid budget is currently projected for 2006 at more than \$162M.

"Today is a great day for Monroe County taxpayers. The utilization of Salient's Muni-Minder software is a valuable new tool in our continuing battle against Medicaid fraud and abuse. Utilizing the latest technologies, Monroe County will be able to further identify abuse and fraud within the Medicaid program, and reduce its crippling burden on local taxpayers," said Monroe County Executive Maggie Brooks.

#### **How Salient Performance Management for Human Services will be used**

Salient's solution provides the speed and simplicity Monroe 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 - a capability that is unavailable with any other solution.

### **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.

