

New York State Association of Counties and Salient Partner to Improve Government Efficiency

Salient's Muni-Minder™ Software Can Support and Improve County Management

March 13, 2006, Horseheads, NY – Salient Corporation, a leader in performance management solutions, and the New York State Association of Counties (NYSAC) today announced a new partnership aimed at creating greater efficiency and innovation in county government through the use of Salient's Muni-Minder™ performance management solution. Muni-Minder is best known for its unique ability to closely discover and track Medicaid waste, fraud and abuse. The software also creates efficiencies in the management of other public sector agencies and programs.

"At a time when counties are asked to provide more programs and services with less revenue, we are discovering technology applications that can help counties be much more efficient. Salient's Muni-Minder software is one of those applications, and we are pleased to bring it to the attention of our Member Counties," said NYSAC Executive Director Stephen J. Acquario.

Muni-Minder is a high performance system for managing public sector business processes. It can be used to manage activities such as human services programs, including Medicare and welfare; emergency services; public works; and revenue collections to name a few. 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.

"Salient's program not only identifies potential cost savings, it also provides a way to increase government accountability, which is being demanded by taxpayers across the state," Acquario added.

To date, New York's Chemung and Onondaga counties have already contracted with Salient to use Salient's Muni-Minder software program to monitor and

track Medicaid waste, fraud and abuse. These two counties are also slated to implement the Welfare-to-Work Performance Management module to help manage Federal mandates in the welfare to work program.

“The versatility of Muni-Minder makes it a wise investment for county government. It can be used to identify questionable Medicaid claims, and it can be used to track the effectiveness of many other programs and services as well. It’s broad-based flexibility and effectiveness is what sets it apart from other performance management tools,” said Acquario.

“Muni-Minder will forever change the way government manages its services, and NYSAC’s ‘Seal of Approval’ is an important step in making that a reality,” said Salient President Guy Amisano.

“Muni-Minder enables program managers and officials to search through huge volumes of data quickly, easily locate unproductive and wasteful behaviors and continuously monitor spending. We look forward to helping a growing number of government organizations solve the complex problem of making data visible and actionable.”

“Muni Minder represents an entirely new way to measure and improve productivity and Government services,” according to Amisano. “It makes the investigative process thousands of times faster than ever before, enabling every manager to see the results of their decisions as soon as they are recorded. It also allows users to drill into vast databases in real time, to get down to root causes and short lists and most of all, to act in time to make things better.”

About NYSAC

The New York State Association of Counties (NYSAC), founded in 1925, is a bi-partisan municipal association representing the 62 counties of New York State. NYSAC is the only statewide association representing the interests of nearly 5,000 elected and appointed officials, including county executives, legislators, supervisors, administrators, commissioners and other employees who deliver essential services to the public.

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.

