

Salient Corporation Launches UXT[®] 4.0

New version of advanced performance management technology helps organizations measure value, improve productivity, and increase profit

Horseheads, N.Y., August 20, 2008—Salient Corporation today announced the introduction of UXT[®] 4.0, the latest version of its activity based performance management software, that helps businesses and government entities measure value and improve overall productivity and performance.

Salient UXT is a highly scalable in-memory business intelligence engine that bolts onto multiple data sources and draws every kind of data that is useful for scoring value creation (profit and loss, quality of service, volume growth, etc.). It affords ad hoc data interrogation with common business databases (e.g., Oracle, SAP, SQL, ODBC-compliant, etc.), and provides visualization, root cause analysis, continuous auditing, performance monitoring, and forensic applications for business, health care, education, and government.

At its core, UXT has two parts working together to provide a new way to measure the value added by activity throughout an organization and drives this knowledge back into the process to make a difference in business outcomes:

- The first part is Salient's automatic value scoring (AVS) engine, which measures how day-to-day business activities affect the net economic value of individual persons, products, assets, and business relationships.
- The second part is the Salient Interactive Miner™ (SIM). This enables non-technical persons to easily and quickly search for information and perform analysis without technical support.

Salient's solution provides a coherent and transparent view of all of an organization's activities and data, allowing for control and accountability within the organization, and giving people the information they need to make sound, informed decisions in real time

that will positively impact the bottom line. Plus, it is the only system available that offers granular detail at lightning fast speed, and is able to scale up to handle hundreds of millions of annual transactions and hundreds of concurrent uses.

“UXT represents another step in our mission of helping enterprise and government clients continuously improve their performance through better and faster access to actionable intelligence,” said Guy Amisano, founder and CEO, Salient Corporation. “With UXT, we are enabling organizations and their individuals to deliver products and services of the highest possible quality at the lowest possible cost.”

UXT enables people to have a holistic view of their enterprise through its ability to leverage metadata and make correlations and comparisons beyond basic transactional data, to include causal data, unstructured data, operational factors, and environmental elements. Analysis in UXT is available in four main groups: comparative views, advanced trend views, exception views, and outlier views. Additionally, geospatial analysis, alerts, and Excel plug-ins are available to give people a complete view of their organization’s activities.

In combination, this all presents a clear picture and a sound system for presidents, CFOs, VPs of sales and marketing, and operational managers looking to measure ongoing activity because it’s all-encompassing of the factors impacting an organization’s performance and bottom line.

The new InfoShare Pointer brings the power of the Internet together with Salient’s unique geospatial mapping capability known as Geo maps, providing improved visualization and ease-of-use. Users can link to points on the map to get driving directions, satellite images, related websites, and more. Salient’s unique InfoShare pop-up feature allows users to combine additional data, such as causal data or environmental elements, with the Geo maps feature, offering a complete picture of the factors affecting performance.

For the first time, UXT offers users the ability to count the number of unique key business elements involved in a single transaction, giving a full-picture view of how a single transaction affects an enterprise or government entity. Businesses can use this information to see how much current and lost customers are costing them, as well as determining the level of product penetration for each. In government, this functionality can be used to identify cases of fraud and system abuse, as well as to ensure that provider expenses are in alignment statewide.

In addition, a new variety of charts and graphs have been added to UXT's already extensive reporting and analytical capabilities. These come with built-in intelligence to help users more closely monitor activities without the need for additional programming. As with all of Salient's analytical tools, these news charts and graphs take users beyond basic navigation to discovery of the underlying causes affecting change within the marketplace. Users will be able to easily drill down through the data and determine root factors impacting customers' profit, volume, sales, product penetration, and more. People will even be able to make planning more predictable by utilizing new trend capabilities, including cumulative totals and averages, which is useful when reviewing year-to-date results over time.

"The new features of UXT work together to truly offer users the holistic intelligence they need to make business decisions. With regular access to meaningful facts, people have a coherent picture of where spending works and where it doesn't, and they have the power to make changes," added Amisano. "Our performance management system is a radical innovation that provides a durable and sustainable business solution, enabling governments and businesses to operate at peak levels of performance."

UXT 4.0 is available worldwide through Salient's direct sales force, as well as through its network of reseller partners. Current Salient activity based performance management customers can upgrade to UXT 4.0 immediately.

For more information, please visit www.salient.com.

About Salient Corporation

Salient Corporation, located in Horseheads, N.Y., offers business and government a new solution for efficient management. Our solution is the missing link in the performance feedback loop. We track the value creation process, however you define value: profit, growth, efficiency, quality of service—and then we make the knowledge useful. We eliminate the limits: waiting, hassle, dependency on others—so individuals can find opportunity, expose waste, learn why, correct in time, repeat what works and avoid what doesn't. Salient's clients represent more than 35,000 users in 53 countries. For more information, visit www.salient.com.

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