



Medicaid Press Quotes

The New York Times

The New York Times

Salient’s software allowed Chemung [County] to see where its money was being spent, and the results were often startling. The county learned, for instance, that just three doctors accounted for 14 percent of the entire county’s prescription drug spending last year, and that \$1.8 million was spent last year in the county on brand-name drugs when a generic equivalent was available.

- Richard Pérez-Peña and Michael Luo

COMPUTERWORLD

Computer World

Albany County ... began using Salient Performance Management (formerly called Muni-Minder) software from Salient Corp. to analyze data stored in the state’s Medicaid data warehouse to detect patterns that might indicate abuse, said Beth Berlin, commissioner of the Albany County Department of Social Services.

The Salient software is designed to provide access to transactional data and other information for analysis, said Guy Amisano, president and co-founder of Salient. The results are displayed graphically to help users detect questionable activity, he said.

- Heather Havenstein

FCW.COM

Federal Computer World

Salient created Muni-Minder, which analyzes information from a variety of state and county data sources and graphically displays the results. County officials said the software has enabled them to gain new insights into their Medicaid spending ...

“I didn’t have a tool to help me look at pre- and post-initiatives to see if the impacts that we expected were actually realized,” [Commissioner] Huffner said. “The Salient product allowed us to look at data that was available to us in a different way. It created more visibility and allowed us to drill into the data in ways that we weren’t able to before.”

- Dibya Sarkar

GCN

Government Computer News

The Centers for Medicaid and Medicare is helping state and local agencies use analytic software to improve the quality of health care data and to prevent fraud and abuse. The results—on a small scale so far—have been positive ...

Several New York counties use business performance management software from Salient Corp. of Horseheads, N.Y., to help manage Medicaid, reduce fraud and abuse, and enhance local service efficiency.

Salient’s Muni-Minder analyzes high volumes of Medicaid data, including how money is spent and recipients are managed. Users can access and compare data, and create graphics to illustrate and better understand it.

- Mary Mosquera



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Government Health IT

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The New York State Association of Counties (NYSAC) is partnering with Salient to help push the company's Muni-Minder software as a solution to improve management of county governments' programs and business processes.

The Salient software is an example of technology that counties can use to be more efficient at a time when governments are being pushed to do more with their programs and services while dealing with declining revenues, said Stephen Acquario, NYSAC's executive director.

- Brian Robinson

The Post-Standard

The Post-Standard

A computer program being tested by Onondaga County [New York] has ferreted out six cases of potential Medicaid fraud or abuse totaling more than \$100,000, county officials said Wednesday ...

The software, developed by Salient Corporation ... also can be used to uncover patterns of Medicaid use and potential abuse among physicians, dentists and other health professionals, [Commissioner] Sutkowy said.

- John Mariani

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.

