



The New York Times

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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

SUNDAY STAR-GAZETTE

The Star-Gazette

"This is revolutionary," Santulli [Chemung County Executive] said of the computer program developed by the Big Flats-based Salient Corp. Now, for the first time, officials will be able to know exactly how every Medicaid dollar is spent, down to the last penny on prescription drugs or to the first person to receive treatment under the program this year. It's a big step, Santulli said. "How do you fix anything unless you know how (the money) is spent?" he asked.

- Brooke Sherman



NYS Budgets Publication

Partners with Local Governments for County Demonstration Projects: Several counties are partnering with the Department of Health to develop initiatives to combat provider and recipient fraud. For example, Chemung County is developing a plan to reduce inappropriate utilization by using [Salient Corporation's] sophisticated data mining tools to identify trends in Medicaid spending, services and care coordination.

- Governor George Pataki

The NEW YORK Sun

The New York Sun

What is [the] new approach to [municipal] cost containment? Very simply, it's a software package dubbed Muni-Minder that applies the basic rules of cost accounting to allow county administrators working in concert with medical providers to uncover patterns of wasteful or fraudulent spending. Already, Onondaga County ... has announced that it will purchase the new software, and in all likelihood, additional counties will soon follow suit or seek out similar solutions from other vendors in the marketplace.

The potential for savings is immense. According to Thomas Santulli, the innovative Chemung County executive who commissioned the software ... the savings are likely to amount to 20% to 30% a year. On a statewide level, this would translate into a savings of approximately \$10 billion, half of which could then be returned to state and local taxpayers.

- Randy Daniels

The Post-Standard

The Post-Standard

[Salient's] technology allows users to tap into a mammoth, but previously unmanageable, state database of Medicaid records, [SS Commissioner] Sutkowsky said. His staff should be able to uncover patterns of how clients and providers are using, misusing or abusing Medicaid, he said, allowing them to find candidates for money-saving managed-care programs, and to discover and send potential fraud cases to the district attorney for prosecution.

- 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.

