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Holiday Quality Foods to Deploy Salient's Margin Minder™ Series to Improve Business Performance

HQF to Deploy Margin Minder Series to Improve Business Performance, Including Category Management, Product Sales Data, Store Profitability and to Leverage Data Warehouse Investment

January 31, 2006, Horseheads, NY – Salient Corporation, a leading provider of performance management solutions, today announced that Holiday Quality Foods, a privately-held grocery chain based in Cottonwood, California, will be deploying Margin Minder 3.0.

Holiday Quality Foods is deploying Margin Minder to more rapidly and effectively measure and evaluate profitability throughout the Company. In addition, the Company has made significant investments in a data warehouse, and wants to be able to provide its corporate and store managers with faster and more direct access to that information. Holiday Quality Foods will first deploy sales and profitability management by product, category and store. The Company will also use Margin Minder to measure and manage operations productivity.

“As a growing business competing with much larger, national chains, we needed a business performance solution that will help us make smarter faster decisions and be more competitive,” said Richard Morgan Jr, President of Holiday Quality Foods. “We expect that we will garner immediate ROI just by giving our store-level and corporate managers instant access to data warehouse information and the ability to drill down to determine areas of opportunity or a red flag.”

About the Margin Minder Series

The Margin Minder Series is a business performance management solution for small or large enterprises that allows business managers to graphically discover the performance, profitability, and efficiency of anything within an organization in near real-time. The Margin Minder Series can be deployed in an enterprise in weeks and will provide results that impact the bottom line within six weeks of delivery. Margin Minder is based on Salient's UXT® data engine and its “Minder Viewer” user interface running on local, remote or disconnected Windows® PCs.

Benefits of Margin Minder include:

- **Instant Visibility** of sources and drivers of profit and efficiency within and across processes, partnerships and tiers, and down to individual performers. Margin Minder provides immediate, complete “what it’s worth” feedback on every business decision.
- **Precise Alignment** of role players to strategic purposes, Margin Minder resolves value contribution in near real time, within and across processes and up and down the demand/supply chains, to the individual performer, relationship, asset and event.
- **Speed and Simplicity** - Specifically designed with non-technical business managers in mind, Margin Minder eliminates latency (time and work) in information deployment.
- **Immediate ROI and Lowest TCO** - Customers improve their operating margins up to 10% and averaging 3% within three months. Margin Minder deploys in weeks, not months and does not require complex integration with existing systems. Total cost of ownership is much lower than with any competitive solution.

About Holiday Quality Foods

Holiday is a locally owned and operated neighborhood grocery store chain in Northern California. Holiday Quality Foods has been living up to one promise, to give the friendliest service while providing the finest meat and produce available.

Holiday Quality Foods started in a small store on Front Street in Cottonwood, Ca. Today the company is still locally owned and operated. Our company still has its headquarters in this small town where we are proud to be a part of the community. Currently there are 22 stores that are operated by the company under several different formats to fit the needs of each community that they serve. These communities are all located in the far northern end of California, up and down the Sacramento Valley and surrounding Sierra Nevada Mountains.

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.

