

## Salient Corporation Demonstrates its Performance Management Solution for Wholesale Distribution Profitability for Texas A&M

### The Salient Solution Meets the Texas A&M Supply Chain Systems Laboratory's Requirements for an Application that Brings Improved Profitability to Wholesale Distribution Businesses

**June 13, 2006, Horseheads, NY** – Salient Corporation, a leading provider of performance management solutions, and the Supply Chain Systems Laboratory of Texas A&M University, today announced that Salient has demonstrated its performance management solution for optimizing profitability and other performance measures for wholesale distribution businesses. Salient designed Salient Performance Management™ for Wholesale Distribution to conform to Texas A&M University's requirements for the ideal supply chain management application. The solution significantly increases the profitability and performance of wholesale distribution businesses.

"Salient Performance Management for Wholesale Distribution meets the specifications we came up with in our study of what makes supply chain businesses truly productive and profitable," said F. Barry Lawrence, Ph.D., Director of Texas A&M Supply Chain Systems Laboratory. "Wholesale distributors will be able to realize the profit potential of their company with a solution like this-and they will be able to truly leverage their data with or without an ERP implementation."

"Dr. Lawrence and his expert team have helped Salient prove that profitability improvement in the wholesale distribution sector is within reach," said Guy Amisano, President, Salient Corporation. "Salient Performance Management is a natural fit for the wholesale distribution industry because it enables managers along the command chain to resolve the value equation down to root causes and optimize decision-making."

"Texas A&M is the leader in supply chain research and we couldn't have asked for a better, more knowledgeable team," Amisano continued.

## About the Salient Performance Management

Salient Performance Management delivers actionable insight into how individuals can improve organizational performance in near real-time. Salient's solution is easy to use, can be deployed in an enterprise in weeks, and will provide results that impact the bottom line, including margin improvements of 3-10%, within 90 days of installation. Salient Performance Management utilizes existing corporate data, protecting investments in, and further leveraging, ERP, CRM and Data Warehouse deployments.

## About the Texas A&M Supply Chain Systems Laboratory

The Supply Chain Systems Laboratory (SCSL) is a Texas A&M Industrial Distribution Program initiative to educate students, solve industry problems and create cutting edge technology solutions for industrial distribution channels and provide answers to Supply Chain Management (SCM) and information technology issues. The laboratory is the only one of its kind in the United States in education and research. <http://supplychain.tamu.edu/>

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## 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.

