

Salient Launches Salient Performance Management™ for Wholesale Distributors to Increase Profitability and Productivity

Solution Focuses on Increased Revenue, Margin Growth, Cash Management, and Effective Inventory Management

July 17, 2006, Horseheads, NY – Salient Corporation, a leading provider of performance management solutions, today launched Salient Performance Management™ for Wholesale Distribution. The solution is available immediately from Salient. Companies that employ Salient Performance Management can significantly improve their bottom line because the solution provides real-time, business-critical supply chain data in an intuitive format that enables managers to make better daily decisions.

“Using Salient Performance Management has allowed our organization to significantly improve margins and save on inventory costs,” said Brian Williamson, Controller at SLI Lighting. “The real-time information we get from Salient’s solution is a part of the reason we see significant profitable growth for SLI in the coming year.”

According to Williamson, the solution has helped SLI reduce working capital and improve cash flow by \$1M.

“Salient Performance Management for Wholesale Distribution meets the specifications we came up with in our study of what makes the 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.”

“Salient brings a radical innovation in how companies investigate data,” said Larry Beutel, Vice President of Salient Performance Management Group. “Using our solution, our clients can ignore the otherwise overwhelming time barriers to drilling into data and understanding root causes. At the same time, we take this task off of analysts and IT staff persons and give the capability to managers and executives in a solution that they can easily understand and manipulate.”

About Salient Performance Management

Salient Performance Management can be installed within a company's existing infrastructure and can provide immediate return on investment by leveraging existing data sources. The solution gives decision makers real-time information that can help them make better decisions about pricing, logistics, marketing, financial projection, budgeting, delivery and warehousing.

Using the solution, companies can enjoy total visibility into margin growth through management of unprofitable products, customers and channels by doing analysis of products, customers, and sales areas at any level, from customer-specific to regional, to company-wide. The solution also increases the revenues for each customer relationship because improved supply chain management means maximized on-time deliveries, realized deadlines, increased opportunity visibility, and proactive pricing strategies. Salient also helps companies protect their inventory investments through more effective asset management tools to reduce carrying costs and improve productivity. Financial departments and senior management can use Salient to forecast and budget on-demand without waiting for period delays. This means the ability to determine operating profit level, as opposed to gross profit, and the ability to manage the cash-to-cash cycle.

Salient Performance Management solutions deliver actionable insight into how individuals can improve organizational performance in near real-time. Salient is easy to use by non-technical staff, 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 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.

