

Salient Understands the Value of Disciplined Project Management

Salient's Engagement Process is a map that the implementation team follows to keep projects moving forward as expected, while maintaining clear communication and timely feedback.

I. Planning: Identification of the critical path for delivering on-time and on-budget

Deliverable: Approved project charter (includes a time line)

Alignment of resources, budgets and validation of the project phases and components. At the end of the planning phase, Salient will provide a detailed project charter for review and approval.

II. Design: Identify and customize a design that fits the client's needs

Deliverable: KPI/IVI report with supporting technical documentation and training curriculum developed

A custom design, corresponding to the initial plan, is produced by Salient for review and approval. To finalize the design phase, a KPI report will be delivered, identifying corporate goals and objectives. IVIs are laid out in this report, detailing how individuals contribute to those overall goals and objectives. Together, the KPI report and IVI information help to set clear targets and develop the curriculum for role-based training in the deployment phase.

III. Development: Building the customized solution

Deliverable: Salient interface

The development of the required interface to integrate the system with the client's data sources.

IV. Implementation: Delivery of the customized solution

Deliverable: Salient solution with historical data loaded and verified

The technical team installs your solution. To verify data accuracy, historical data is loaded and compared with original source information. Salient recommends loading a minimum of two years of historical data.



I. Planning



II. Design



III. Development



IV. Implementation



V. Deployment

V. Deployment: Education and roll-out to the user community

Deliverable: Best practice (role-based) training

Salient trainers educate your user community and roll-out the final solution. Before the trainers leave, they will guide individuals through role-based training to ensure that each person can see how the decisions they are authorized to make in their job role impact results.

At Salient Corporation, our engagement process pulls together the planning, execution, monitoring and control needed for smooth implementation and roll-out, on the time line that you expect. Our methodology is built on making certain that our outcomes exceed your expectations.

“It was a pleasure dealing with the professionals at Salient Corporation. They delivered everything they said they would and went beyond the call of duty.”

*–Brian DeFelice, Vice-President of Sales
Smith Dairy Products Company**

About Salient

Salient Corporation offers business and government a new solution for efficient management. Drawing on diverse data from multiple sources, our technology measures how business activity creates value, quality, financial efficiency, productivity, while its user interface eliminates barriers to the use of this knowledge for continuous process improvement.

Salient’s technology platform is a super scalable in-memory OLAP system for activity based value scoring. Its user interface is a graphical toolbox for interactive, stream-of-thought data mining, visualization and root cause analysis. Overall, the technology enables non technical knowledge workers to evaluate process behaviors rapidly, eliminate waste and optimize outcomes continuously.

Founded in 1986, Salient today serves more than 35,000 users in 53 countries. For more information, visit www.salient.com.

