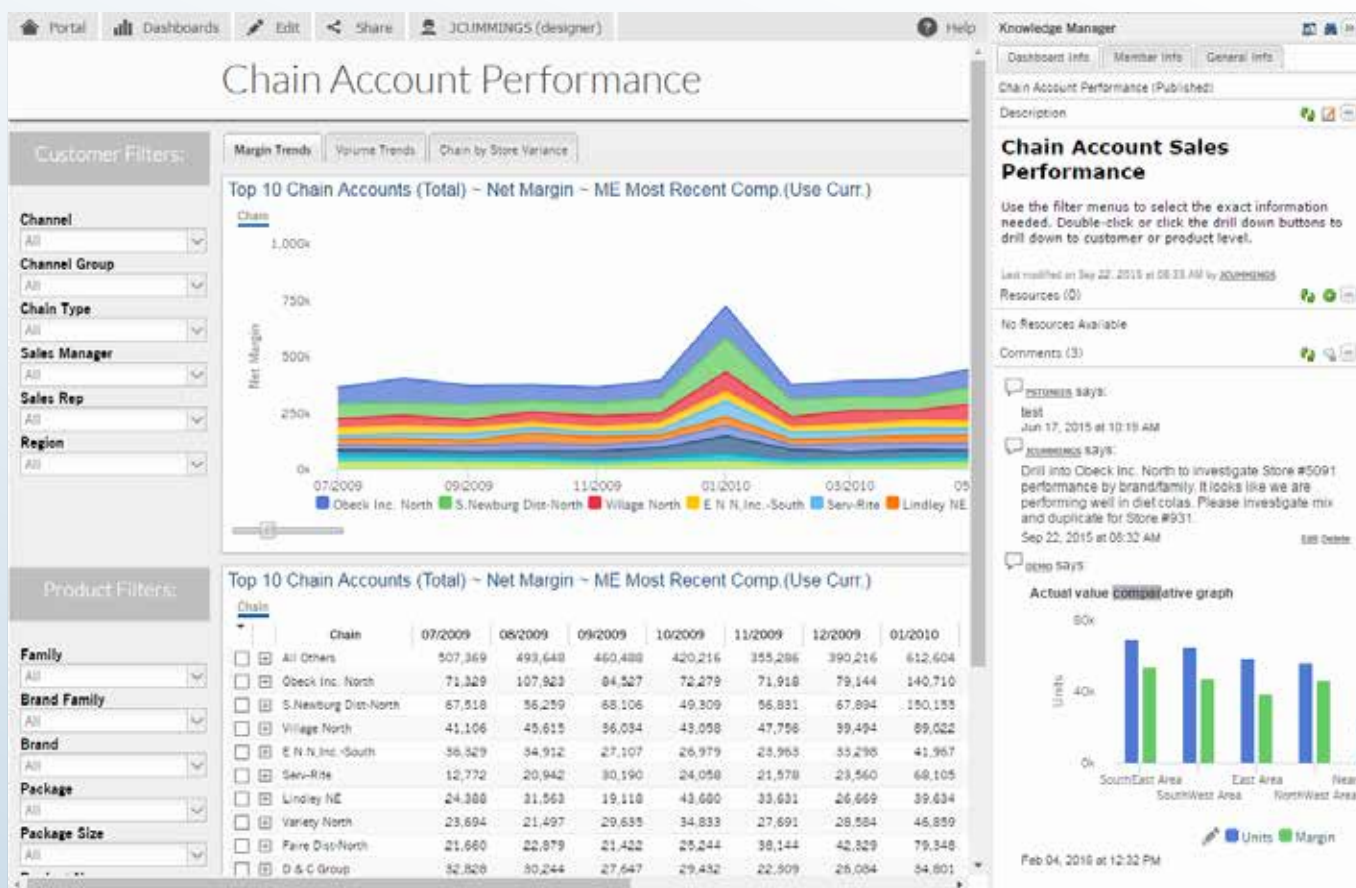


Salient Dashboard Viewer 6.x

# Training Guide

# Salient Dashboards

Salient Dashboards enable your team to maximize productivity using interactive consolidated visualizations of decision support intelligence. The process starts with Salient Dashboard Designer, a web-based application for designing, building, and sharing dashboards. Dashboard Viewer is the web-based, installation-free application that allows users to view and interact with dashboards in a browser on nearly any computer or mobile device. Power Viewer is an enhanced licensing option that allows Dashboard Viewer users to make additional selections in dashboards, such as changing the attribute, selecting measures, and more. A mobile app is also available for optimized viewing on mobile devices. This document will take you through the basics of accessing dashboards, drilling, and making other selections to view the exact information that you need in Dashboard Viewer/Power Viewer.



## About the Solution

The Salient solution was designed to help managers align, measure and improve their organizations. It provides a logical, intuitive interface that enables visibility into performance feedback from daily activities.

## Getting Started: Accessing Dashboards

You must log in before you can access dashboards using any of the following methods. The login screen automatically appears when you go to the portal or the URL of a specific dashboard(s).

Enter the URL of the portal or a specific dashboard(s).

**Browser Compatibility:** Salient recommends Google Chrome™.

### Dashboard portal (Home view)

To open the portal, enter its URL in a browser window or save it as a “favorite” and then log in (see above). Contact your administrator for the portal URL. All published dashboards are automatically available in the portal.

**Welcome**

**Build** **Explore Dashboards**

**Go to Dashboard Designer (requires Designer rights).**

**See all published dashboards organized by folder.**

**Recent Dashboards**

**Click to view a dashboard**

**Monthly Macro Trends vs Year**

**Brand by Customer Gains vs**

**Area Sales Manager by Rep**

**Chain Account Performance**

**New Customers**

**Use stars to mark your favorite dashboards**

**Navigation**

**Quick Tutorial**

**Resources**

**Dashboard** **Settings**

**Navigate to other published dashboards (see the next page).**

**See favorite dashboards**

## Getting Started: Accessing Dashboards (continued)

**Dashboard portal (all dashboards by folder)**  
Select Dashboards > All to access this view.

The screenshot shows the Salient Dashboards portal interface. Annotations include:

- See favorite and recent dashboards.** Points to the 'Dashboards' button in the top right.
- Click to open a folder or go back up a level.** Points to the 'Back' button in the top left.
- Toggle between thumbnail and outline views.** Points to the view toggle icons (grid and list) above the dashboard thumbnails.
- Search for a dashboard.** Points to the search bar in the top right.
- Click to open a dashboard.** Points to a dashboard thumbnail in the main grid.

A dropdown menu titled 'Dashboards: Customer Performance' is shown, listing various dashboard options such as Chain Account Performance, Customer Profit and Loss Lookup, and Lost Customers.

### Other ways to access dashboards:

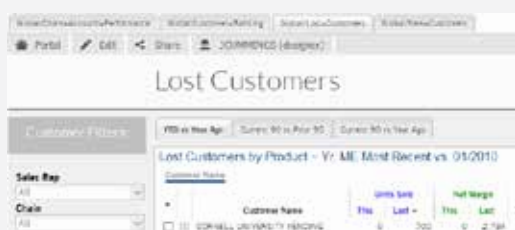
#### Go to URL

Go directly to a specific dashboard by entering its URL or marking it as a favorite in your browser. Your administrator or other users may share dashboard URLs with you or provide links using other methods such as a web page.

[http://mycompany/SDM.aspx?ds=Botling\(2\)+on+ds4&view=view](http://mycompany/SDM.aspx?ds=Botling(2)+on+ds4&view=view)

#### Go to URL of dashboard deck

A URL may take you to a dashboard deck or "tabbed" view of multiple dashboards if set up by your administrator.



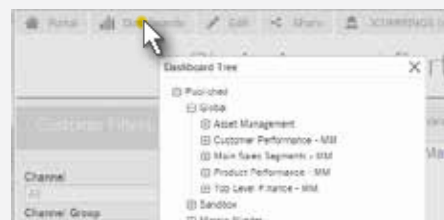
#### Mobile app

Access dashboards through the mobile app for optimal viewing on mobile devices. Additional installation and setup is required.



#### Dashboards menu

Navigate to published dashboards using the dashboards menu. If enabled, this menu is located at the top of the viewer.



# The Viewer Screen

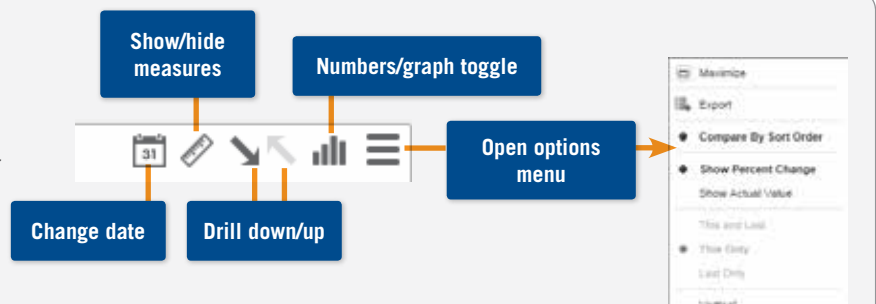
After you open a dashboard in a browser window, you can view and interact with it within the Viewer screen. The exact view depends on the selected dashboard.

The screenshot shows the Salient Dashboard Viewer interface with the following components and annotations:

- Go to portal**: Points to the Portal icon in the top navigation bar.
- User settings/logout**: Points to the User icon in the top navigation bar.
- Widget**: Points to the main dashboard area containing several charts and tables.
- Help: In addition to this Guide, a help system is available.**: Points to the Help icon in the top right corner.
- Customer Ranking**: The main title of the dashboard.
- Customer Filters**: A sidebar on the left with filters for Channel, Route, Chain, Channel Group, Sales Manager, Sales Rep, Region, Brand Family, Brand, Product Name, Package, Product Status, and Family.
- Product Filters**: A sidebar on the left with filters for Brand Family, Brand, Product Name, Package, Product Status, and Family.
- Click and Drag or Hover to Identify Customers - Yr. ME Most Recent(Use Curr.)**: A scatter plot showing Net Margin vs. Units Sold.
- Rolling 12 Month Trend - ME Most Recent Comp (Use Curr.)**: A line chart showing Units Sold, Net Margin, and Avg Net Price per Unit over time.
- Customer by Product Gains and Losses - Yr. ME Most Recent(Use Curr.) vs. 01/2010**: A table showing performance metrics for various products.
- Knowledge Manager**: A vertical bar on the right side of the dashboard.
- Filters - Select the data to view from filter menus.**: Points to the filter menus on the left.
- Mouseover title or item to see details.**: Points to a tooltip for a data point in the scatter plot.
- Widget toolbar (see below)**: Points to the toolbar at the bottom of the dashboard.
- Breadcrumb path - View/change context. (Only available in Power Viewer.)**: Points to the breadcrumb path at the top of the dashboard.
- Knowledge Manager: Click to view and enter soft knowledge and collaborative intelligence.**: Points to the Knowledge Manager bar on the right.

## Widget toolbar


The buttons at the top of each widget provide different ways to change and interact with the widget. See the remainder of this document for more details.

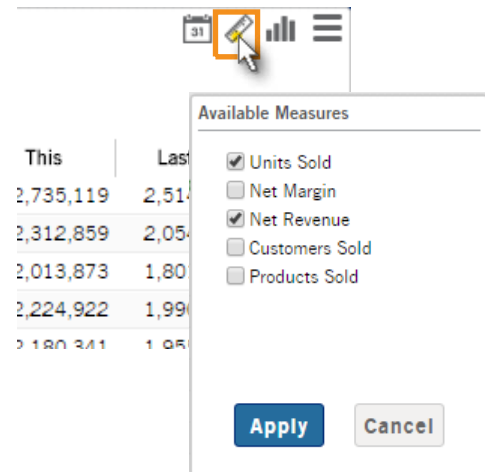


# Selecting Measures

## Show and hide measures

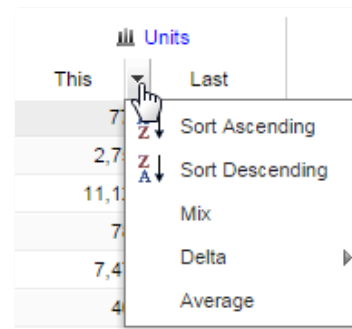
This capability requires Power Viewer licensing.

Click the  button on the widget toolbar and check the measure(s) to show. Only measures that were added to the widget during dashboard creation are available for selection.



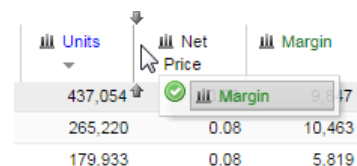
## Delta (% Change/Difference), Mix, and Average Per Time Period

You can add these columns for any of the available measures by placing your cursor over the heading, clicking the drop-down arrow, and selecting from the menu.



## Move columns

Drag and drop a column heading to the new location.



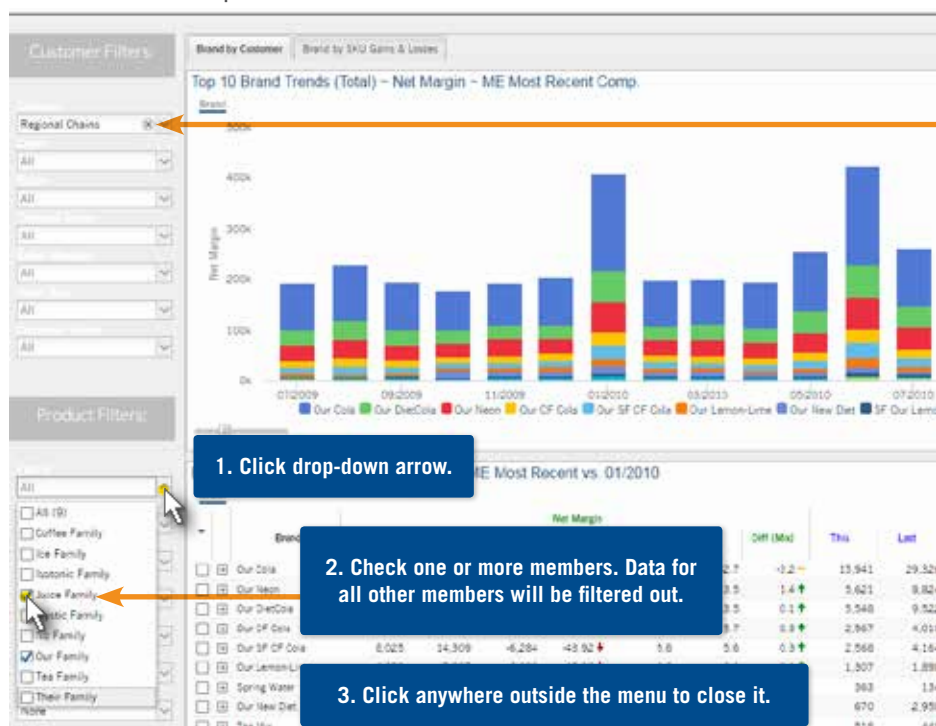


# Choosing the Context

Depending on your user rights and the dashboard configuration, you may be able to select the particular subset of data you are interested in and how that data is grouped.

## Workspace Filters:

Workspace filters are interactive menus that you can use to filter the data in the dashboard. These must be pre-built into the dashboard.



**Tip:** To quickly clear a filter (i.e., show data for All members), click the (x) button in the filter.

**Tip:** Viewer does not save your selections for the next time you view the dashboard unless you use the Share feature (see page 15); however, your administrator can enable "pre-filtering" based on your user name.

## Additional Concepts:

By default workspace filters affect all widgets in the dashboard, but they can be disabled for a particular widget during dashboard building. To see which filters affect the data in a widget, place your cursor over the widget heading.



Click the filter heading to open a dialog rather than a menu to select the filter items. This allows you to search for a member and may be useful when the filter has a long list of members.



# Choosing the Context Continued

## Drilling down:

Drilling down takes you deeper into the underlying details for whichever item(s) you choose, walking through a logical hierarchy based on a preconfigured order. You can continue drilling down until you arrive at the necessary details.

### To drill down:

**Tip:** You can only drill in Viewer if drilling has been enabled for the widget or a custom drill-down has been pre-built into the dashboard.

**1. Check the box(es) of the members or click on a single row (i.e., focus).**

**2. Click the Down Level button.**

**3. Select a drill option (if multiple members are selected).**

**Tip:** You can also drill by double-clicking on an item.

Region	This	% change
SouthEast Area	437,964	-61.09
SouthWest Area	375,368	-55.05
East Area	318,835	-57.02
NorthWest Area	327,305	-60.58
Near West Area	134,575	-59.81

## After you have drilled:

The “drilled” view shows data for the selected member(s). The results depend on the following:

- No custom drill-down -**

Drilling down takes you to a filtered view within the same widget/dashboard. (Drill-down must be enabled for this option.)

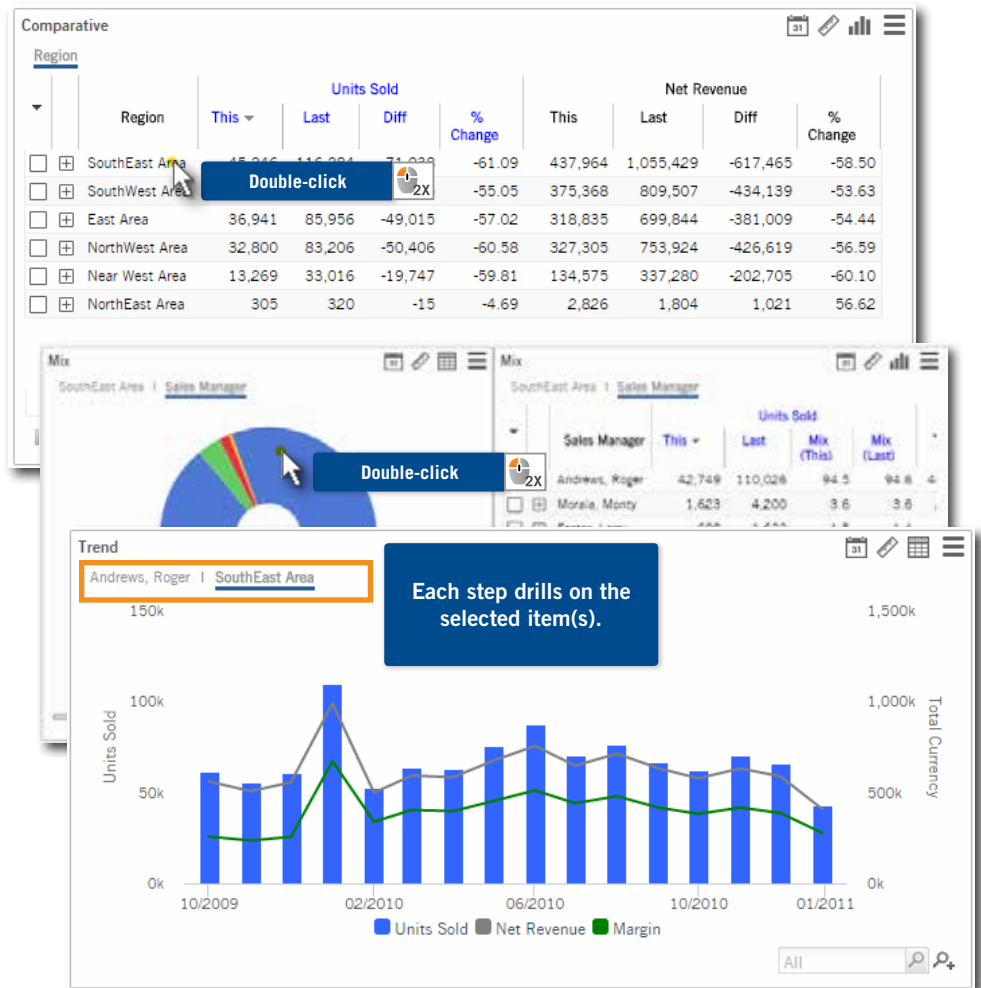
Comparative									
SouthEast Area		Sales Manager							
	Sales Manager	Units Sold				Net Revenue			
		This	Last	Diff	% Change	This	Last	Diff	
<input type="checkbox"/>	Andrews, Roger	42,749	110,026	-67,277	-61.15	409,696	990,035	-580,339	
<input type="checkbox"/>	Morala, Monty	1,623	4,200	-2,577	-61.36	20,843	48,534	-27,691	
<input type="checkbox"/>	Foster, Larry	698	1,622	-924	-56.97	5,562	12,728	-7,166	
<input type="checkbox"/>	Walter, Fred	176	436	-260	-59.63	1,864	4,132	-2,268	



# Choosing the Context Continued

- **Custom drill-down** -

Drilling down takes you to the next dashboard or “step”, which filters the data based on the selected members. The widget types, measures, and other settings can vary between “steps” in the drill-down process. (A custom drill-down must be pre-configured for this option.)



## Collections

A widget may also be filtered by a collection, which is a custom set of members created by the dashboard builder. Place your cursor over the widget title bar to see if a collection is filtering its data.



# Choosing the Context Continued

## Selecting the attribute for grouping the data (By):

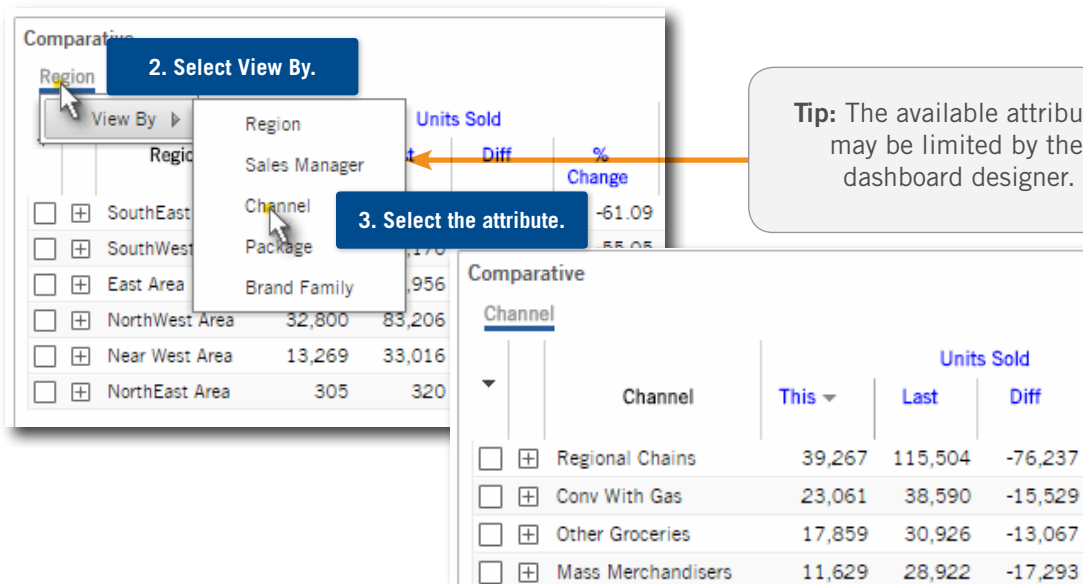
If you have Power Viewer licensing and drill-down is enabled, you can change the attribute used to group the data. This is also known as the “By” dimension.

1. Click the underlined attribute in the breadcrumb path.

2. Select View By.

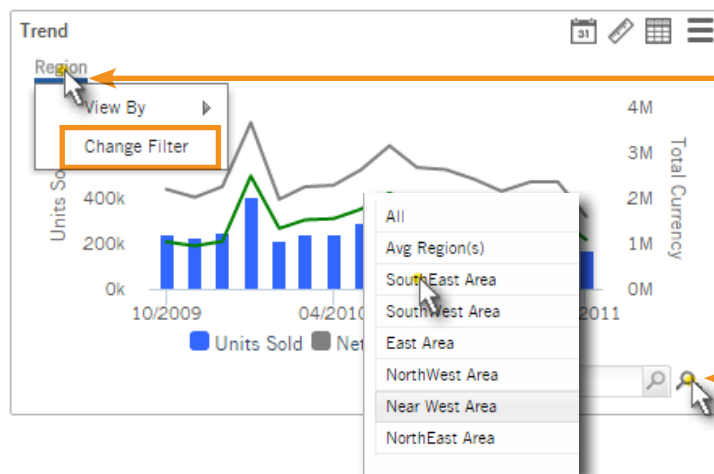
3. Select the attribute.

**Tip:** The available attributes may be limited by the dashboard designer.



## Select the focus/filter:

In widgets that show data for the focus only (e.g., Trend, Waterfall, Comparative Time Series, etc.), you can select a focus item to filter out data for all other items. This option does not filter data in widgets that compare members.



### If you have Power Viewer licensing:


1. Click the underlined attribute in the breadcrumb path.
2. Select Change Filter.
3. Select an item from the dialog, or select All/Avg to see data for all members (i.e., remove filter).


### If you do not have Power Viewer licensing:

1. Click the Search Plus button at the bottom of the widget.
2. Select an item from the dialog.

# Choosing the Context Continued







## Expand:




If drill-down is enabled, you can expand an item(s) to see its data by a secondary attribute (for example, SouthEast area's data by sales manager). To expand an item, click the plus  button.

<input type="checkbox"/>		SouthEast Area	45,246	116,284	-71,038	-61.09
Sales Manager - 4 of 4						
		Andrews, Roger	42,749	110,026	-67,277	-61.15
		Morala, Monty	1,623	4,200	-2,577	-61.36
		Foster, Larry	698	1,622	-924	-56.97
		Walter, Fred	176	436	-260	-59.63

## Change the order/sort:


You can sort by a column to change the order. Place your cursor over the column heading, click the drop-down arrow, and select a sort option.

	Brand	This 	Last	Diff	%
	Our Cola	37			
	Our Neon	16			
	Our DietCola	12			
	Our Lemon-Lime	3.62	3.48	0.14	
	Our SF CF Cola	3.44	4.17	-0.73	



 Sort Ascending  
 Sort Descending  
 Delta






## View subtotals/check:

Checkmark a custom set of items you are interested in. In a comparative widget, the subtotals appear at the bottom.

<input checked="" type="checkbox"/>	Our SF CF Cola	5,804	10,312
<input type="checkbox"/>	Our CF Cola	5,629	10,204
<input type="checkbox"/>	Cups	5,137	5,374
<input type="checkbox"/>	Tea Mix	3,107	1,736
<input type="checkbox"/>	Mystic Water	2,473	1,036
<input type="checkbox"/>	Hires Root Beer	2,255	2,808
<input checked="" type="checkbox"/>	Our New Diet	1,868	6,424
+ 			
Checked (3)		28,627	48,482
Unchecked (79)		140,019	197,862
Total (82)		168,646	247,354

## Search:

To perform a regular search for an item by name, type the name in the lower-right corner and click . Or, to perform an advanced search by name or code, click the  button.

2LTR-8NDPunch	118	300	-182
5gBibLclOur Neon	115	132	-17
9.5 4X6 Coffee	105	116	-11
2LTR-8PALmn-Lime	104	366	-262
24OZ PA Our DietCola	103	230	-127
			
Total (215)	131,660	226,110	-94,450
Page 1 of 3	  <input type="text" value="Orange"/>  		

# Selecting the Time Frame

## Change the date range

Each widget starts out with a default timeframe set by the dashboard designer. You can change the timeframe if the date setup icon is enabled for the widget.

**Tip:** The widget title bar may show the currently selected dates. You can also place your cursor over the title bar to see the dates.

**1. Click the date control.**

Number of New Customers Sold ~ Yr. ME Most Recent vs. 01/2010

Sales Rep

Sales Rep	Net Margin	This	Last	Units Sold	This	Last
Office-Lasoski	8,848	0	152	0	38,118	38,118
Office-Kinser	5,215	0	51	0	10,459	10,459
Watson, Charlie	5,196	0	15	0	9,036	9,036
Morris, Dutch	4,967	0	19	0	3,496	3,496
Davis, John	4,917	0	8	0	17,364	17,364
Andrews, Greg	4,052	0	42	0	26,869	26,869

Number of New Customers Sold  
Group By: Sales Rep  
Date Range:  
1/1/2011 Sat - 1/31/2011 Mon (1 Month)  
1/1/2010 Fri - 1/21/2010 Thu (1 Month)

### 2. Select from available date options.

Set the resolution (days, weeks, months, etc.)

Filter on certain days (if applicable).

Select a period to compare against.

Choose Most Recent or Most Recent Complete to use the most recent or most recent complete data available.

Set the date range (starting date/ending date).

**Date Setup - Comparative**

Resolution  
☐ Days ☐ Weeks ☒ Months ☐ Four13  
☒ YTD

Day Filters  
☒ Sun ☒ Mon ☒ Tues ☒ Wed ☒ Thurs ☒ Fri ☒ Sat  
 Business Day Table: None ☒ Calendar Days  
☒ Hide Filtered Time Periods

Time Comparison  
☐ Single ☒ YAG ☐ Advanced

This Date  
☐ Fixed Date ☒ Most Recent ☐ Most Recent Complete ☐ Use c  
 1/2011 01/20

5/2006 1/2011

**3. Click OK.**

#### Tips:

A year to date (YTD) option is available for months and periods.

If the month you are comparing isn't complete, the Calendar Days option allows you to compare the time period to an equivalent number of days during the same period (e.g., 15 days during this month versus 15 days last month.)

# Selecting the Time Frame Continued

## End Date Selector

If the dashboard has an end date selector, you can to shift the end date of all widgets simultaneously without changing the resolution or number of dates in the widgets.

**Monthly End Date**  
Most Recent(7/2011)

Select a new end date to "shift" the end date of all widgets in the dashboard.

ME Most Recent(Use Curr.) vs. 5/2010 - 7/2010

Product Name	This	Diff	% Change
ACK CANS	18,302.00	-5,251.00	-22.29
PREPRINT	5,147.00	-3,391.00	-39.72
12 LNR 3/6	0.00	-2,378.00	-100.00
	1,669.00	-2,178.00	-53.55
	6,516.00	-1,698.00	-20.67
	6,020.00	-1,256.00	-17.26
	333,443.25	-3,127.75	-0.93

Under-Performing Items - ME Most Recent(Use Curr.) vs. 7/2010

Product Name	This	Last	Diff	% Change
BEST BEER LT 30 PACK CANS	12,104.00	12,833.00	-729.00	-5.99
BEST BEER 30 PACK CANS	2,382.00	3,064.00	-682.00	-22.26
REFRESH LIGHT 30 PACK CANS	3,609.00	4,208.00	-599.00	-14.23
BEST BEER LT SUITCASE	425.00	802.00	-377.00	-47.01
BEST BEER LT 24/12 PREPRINT	1,320.00	1,872.00	-552.00	-29.48
REFRESH LIGHT SUITCASE	377.00	715.00	-338.00	-47.27

## Additional Concepts:

1. If a dashboard has an end date selector and a Viewer date setup icon, then changing the date via the icon temporarily disables the end date selector.
2. By default, an end date selector affects all widgets in the dashboard; however, the dashboard builder can turn an end date selector off for a widget. To see if a date selector affects a widget, place your cursor over the widget title bar.

Products Down in Volume - Yr. ME Most Recent(Use Curr.) vs. 1/2010

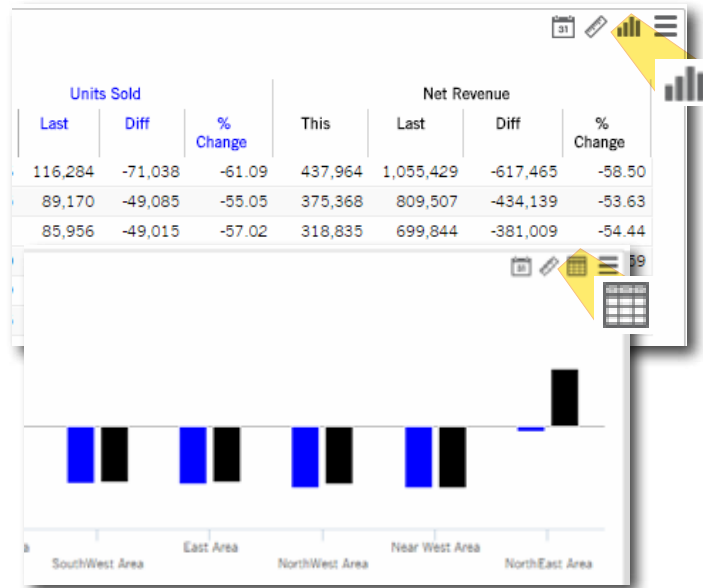
Products Down in Volume  
Group By: Product Name  
Date Range: 1/1/2011 Sat - 7/15/2011 Tue (7 Months)  
vs. 1/1/2010 Fri - 7/15/2010 Mon (7 Months)  
Sort: Units Sold (Diff ASC)

Product Name	This	Last	Diff	% Change
REFRESH LIGHT			-11,248.00	-11.25
BEST BEER			7,793.00	7.79

# Customizing Widgets

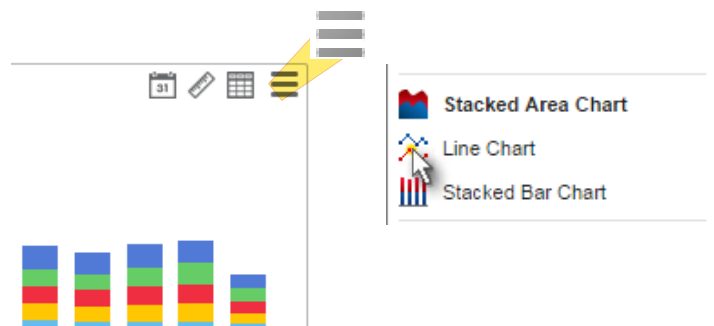
## Toggle between numbers and graph

Click the numbers or graph button to switch back and forth between these formats.



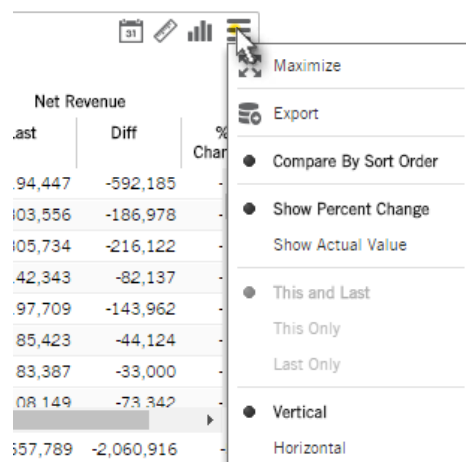
## Graph formats

Some types of graphs have multiple format choices. Click the settings button and select from the available options.



## Other options

Other options on the settings menu may include: actual value or percent change; data for this date range, last date range, or both; vertical or horizontal, and more.





# Sharing Information

## Share URL

You can make changes in a dashboard and then share the URL (see below) to save, share, and re-use common selections.

**1. Make selections in the dashboard (select from filters, change the date, select a format, select measures, drill, etc.).**

**2. Click the Share button.**

**3. Save the resulting URL and, optionally, share it with other users. When you open this URL, your selections will be pre-loaded.**

**Share Dashboard**  
Copy and paste this link over IM or email:  
<http://demo.salient.com/SDM/SDM.aspx?sharedurlid=P9A06.sdm>  
*\*This URL will be disabled after 30 days of not being accessed*

**Sales per Customer by Channel (Name Most Recent) (Use Curr.) vs. 01/2010**

Channel	Avg Units per Customer				Avg Net Margin per Customer			
	This	Last	Diff	% Change	This	Last	Diff	% Change
Superettes	354.50	226.00	128.50	56.86 ↑	828	580	247	42.60 ↑
Beverage Centers	118.20	240.00	-121.80	-50.75 ↓	447	730	-283	-38.77 ↓
Conv With Gas	83.13	124.75	-41.63	-33.37 ↓	469	650	-181	-27.85 ↓
Dairy Stores	77.00	96.00	-19.00	-19.79 ↓	426	653	-227	-34.76 ↓
Drug Stores	76.50	208.00	-131.50	-63.22 ↓	296	736	-440	-59.78 ↓

**Tip:** The URL will be discarded after a number of days of inactivity (set by your administrator).

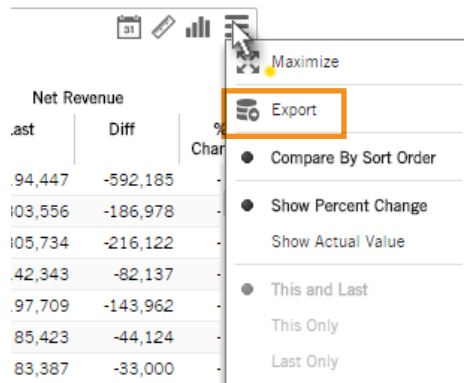
# Sharing Information Continued

## Export

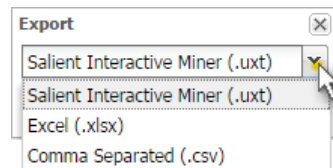
You can export the data from a widget to a Microsoft Excel®, comma-separated (CSV), or UXT-compatible file. This capability can be disabled or limited by the dashboard designer. Note that exporting a graph to an Excel or CSV file exports the underlying data but not the graph itself.

1. Click the settings button.

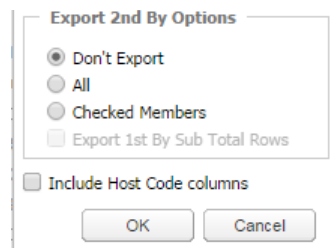
2. Select Export.



3. Select a file format.  
(This option may be disabled.)



4. For Excel or CSV files, you may have additional options for exporting members of the secondary dimension used for grouping the data (for example, packages within each brand).



# Sharing Information Continued

## Knowledge Manager

Enables users to organize thoughts or “soft knowledge” for collaboration. If installed with a SIM/SDM setup, the information is sharable between SDM, Dashboard Viewer, and SIM. Several configuration steps and security rights are required.

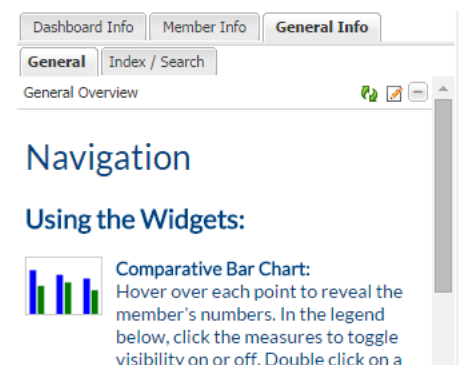
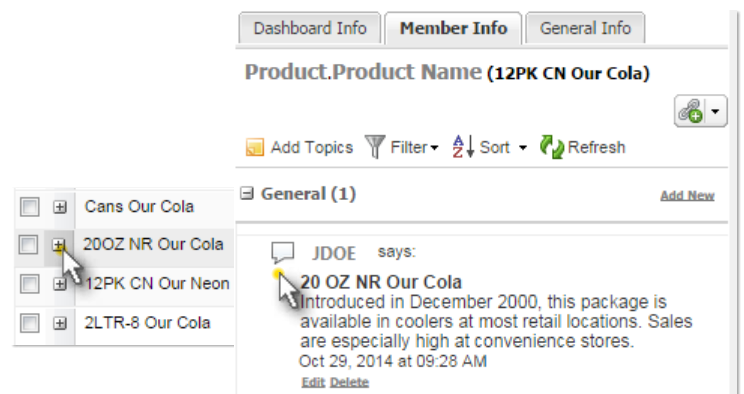
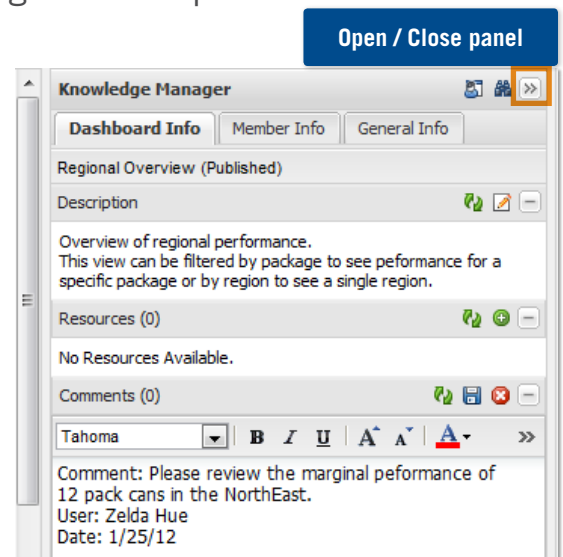
### To open Knowledge Manager:

Click the Knowledge Manager bar on the right side of Dashboard Viewer. Three panels are available.

**Dashboard Info** – includes the description, resource, and comments for a dashboard.

**Member Info** – allows you to connect information to specific customers, brands, products, regions, sales representative, assets, etc. Select the member in a widget to view or add information.

**General Info** – contains global information relevant to multiple dashboards as well as a search feature.



# Widget Types

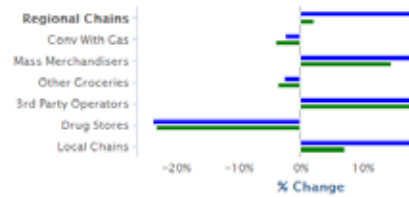
Widget types are preconfigured in each dashboard, but you can switch between numbers and graphs and select from various formats (see page 14).

## Comparative

A summary view that compares multiple groupings between two different timeframes.

**Example:**

Compare volume and margin for current year vs. prior year.



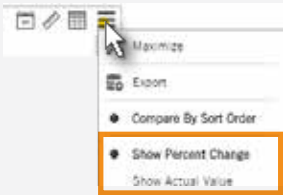
Clustered/Grouped Bar Graph (Actual Value or % Change)

Channel	All Units		
	This =	Last	Diff
Regional Chains	87,307	73,745	13,562
Conv With Gas	29,431	30,183	-722
Mass Merchandisers	23,893	18,932	4,961
Other Groceries	20,511	21,147	-636
3rd Party Operators	14,376	11,657	2,719

Numbers View

**Tips:**

- To switch between actual values and % change, click the Options button.
- Clustered or overlapping bar graphs are pre-selected by the dashboard designer and cannot be switched in Viewer.



Overlapping Bar Graph (Actual Value or % Change)

## Crosstab

A comparison grid that organizes data by two different attributes at once.

**Example:**

View revenue by package and brand.

Crosstab - Yr. 7/2011						
Context: Sales						
By Brand[Product]: BEST BEER LT						
Units Sold						
	30 PACK GANS	18 PACK GANS	2/12 GAN	4/6 LNMR	2/12 LNMR	
BEST BEER LT	114,879	61,124	30,506	16,983	19,720	
BEST BEER	37,894	22,015	13,448	7,896	6,257	
REFRESH LIGHT	48,030	15,141	14,593	234	186	
REFRESH ICE	14,764	7,008	7,009	0	0	
FLINCH EXTRA	9,453	4,789	2,983	6,538	4,727	
HIGHLAND LT	28,014	3,883	923	0	287	
HIGHLAND	20,430	4,970	2,388	0	277	
BEST BEER LT FRUIT	0	2,856	1,950	3,424	4,380	
BEST BEER BLOCKED	0	4,227	0	167	2,269	

Numbers View

# Widget Types continued

## Multicomparative-2

A summary view that includes two time comparisons: current month vs. the same month last year and year to date (YTD) vs. a year ago.

### Example:

Compare volume and margin for current month and year vs. prior year.

Key/Account	Month				YTD			
	Units		Margin		Units		Margin	
	This	Last	This	Last	This	Last	This	Last
All Others	85,035	113,756	480,336	627,770	85,035	113,756	480,336	627,770
Obeck Inc. North	27,440	38,732	97,778	132,605	27,440	38,732	97,778	132,605
S Newburg Dist-North	19,566	34,950	83,854	148,367	19,566	34,950	83,854	148,367
Village North	16,987	25,794	55,134	82,577	16,987	25,794	55,134	82,577
Variety North	11,135	16,280	28,436	40,384	11,135	16,280	28,436	40,384
Faire Dist-North	11,130	26,614	33,531	71,488	11,130	26,614	33,531	71,488
Serv-Rite	9,662	18,890	38,079	62,268	9,662	18,890	38,079	62,268
Lindley H&E	8,294	11,698	25,639	37,606	8,294	11,698	25,639	37,606
V Northrup Co.	7,028	8,132	25,095	29,333	7,028	8,132	25,095	29,333

Numbers View

## Comparative Time Series

Displays performance trends for multiple time periods.

### Example:

Compare volume and margin for current year vs. prior year.



Numbers View

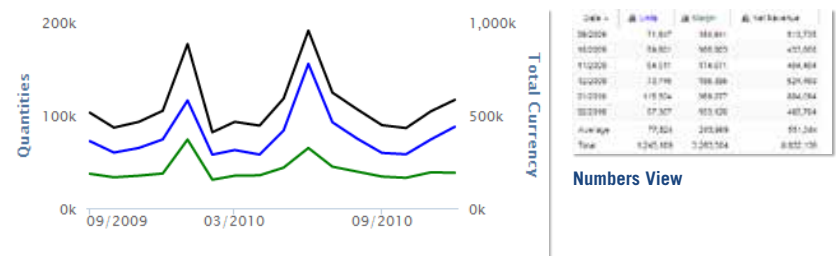
Percent Change

## Trend

Displays performance trends for multiple metrics over a range of dates.

### Example:

Volume, net revenue, and margin trends for an account by a specific product group.



Numbers View

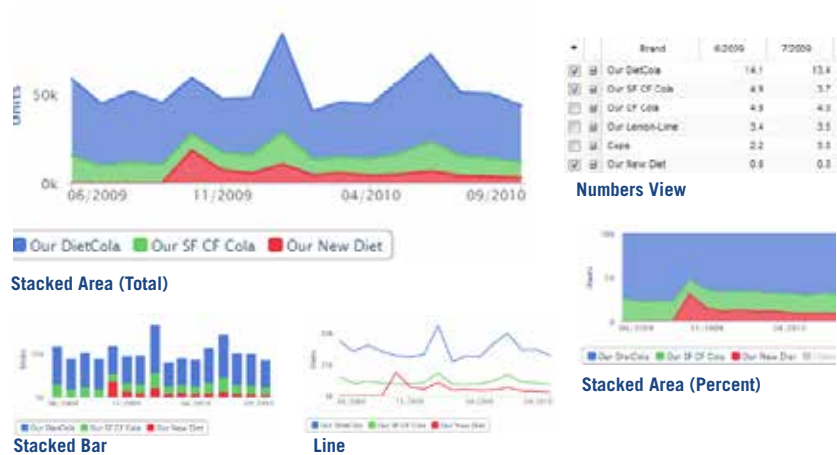
# Widget Types continued

## Share Trend

Compares performance trends for multiple members.

**Example:**

Identify cannibalization within a product category.

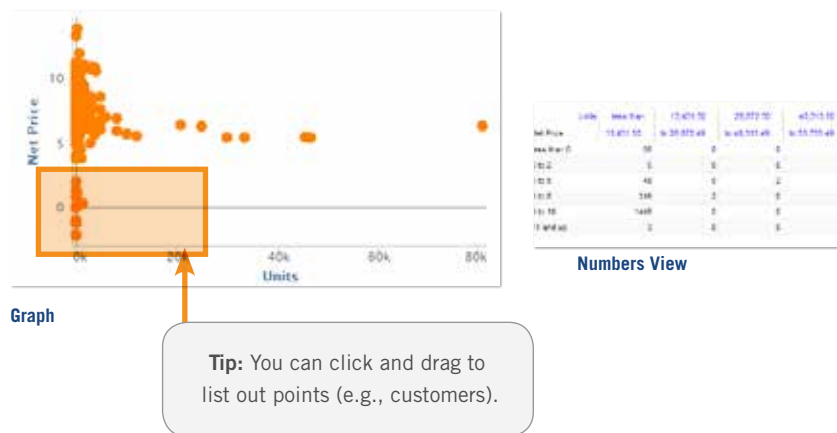


## Scattergram

Displays a matrix of any two measures to find outliers (e.g. customers).

**Example:**

Perform volume vs. price relationship comparison for all customers who purchased a product.

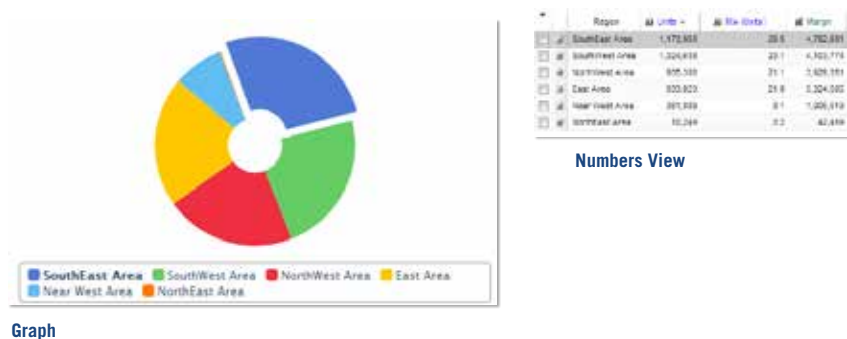


## Mix

Displays comparable share performance.

**Example:**

Regional contribution to total volume.





# Widget Types continued

## Exception Time Series

Displays trends of pass/fail tests (e.g. number of passing customers).

**Example:**

Customers buying a new product.



Graph

Numbers View

## Exception

Display pass/fail information based on user-defined criteria.

**Example:**

Customer buy/no buy activity.



Graph

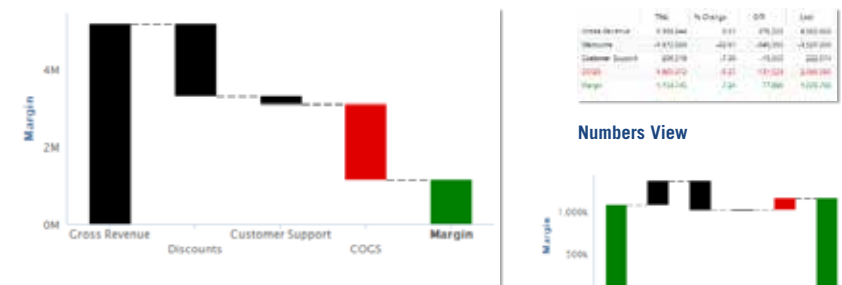
Numbers View

## Waterfall

Displays a matrix of measures and their change for any two time periods or compared to budgets.

**Example:**

Chain store P&L activity detail.



Actual Value

Numbers View

Difference

# Widget Types continued

## Gauge

Displays a visual indicator of the percent change or value.

### Example:

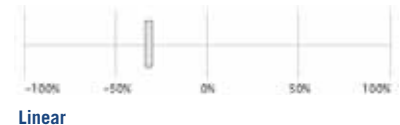
Percent change in volume since last year.



Speedometer

	Region	This	Last
	SouthEast Area	45,248	66,844
	SouthWest Area	40,036	52,154
	East Area	36,941	56,824
	NorthWest Area	32,890	52,182
	Near West Area	13,299	21,408
	SouthEast Area	116	113
	Total (d)	168,548	247,354

Numbers View



Linear

## Tab Group

Provides a tabbed or carousel view of multiple groups of widgets within a dashboard. Switch between widgets by clicking on tabs or arrow buttons. Also see tab groups versus independent tabs (below).

### Example:

Daily, weekly, and monthly data.



Tab

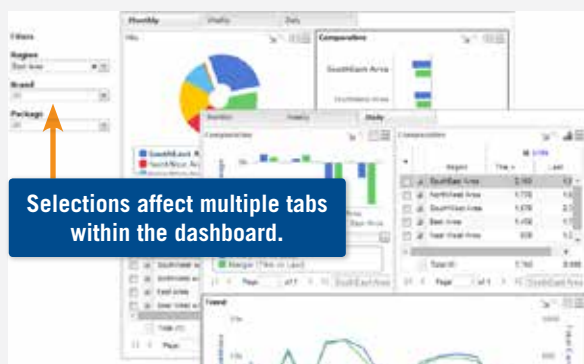


Carousel

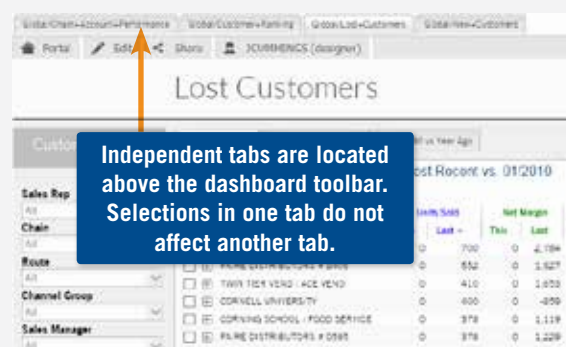
## Tab groups versus independent tabs (i.e., dashboard deck)

Tabs may be part of a single dashboard (above) or represent separate, independent dashboards in a dashboard deck. It is important to understand that selections in independent tabs do not affect other tabs or dashboards.

### Tab groups within a dashboard



### Independent tabs (i.e. dashboard deck)



# Salient Continuous Improvement Suite

Data Mapping, Acquisition,  
Transformation and Loading:



## **Salient ETL™**

Integration tool for database mapping

Choice of alternative ETL

Intelligence Processing:



## **Analytical Data Mart**

Capable of scaling up to billions of records.

Desktop UIs:



## **Analytical Workstation**

Advanced visual data mining application



## **Knowledge Manager**

Collaboration hub for knowledge sharing.

Optional Add-ons:



## **Geo Analytics**

Analyze geospatial data in Analytical Workstation



## **Salient360™**

Excel plugin to connect to Analytical Data Mart

N-Tier UIs:



## **Salient Dashboards**

Analytics on-the-go for quick consumption

## About Salient

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

Salient is a worldwide provider of advanced performance management and decision support systems for a wide range of industries and the public sector. Founded in 1986, Salient today serves more than 115,000 users in 61 countries.

For more information, visit [www.salient.com](http://www.salient.com).

