Providing software & services that enable our clients to operate more efficiently.
How does personal action produce value?

Every transaction makes every relationship more or less valuable. But which do which?

Large organizations have voluminous and complex information, often hidden in silos, making it difficult to see how transactions relate to value creation and to align the efforts of managers with the objectives of stockholders.

There is too much to do and it takes too long to know, is a common lament of managers. The many small considerations behind everyday decisions can’t be counted or recalled, so managers tend to do the same things over and over again. Reaction to change is slow and uncertain. Lack of feedback makes the levers hard to control, imprecise, wasteful. Forward movement is by inertia.

Value added is getting back greater return for the same or lesser investment. It is the penny saved by using less, going faster or repeating less often. It is the expansion of potential in spite of constraint.

Guy Amisano
Founder and CEO,
Salient Management Company

“This week I achieved unprecedented levels of unverifiable productivity.”

– Dilbert (Scott Adams)
The Salient Solution: Coherency, Transparency, Controllability

A Complete Enterprise Performance Management Solution
Salient Management Company provides a new way to measure the value added by activity, and a new way to drive this knowledge back into the process in time to influence outcomes.

Automated Value Scoring: The first part scores process efficiency from activity transaction details and related causal data. It integrates data from multiple sources to show how each link in the value chain actually creates profit, growth or new process efficiency, and how it is affected by environmental factors.

Salient gives you the power to integrate knowledge sharing with your data. Soft intelligence such as comments, documents, pictures, videos, links and more can now be aligned with your analytical data.

These data roll up to present a comprehensive daily accounting of productivity at process or enterprise level, and they roll down to account for each person, place and thing.

Zero Overhead: The second part is a radical new user software to align everyday managers with strategic objectives. It is a graphical feedback mechanism that lets them see how their own work affects enterprise objectives and their rate of progress in achieving them. Daily visibility of each value source enables managers to continuously refine their levers for maximum value productivity over time.

The Salient data discovery solution Works at Every Level
Salient software works for everyday managers because it doesn’t steal time. Zero latency combines with point-and-click simplicity so that they can monitor and investigate for themselves, without having to take time from their primary mission. It works for strategic executives because their objectives are precisely the same for every level of the organization, defined within the context of each responsibility, and observable ad-hoc, at random. The effect is bottom-up transparency of value creation.

How Salient Measures Value
The Salient Value Scoring Framework™ allows our consultants to quickly build a process model of the value-creation linkages. The framework is exhaustive and entirely generic, which means that scoring is comprehensive, from a single entity up to the entire enterprise.

Summary
Exquisitely-detailed value-add scoring, together with easy, immediate and continuous monitoring capability through all organizational levels, enables large and complex enterprises to break down the problems of informational coherency, organizational alignment and process controllability.

Beyond BI
The labor intensive, activity based costing (ABC) methodology gives way to automatic and continuous measurement of actual cost, revenue, growth and temporal efficiency. The old static intelligence “push paradigm” gives way to localized, dynamic, value-add intelligence-on-demand that enables managers to focus resources where they will create the greatest value.

“The world is drowning in information but is slow in acquisition of knowledge. There is no substitute for knowledge.”
—W. Edwards Deming
Over 115,000 users in 61 countries
Consider what a few of them are saying.

“The system exceeded our expectations. The result is a 3% recovery in the operating margin.”

Neuri Amábile F. Pereira, SPAIPA S.A. Industria, Brazil

“With Salient we can very quickly drill into our various error codes to find out where, why and how the error was made.”

Kevin Sullivan, CIO, HPC Foodservice

“Salient gives us the ability to have much more insight in our purchasing and buying, as we have real-time numbers.”

Richie Morgan, President, Holiday Quality Foods

“Salient’s solution streamlines the data analytics process, especially the ability to manipulate purchase groups and specific items and review their distribution amongst all the stores.”

Kevin Pimental, Retail Automation Manager, Xtra Mart.
“Salient has helped us become much smarter manufacturers.”
Randy Bates, Executive Vice President of Sales and Marketing for Golden Flake

“Salient brought it all together in one cohesive view consistent with the way we run the business. Every morning, I have drillable information about days-on-hand.”
Dennis Angrisani, VP of Planning and Analysis, Odom

“Salient helped us achieve about a 10% improvement in accuracy and proficiency.”
Mark Keith, Allen Beverage (Pepsi Bottler)

“Our Sales Managers are now about 100% more effective with Margin Minder®.”
Aaron Dym, W&L Sales

“On a day-to-day basis, we can get a gross profit report by product packaging...It used to take 8–9 days.”
Curt Root, Controller, Gillette Group

We can show precisely who and what adds value, and how value is created, and then make this knowledge clear and understandable by the people who work every day in the company’s interest. But the key is speed. Zero latency – between need, articulation and satisfaction – puts intelligence directly at the point of transaction, where it can be used to improve the quality of the transaction itself and, over time, the whole value chain.

Guy Amisano
Founder and CEO, Salient Management Company
A New Way to Work with Information

Founded in 1986, Salient Management Company develops performance management systems for complex high volume businesses and government organizations. Our vision is to enhance managerial performance by eliminating barriers to information quality and timely access to fact gathering and root cause analysis.

Salient differentiates by its overall ability to handle massive data sets without compromise (pre-summary, preset hierarchy, pre calculation), while responding to user queries in < 3 seconds.

The technology incorporates these parts:

The UXT® Analytical Database
UXT, Salient’s in memory analytic database, uses an associative data architecture, where all objects are associated by the data and the attributes they share in common. It is not limited to any particular activity, transaction type, process or KPI. Data from different processes fit together, Lego® style, to form a complete activity-based model of the enterprise value creation network.

Used most often as an integrative mart, UXT sits, hub-and-spoke style, among multiple data sources – legacy processing systems, data warehouses, ERP, syndicates, the Web, etc. It automatically computes activity values from the raw details of everyday transactions, allocations of indirect cost and revenue, and from data that describe conditions and constraints of the business environment.

A Visual Data Mining User Paradigm
Salient’s user interface works cooperatively with the UXT database. Built on the Visual Data Mining paradigm, the Windows™ based GUI gives each user immediate access to 100% of data relevant to his or her need. The idea is to merge modern computing power with the human mind’s capacity to form plausible hypotheses from widely diverse data, to identify anomalies in graphical views of patterns and trends and to pursue individual outliers into their unique history of cause and effect. Here are two quotes from a seminal thinker on VDM, Dr. Pak Chung Wong of North West Laboratories:

“...The (visual data mining) approach integrates the human mind’s exploration abilities with the enormous processing power of computers to form a powerful knowledge discovery environment that capitalizes on the best of both worlds...

...The methodology is based on both functionality that characterizes structures and displays data and human capabilities that perceive patterns, exceptions, trends and relationships...”

Visual Data Mining on the Web
Salient’s Interactive Miner UI is complemented by a browser driven subset of the Windows UI, the Salient Dashboard Miner (SDM®) a Dashboard Design / Publish / View / Drill combination that, similar to its Windows counterpart, allows users to drill interactively to root cause details.

Integrated Content Management
More recently, the company has integrated content management capability to enable organizations to stream documentary, social and other unstructured information directly into the analytical intelligence environment. Salient’s “Knowledge Manager” software enables companies to communicate and institutionalize corporate knowledge and experience—such as user journals, instructions, video, etc.—and embed this knowledge directly within either or both of the analytical UIs.

Salient Collaborative Intelligence Suite (CIS) 5.0
Finally, Salient’s Collaborative Intelligence Suite unites all of the above technologies (and adds Salient’s ETL and its “360” add-on for back and forth data sharing with Excel™) into a single enterprise intelligence processing platform.

Technology History
Guy Amisano, the CEO and Founder of Salient, was CEO of a local bottling company from 1979 – 2001. In the early 80s, with the help of very talented associates, he developed software to help the company’s Sales Managers control price discounting. It gave them visibility of transaction history, with graphical tools to visualize the tradeoffs between decisions (such as price, product mix, stocking levels, etc.), and results (such as volume growth and margin).

The software was fast and easy enough for everyday Business Managers to find “root causes” of performance outliers without IT support and without impacting their regular duty time. Moreover, the system allowed corporate executives to “peel the onion” as easily, which provided the transparency necessary to properly account for and reward business performance.

Salient released its second generation in 1992, which introduced pure client server architecture, data compression, symmetrical multi-processing and MPP (massively parallel processing) to deliver high scalability without sacrificing detail or compute performance.

The latest generation generalized the database to handle unlimited measures and capability to join and reconcile unlimited data from multiple sources, contain them in-memory, and respond to 97% of queries in less than 3 seconds.

In 2008 Salient unveiled its 64-bit Windows OS-based data mart server software which, in MPP-based applications, lifts the upper limit to terabytes (after compression) of in-memory computation (today’s largest implementation handles nearly 10 million persons with 4 billion transactions totaling $350 billion).

Over the past several years, Salient introduced its first purely n-tier UI software for browser-based dashboard building, drilling and viewing on both desktop and handheld devices.

Knowledge Manager, another recent breakthrough development, brings full unstructured content integration into both Windows and n-tier UIs (see above).

Salient’s latest technology offering, the Collaborative Intelligence Suite (CIS) v5.0, unites all of its technologies into a single enterprise intelligence processing platform.

Summary
For more than a quarter century, Salient has been committed to a single mission: eliminating the barriers to access and use of information. Today, the company provides the world’s fastest and most expansive analytical computing capability for all levels of information consumers.

*Lego® is a registered trademark of Lego A/S
Our Ask

Salient can provide your organization with a single hub—to gather, integrate and exploit all of the data that is relevant to managing the enterprise. And we can deliver precisely the right answer to the right hands in time to optimize the business.

Make Salient your comprehensive collaborative intelligence platform for measuring and managing enterprise business performance:

- We have the only technology that can bring everything together and deliver the right information to every situation
- We know the business
- We’re proven
- No one else can match the speed, simplicity, specificity of detail and sheer scale.

“If people do not see the process, they can not improve it.”

W. Edwards Deming