

Salient for Integrated

# Operations & Financials



# Gain Comprehensive P&L Visibility and Control

Directly Connect Financial and Operational Performance Facts



## A Fully-Loaded Drillable P&L

Try to visualize the capability to drill-through accounting financials directly into the operational business activities behind those numbers. Imagine a coherent connection between fiscal results and the activities that added up to the fully loaded P&L so managers can reveal details behind spending. Finally, the ability to ask and answer the question “why”, and the means to collaborate on those decisions. Salient can help you integrate and leverage full breakdowns of cost information, budgetary facts and related customer and product behaviors for complete visibility. All the details necessary for precision-management can now be connected and made available in context with daily business activities. This exhaustive, integrated type solution is now utilized at several Salient client sites, serving the needs of both operational decision-makers and internal accounting & sales management.

### The Problem:

“Decisions based solely on an aggregate corporate P&L leads to “distorted impressions and misguided conclusions.” To turnaround or improve asset productivity in an existing business, Drucker recommends digging below the P&L aggregate’s surface to analyze the pattern of sales and cost transactions.”

– Peter Drucker, from  
*“Shaping the Managerial Mind”*

### The Desired Solution:

“Those who look deeply into the process of activity-based management will find that it... will empower them with the solid information about their organizations... that enables them to exercise leadership and wisdom in decision making...”

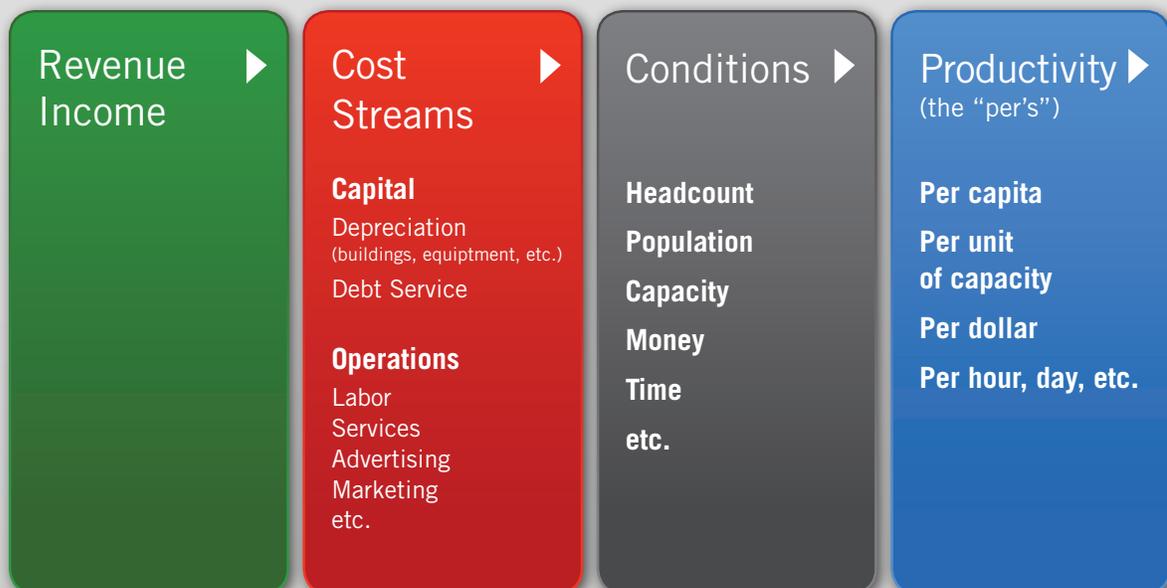
– Stephen R. Covey, author of  
*“Seven Habits of Highly Effective People”*

**Do you have trouble making sense of data** from multiple parts of the business or from custom accounting programs like MS Dynamics or SAP? We have the experience and the track record of helping clients take control of that detailed financial performance data to drive higher margin performance. Salient has a proven methodology around Business Management Data-Mart Design and Development, as well as the end-user management application for enabling the exploration and visual mining of information for investigating root causes. The Salient approach requires pulling the detailed transaction-level facts wherever possible and then connecting those facts with additional conditions and constraints data for computing measures of productivity.

A consulting engagement can define the performance metrics across the organization; inclusive of complete profit and loss breakdowns by division, departmental, business process, customer segment, or accountability center depending on your objectives. Call and ask how we can help today.

### The Salient Deliverable:

Fully automatic scoring of economic productivity, i.e., the gains and losses in money, volume and time that are produced by everyday business activities (transactions). “Institutionalization” of ABM through a basic shift in information user paradigm from “push” to “pull.” This method ends barriers to discovery, exploration and use of intelligence to optimize outcomes



## 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).

