

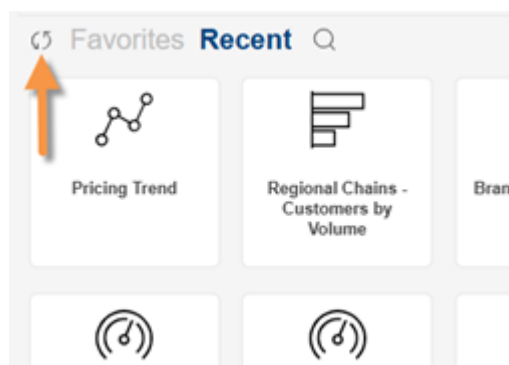
What's New in Salient Mobile

Salient Management Company is dedicated to helping our clients improve their performance and efficiency through better and faster access to actionable intelligence. We continuously strive to improve our revolutionary suite of solutions. To take advantage of recent enhancements in the Salient mobile app, we recommend installing the latest version of the Salient Dashboards application.

Version 1.11

Refresh dashboards

A new icon lets you synchronize dashboards with the Salient Dashboards browser application at any time without logging out of the mobile app.



Support for enhancements in Salient Dashboards V8.7

This version provides support for the following enhancements in dashboards.

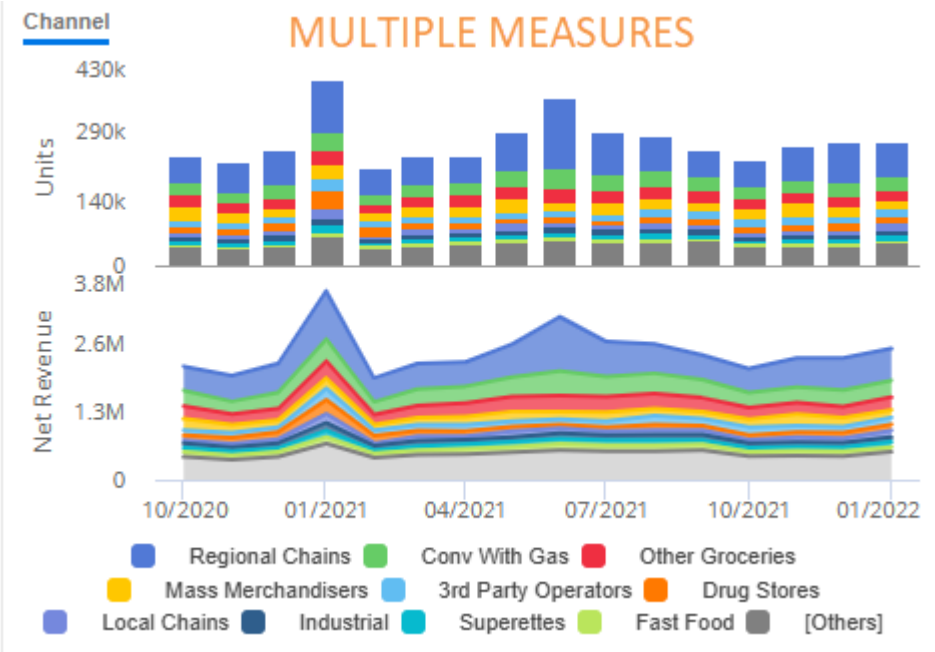
Totals at the top of grids*

This new option shows summary data at the top.

Channel	Units	
	This ↓	Last
Total (35)	273,537	407,952
> Regional Chains	75,260	115,504
> Conv With Gas	29,393	38,590
> Other Groceries	23,519	30,926
> Mass Merchandisers	20,109	28,922
> Local Chains	17,356	22,752
> Drug Stores	15,651	38,702

Share Trend improvements

- Show multiple measures at once
- Auto-expand data to additional levels of detail
- Show percent of total (mix)



Channel / KeyAccount		10/2020			11/2020		
Channel	KeyAccount	Units	Mix - R (Units)	Net Revenue	Units	Mix - R (Units)	Net Revenue
> Regional Chains		59,601	24.5	464,413	64,511	28.5	499,643
Regional Chains	> Obeck Inc. North	22,961	9.4	171,478	23,185	10.3	176,183
Regional Chains	> Village North	12,637	5.2	101,105	16,034	7.1	117,459
Regional Chains	> S.Newburg Dist-North	15,176	6.2	119,920	16,214	7.2	130,980
Regional Chains	> Obeck Inc. South	4,650	1.9	34,451	4,200	1.9	34,832
Regional Chains	> C & N Company	3,152	1.3	28,919	3,729	1.6	30,558
Regional Chains	> S. Newburg Dist-Sout	1,025	0.4	8,541	1,149	0.5	9,633
> Conv With Gas		27,940	11.5	305,156	21,981	9.7	247,445
Conv With Gas	> E N N,Inc.-South	5,662	2.3	54,174	5,477	2.4	49,325
Conv With Gas	> R D Foods	4,197	1.7	45,536	2,217	1.0	30,746
Conv With Gas	> Express Mart II	2,748	1.1	32,731	2,352	1.0	25,667
Conv With Gas	> All Others	3,856	1.6	44,114	2,879	1.3	33,953

Fully-granular data in Crosstab analyses

- Auto-expand data to additional levels of detail
- View key-level data (e.g., by customer or product)

Brand	Form	VARIETY NORTH #8022-01/V432596 - Units		VILLAGE NORTH CG/# 15 - Units		S NEWBURG DIST # 715 - Units	
		This	Last	This	Last	This	Last
> Our Cola		3,544	2,800	2,687	1,224	3,121	2,534
Our Cola	Cans	2,830	2,171	1,969	35	1,566	839
Our Cola	PET	714	629	718	1,189	1,555	1,695
Our Cola	Glass	0	0	0	0	0	0
> Our Neon		1,193	623	973	283	1,003	613
Our Neon	PET	229	148	261	385	495	447
Our Neon	Cans	964	475	712	-102	508	166
> Our DietCola		1,523	957	1,193	676	1,040	603
Our DietCola	Cans	1,274	788	878	112	551	246
Our DietCola	PET	249	169	315	564	489	357
Our DietCola	Glass	0	0	0	0	0	0

Dynamic filter enhancements

- Text-based criteria (e.g., name or description)*
- Test at the dimension level*

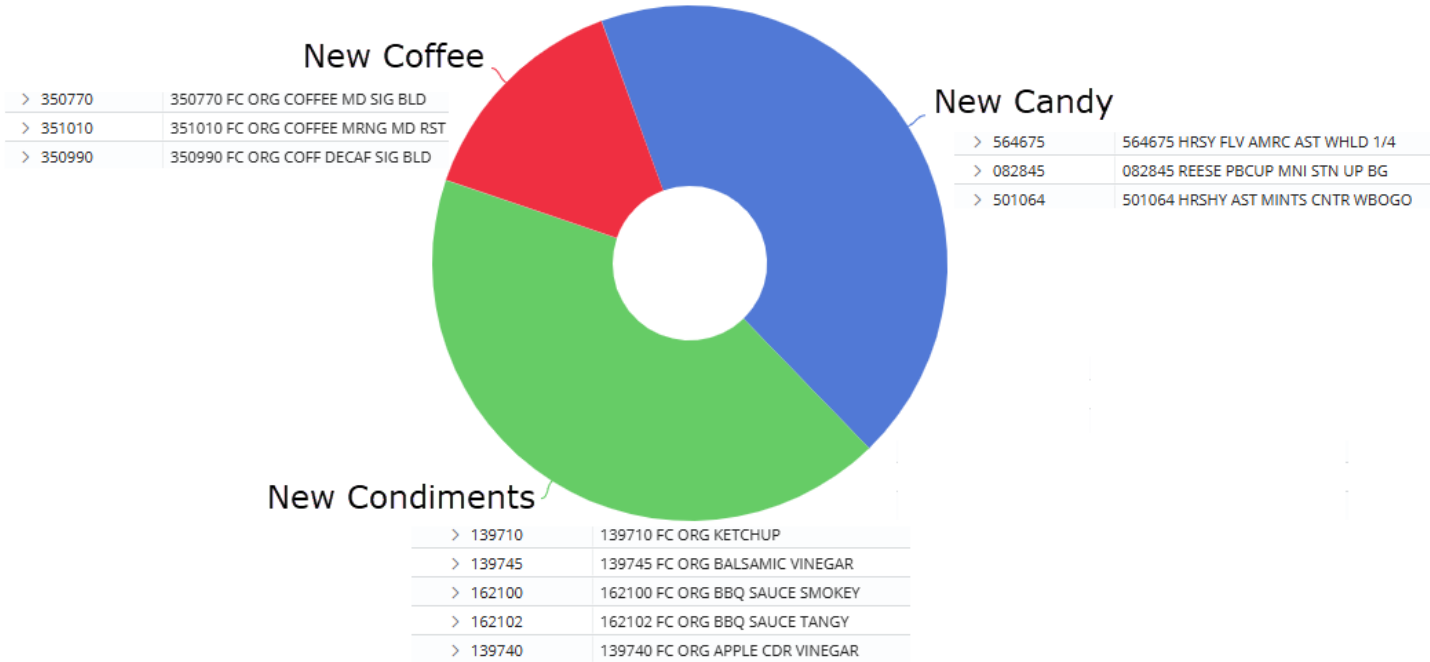
Filters		
Customer.Channel: [Member Name] contains "conv"		
	Units	
Channel	This ↓	Last
> Conv With Gas	29,393	38,590
> Conv - NoGas	5,291	7,354
Total (2)	34,684	45,944

Highlighting in test-based analyses (exception)*

SalesRep	Totals ↓	Passed		% Passed	
		This	Last	This	Last
> TS-Ferkel	285	171	172	60.0 ●	60.4 ●
> TS-Lasoski	269	188	192	69.9 ●	71.4 ●
> Andrews, Greg	241	210	195	87.1 ●	80.9 ●
> Johnson, Louise	171	131	113	76.6 ●	66.1 ●
> Markey, Ciro	164	108	103	65.9 ●	62.8 ●
> Visclosky, George	159	93	100	58.5 ●	62.9 ●
> Saxton, Tom	146	117	103	80.1 ●	70.5 ●
> Office-Haudenschild	128	66	75	51.6 ●	58.6 ●

Custom groups of key level data*

Compare custom groups of customers, products, and other key entities. This feature was previously only available at the dimension level.



Custom comparisons for incomplete timeframes*

Weighted day tables can provide custom comparisons of an incomplete month or period versus a year ago. This feature adjusts the data for the previous date range based on a percentage of the current timeframe that is expected to have occurred by a given date.

* Must be pre-built into the dashboard.