

What's New in SIM

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 desktop application, Salient Interactive Miner (SIM), and other software solutions in order to make your organization and its individuals more productive.

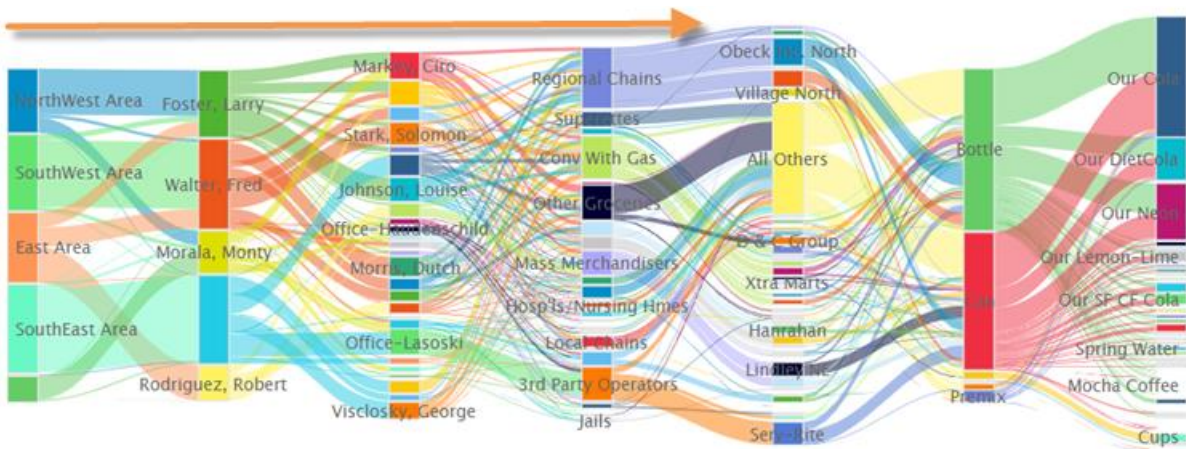
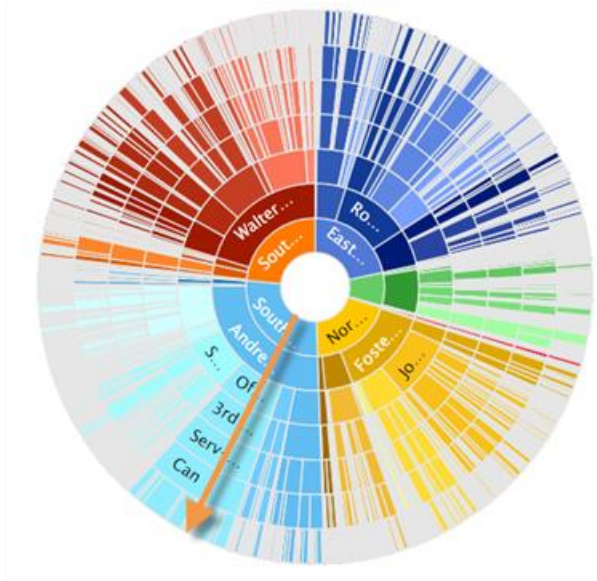
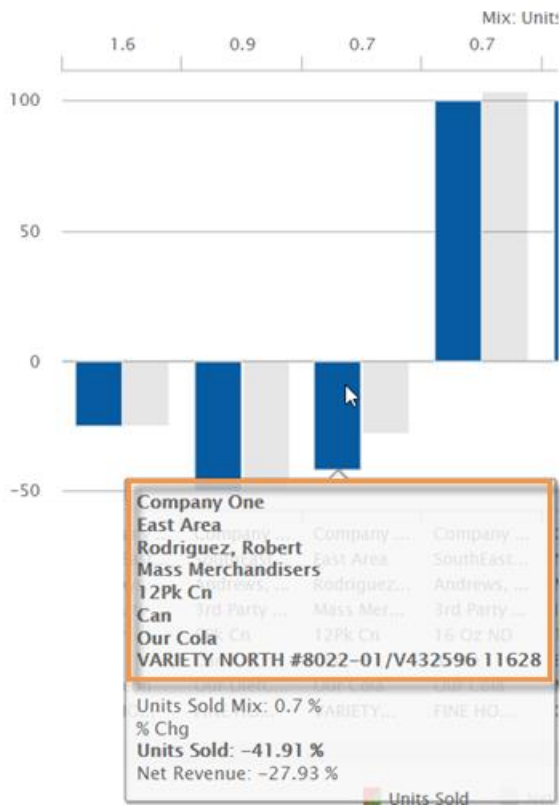
Version 8.3

Expand more levels of data

You can expand a virtually unlimited number of data levels to access fully-granular details in standard tables, flat views, and expanded graphs. Previously, data expansion was limited to five levels. Your administrator can implement a custom limit for your organization.

	This
Company One	56,833
SouthEast Area	15,421
Andrews, Roger	14,655
Office-Lasoski	3,966
3rd Party Operators	3,799
Serv-Rite	3,799
Can	2,398
6Pk Cn	2,090
+ Our Neon	891
+ Our DietCola	496
+ Tea Mix	297

	Region	Sales Manager	Sales Rep	Channel	Chain	Packa	Package	Brand	Units Sold				
									This	Last	Diff	% Chg	
Company One	SouthEast Area	Andrews, Roger	Office-Lasoski	3rd Party Operators	Serv-Rite	Can	6Pk Cn	Our Neon	891	1,188	-297	↓	-25.00
Company One	SouthEast Area	Andrews, Roger	Office-Lasoski	3rd Party Operators	Serv-Rite	Can	6Pk Cn	Our DietCola	496	994	-498	↓	-50.10
Company One	East Area	Rodriguez, Robert	Turner, Michael	Mass Merchandisers	Variety North	Can	12Pk Cn	Our Cola	402	692	-290	↓	-41.91
Company One	SouthEast Area	Andrews, Roger	Office-Lasoski	3rd Party Operators	Serv-Rite	Bottle	16 Oz ND	Our Cola	392	196	196	↑	100.00
Company One	Near West Area	Morala, Monty	TS-Kinser	Industrial	DJ Inc.	Bottle	16JC12	Mystic Water	370	0	370	↑	100.00
Company One	SouthWest Area	Walter, Fred	Morris, Dutch	Conv With Gas	Lakeside Garage	Can	12Pk Cn	Our Cola	349	8	341	↑	4,262.50
Company One	SouthEast Area	Andrews, Roger	Office-Lasoski	3rd Party Operators	Serv-Rite	Bottle	16 Oz ND	Our Neon	343	196	147	↑	75.00
Company One	SouthEast Area	Andrews, Roger	Office-Lasoski	3rd Party Operators	Serv-Rite	Can	6Pk Cn	Tea Mix	297	198	99	↑	50.00
Company One	SouthWest Area	Walter, Fred	Keller, Brad	Beverage Centers	Hanrahan	Can	6Pk Cn	Our Cola	270	0	270	↑	100.00



Expand data in more types of analyses


Crosstab expansion

You can expand dimension members in Crosstab tables to view multiple levels of data broken down into subgroupings for another attribute. Expand members individually or use the auto-expand tool to expand all members. For example, view sales for regions, business channels, and accounts across different brands.

CROSS BY ATTRIBUTE

Units Sold	Our Cola	Our Neon	Our DietCola	Our Lemon-Lime
[-] SouthEast Area	27,332	10,090	9,316	2,650
[-] Regional Chains	9,881	3,061	3,526	1,019
[+] S.Newburg Dist-North	4,423	1,358	1,462	412
[+] Obeck Inc. North	3,980	1,285	1,266	359
[+] Village North	1,478	418	798	248
[-] 3rd Party Operators	2,907	1,775	1,271	362
[+] Serv-Rite	2,781	1,706	1,210	356
[+] American Food & Vend	126	69	61	6

Share trend auto-expansion

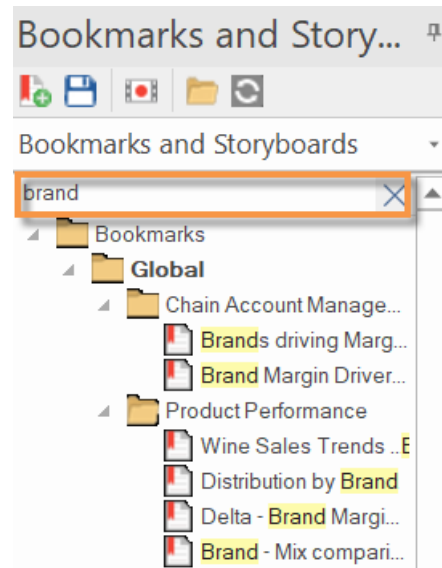
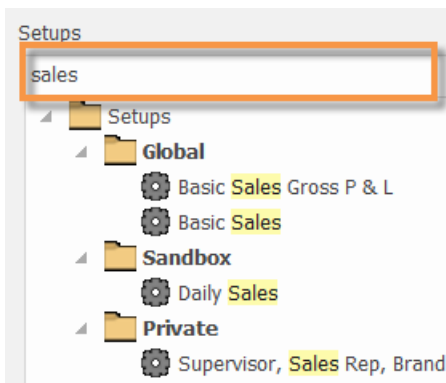
The auto-expand tool  is now available in Share Trend tables to make it faster and easier to view data over time for multiple levels of data.

Version 8.2

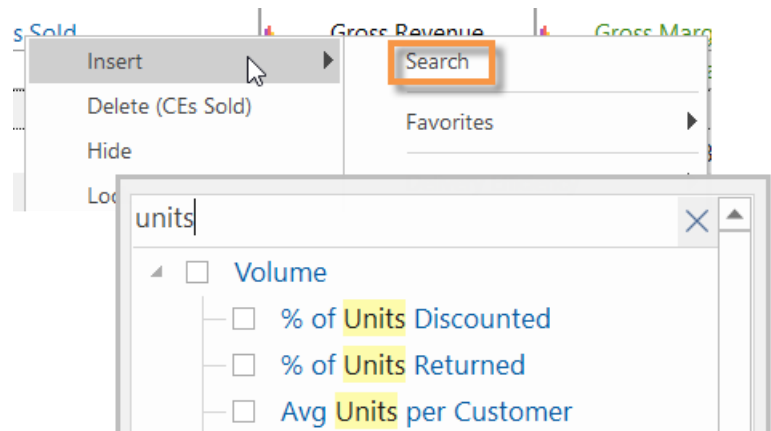
Enhanced search

New search capabilities make it faster and easier to work in SIM. You can search for several types of components, including data fields, bookmarks, storyboards, macros, data setups, and highlight settings.

Just type part or all of the item name in the search control, which is generally located at the top of the dialog or panel. The results are instantly filtered and highlighted. For example:

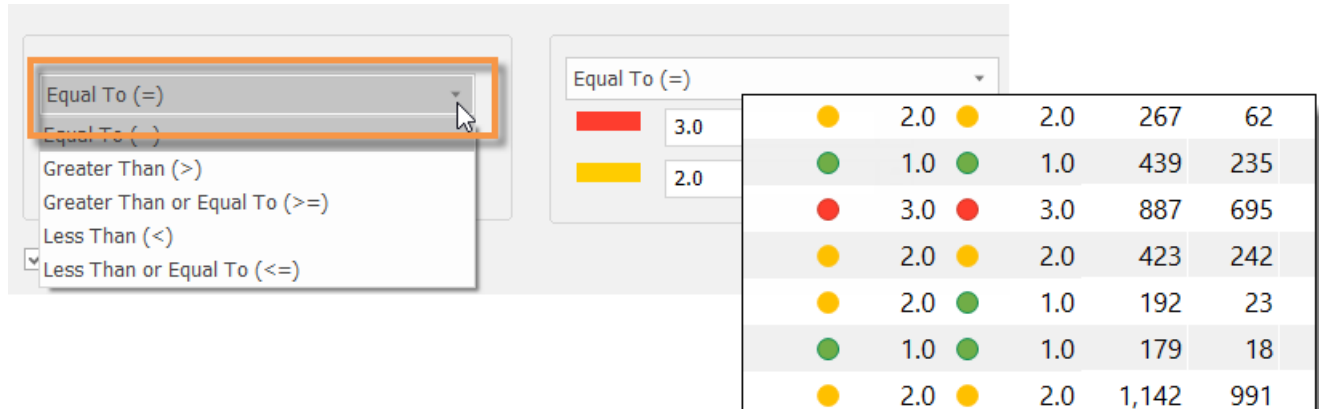


When inserting or selecting a data field, select the Search option from the menu to use new search capabilities. Searching is especially useful if the dataset has many data fields.



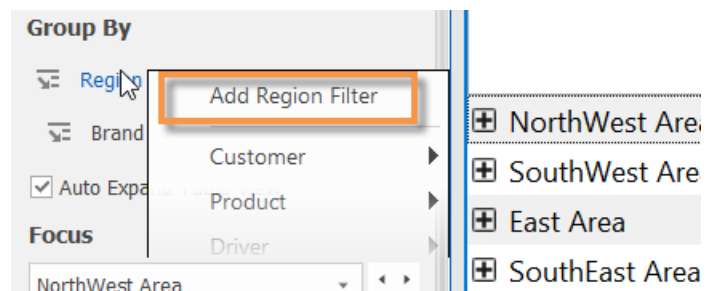
Highlight precise values

A new option in highlight settings lets you highlight precise values (i.e., equal to) in addition to highlighting ranges of values. This new capability makes highlighting more flexible. For example, highlight specific prices, visits per week, etc.



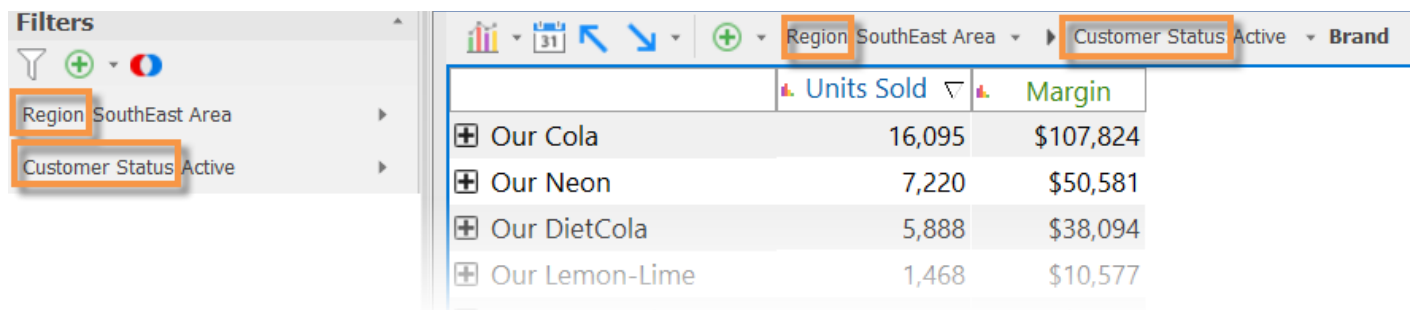
Quick filter selection

This version provides a fast new way to add a filter for a dimension that is used to group the data (e.g., 1st By or 2nd By). Click on the dimension name in the context panel and select the add filter option.



More information in the drill path

New preference settings let you show the dimension names in the drill path to provide more information about the part of the dataset you are viewing.



Version 8.0

Improved performance

This version provides significantly faster response times and better scalability due to improvements in multithreading on the UXT Server. On average, the UXT system will respond three to four times faster than previous versions. Even greater improvements (up to 1000x faster) are possible on large data queries.

New multi-dimensional grid (i.e., flat view)

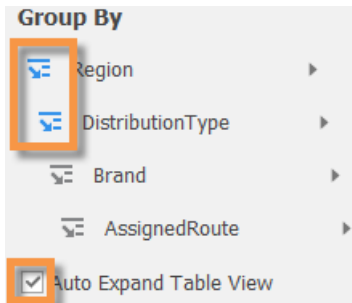
A new multi-dimensional grid expands attributes into columns to provide a customized, granular view by multiple dimensions. Each unique combination has its own row. You can interact with rows by drilling, sorting, etc., to investigate any cross-sections of data. This new grid is called a "flat" view because it removes the constraint of built-in subgroupings. The flat view is instantly available without needing to expand rows, making it a much faster option than "expanding all" members. As usual in SIM, you can choose the hierarchy and dimensions to expand; therefore, you have complete control over how the data is presented.

	KeyAccount	Package	Brand	Units			
				This	Last	Diff /	% Chg
SouthWest Area	S.Newburg Dist-North	2Ltr-8	Our Cola	1,580	198	1,382	697.98
NorthWest Area	Village North	12Pk Cn	Our Cola	2,814	1,901	913	48.03
SouthWest Area	Obeck Inc. North	16PNR8	Our Cola				
East Area	Obeck Inc. South	16PNR8Pa	Our Cola				
NorthWest Area	Obeck Inc. North	16PNR8	Our Cola	983	535	448	83.74
SouthEast Area	Obeck Inc. North	16PNR8	Our Cola	1,106	695	411	59.14
SouthWest Area	V.Northrup Co.	12Pk Cn	Our Cola	714	306	408	133.33
SouthWest Area	S.Newburg Dist-North	2Ltr-8	Our DietCola	475	75	400	533.33
SouthWest Area	Rose Distributing	Cans	Our Cola	1,386	990	396	40.00
NorthWest Area	Village North	12Pk Cn	Our Neon	984	602	382	63.46

For example, sort to find specific areas of opportunity.

Faster tree expansion

You can automatically expand dimensions to see underlying data. Just turn on the auto-expand option and then pick the dimension(s); all its members will be expanded to the next level. You can expand multiple levels to create a customized tree of performance metrics.



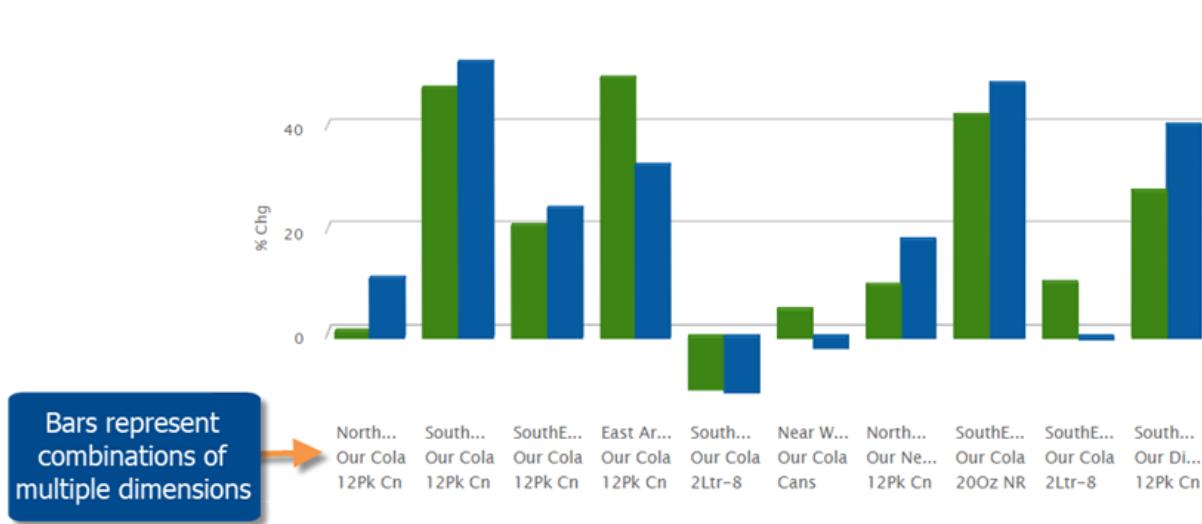
The "expand all" menu option is still available and is generally faster in this version than previous versions due to more efficient processing. However, you may prefer to use auto-expand rather than expanding all because this new capability can be accessed via a single-click in the context panel. In addition, the auto-expand tool expands members dynamically as the context changes. For example, new members will be automatically expanded if you change the drill path to include different data.

	Units	
	This	Last
[-] SouthEast Area	47,032	40,479
[-] Conventional	36,765	32,517
[+] Our Cola	20,335	17,711
[+] Our Neon	7,218	6,154
[+] Our DietCola	6,486	5,235
[+] Our CF Cola	1,738	1,576
[+] Our New Diet	988	1,841
[-] Full Service	7,089	4,748
[+] Our Cola	3,374	2,256
[+] Our Neon	1,953	1,546
[+] Our DietCola	1,602	918
[+] Our New Diet	143	2
[+] Our CF Cola	17	26
[-] Call In	2,408	2,355
[+] Our Cola	1,349	1,321
[+] Our Neon	529	498
[+] Our DietCola	491	494
[+] Our CF Cola	32	30

New visualizations by multiple dimensions

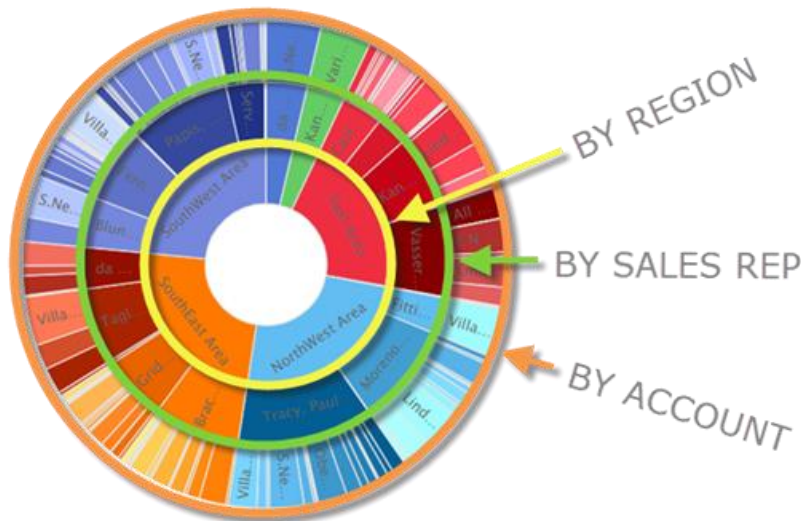
Multi-dimensional bar graphs

You can view multi-dimensional data in bar graphs to visually compare cross-sections of data. This new capability is available in comparative and multi comparative graphs that show percent change, difference, or actual values. For example, view the top combinations of brand, package, and region.



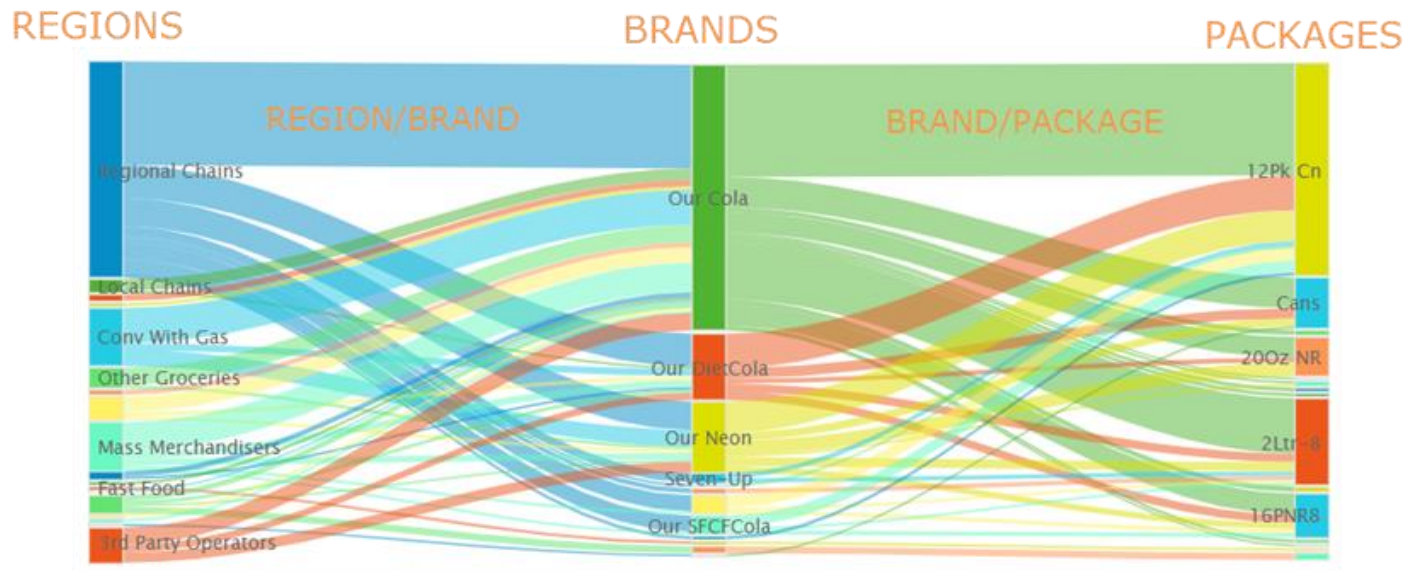
Sunburst

A Sunburst graph shows the hierarchy and magnitude of data through a series of rings. The center ring represents the top-level data (1st By); the data becomes more granular as you move outward. The slices are sized based on values and aligned with their parent level to show the relationship of the data and how much each piece contributes to the total. For example, what are the top accounts for each sales representative in each region? The Sunburst can provide a complete picture across multiple levels in your organization.



Sankey graph

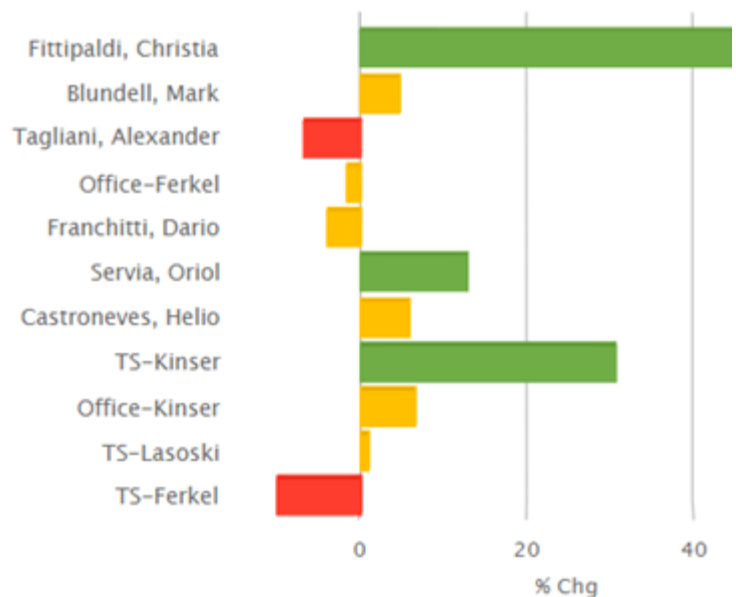
This new diagram shows how data is funneled between multiple dimensions. The band width represents the magnitude of the data. The bands start at one dimension and connect to another dimension to show the make-up of each member and how the data is related. A simple Sankey connects two dimensions; a more complex Sankey can connect multiple dimensions. For example, visualize the breakdown of brands within each region and packages for each brand.



Highlight percent change data in graphs

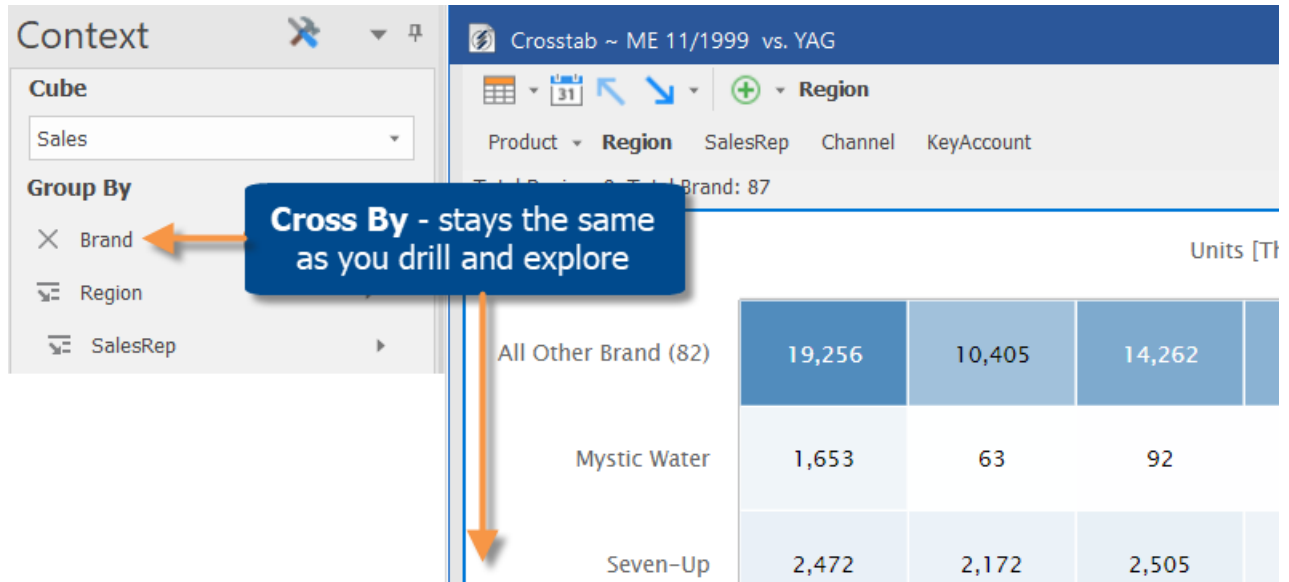
You can highlight data in percent change bar graphs to quickly identify variance outside of your expected ranges. As always, highlight settings can be customized, saved, and shared. Highlighting is available in multiple types of percent change graphs, including Comparative Dimension Members, Comparative Time, and Multi Comparative.

For example, highlight significant changes in performance among sales representatives, regions, accounts, etc.



Intuitive hierarchy in Crosstab (two-way) charts

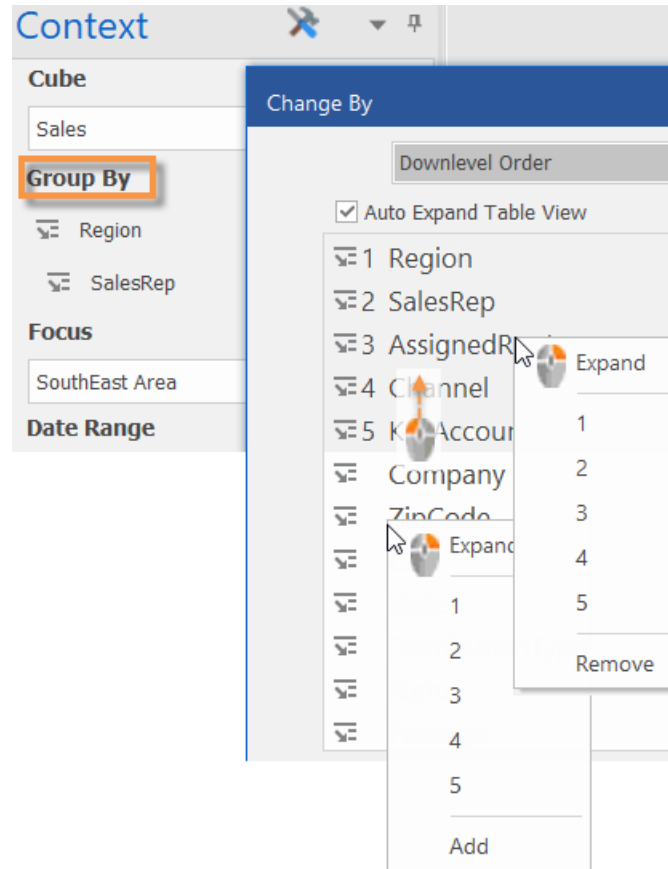
You can now select a Cross By attribute that is independent of the drill hierarchy. This enhancement allows you to keep a consistent view of the data as you drill and explore in Crosstab analyses.



Ease-of-use enhancements

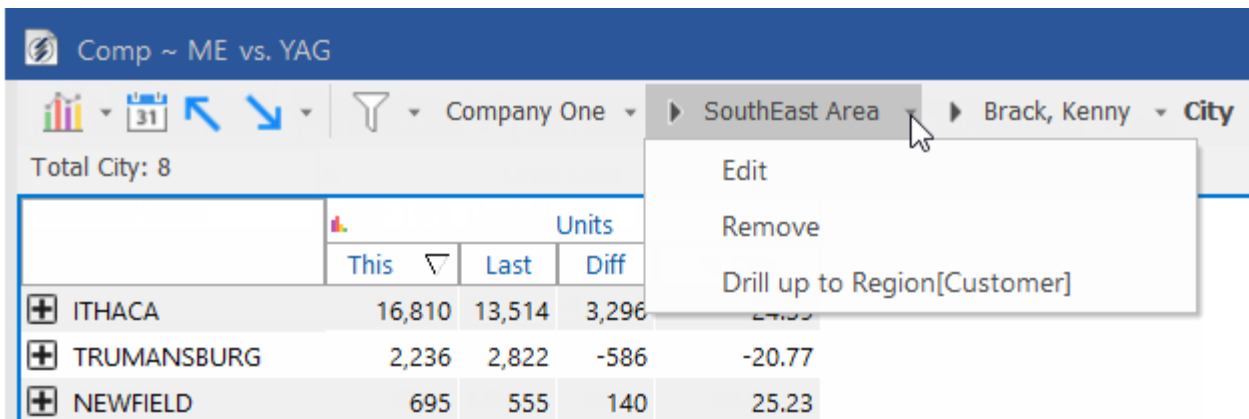
More options for grouping the data

Like in previous versions, the Change By dialog (accessed by clicking Group By in the context panel) provides a single access point for changing multiple levels in the drill hierarchy. Now you can drag and drop in this window to put dimensions in your preferred order. You can also right-click on any dimension to select from a menu.



Drill-level menus

The breadcrumb path provides new menus for selecting the drill level. Just click the drop-down arrow beside any item to edit what you are drilled on, remove the drill level, or drill up to that level.



Drill up through multiple levels at once

After drilling down on multiple levels via expanded rows or flat view, you can quickly drill back up through these same levels with a single click on the uplevel button.

The screenshot shows the SIM interface with a breadcrumb trail: Company One > SouthEast Area > Brack, Kenny > AssignedRoute. A tooltip with a blue arrow icon and the text "Drill up to Company[Customer]" is positioned over the breadcrumb trail. Below the breadcrumb trail, there is a table with the following data:

	This	Last
+ Ithaca Collegetown	6,867	5,711
+ Tburg,Lansing,Newfld	4,603	4,416
+ Lindley NE-Ithaca	2,049	1,026

For more information

To see instructions for using new features, refer to the SIM help or user manual provided with the release. Some features may require additional licensing.