

Salient Executive Overview

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.

“Speed is the essence of war.”

Sun Tzu
Chinese General & military strategist

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.

“This year we are adding about 40-50% to our bottom line. I strongly believe that the work we have done with Salient is a key contributor to that growth that we can see and I’m very excited about what’s coming next.”

Marcus Franke Director of Business Transformation CCEAG



“Margin Minder® helped cut costs by nearly 3 cents per case; with 55 million cases shipping a year, that’s an annual savings of \$1.25 million! Reduced the new product sales execution cycle from 6 weeks to about 2 weeks.”

Derek Hill, VP of Corporate Planning, Pepsi Bottling Ventures



“I can’t think of what we don’t track with UXT®. With about 13,000 customers and 60 drivers, we now have real-time control of our profit and loss activities enterprise wide. We especially like the ability to monitor profit performance of individual sales people, and recently decided to base part of their compensation on margin delivered. This is phenomenal.”

Royal Crown Bottling Corp.



“Results within 6 months: Lowered Inventory carrying costs by \$4 million. Impacted bottom line by \$750,000. Reduced aged inventory of beer over 365 days from \$354,000 to \$71,000.”

Odom Corporation



How empty is theory in the presence of **fact**

Mark Twain

“Increased revenues by 12.25% from \$98 million to \$111 million. Within 4 months, reduced credits to goal of .75% of sales.”

HPC Foodservice



“We can look at a detailed history of products or groups of products that were on promotion at the same time last year and, with extreme accuracy, project the production run needed... Margin Minder has helped us become much smarter manufacturers.”

Randy Bates, VP of Sales for Golden Flake Snack Foods



“We’ve only had this forecasting system for about four or five months, and a lot of the growth we’ve had has been in the past few months and it just keeps accelerating. But in that timeframe, we’ve decreased our out of stocks by 40%, our day supply average is down by 25%, and we’ve decreased our freight costs through hauling efficiencies another 15% and again, our sales just keep going up.”

Kurt Leinauer, General Manager, Lohr Distributing



“Salient gets the retail business. They understand why I’m asking the questions and what matters to me.” “For us, it’s all about selling products. Margin Minder helps you make decisions, which you wouldn’t do otherwise. Once you start using it, you’ll use it more than anything else.”

Richie Morgan, President Of Holiday Quality Markets



“Just quantifying where we have potential fraud in one market has saved us six figures thus far this year.”

Dean Aiello, Director of Finance, Bimbo Bakeries USA



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

Deployment

Salient Management Company provides the world's most deployable platform for continuous performance improvement in business and government.

That is because we provide the deepest and timeliest accounting of value created by business process, providing business managers with superior visibility and control of their resources. The impact is measurable in percentage points of productivity.

The accounting:

- Flows of revenue and direct costs from transactions.
- Indirect (allocated) costs and revenues that impact transaction values
- Descriptors and attributes of entities participating
- Measurement of cycle to cycle change in value created by activity and value accrued by entities.

We provide visual investigation software that removes the institutional barriers to adoption of continuous improvement practice. It is:

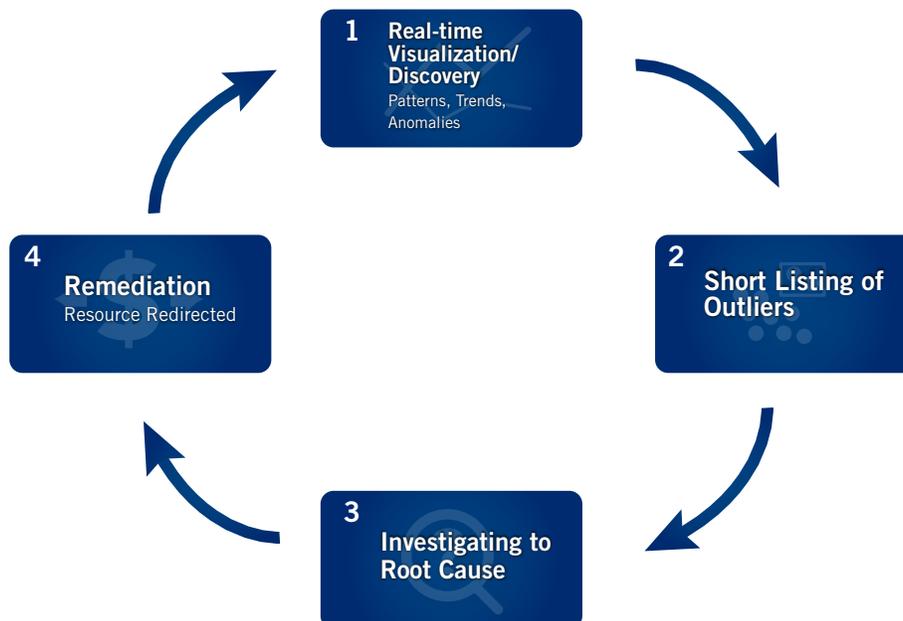
- **Specific:** a comprehensive accounting of value created by every transaction in every cycle
- **Holistic:** text, video, documentary content connected directly to transactions
- **Flexible:** to follow intuition in any direction, to precisely where timely action will produce maximum value.
- **Scalable:** to embrace and reconcile data from all sources and perspectives across and beyond the enterprise
- **Fast and Easy CI Practice:** to enable managers to interact with data graphically, cull the outliers from patterns and trends, examine input versus output over time, adjust inputs in time, get better over time

Our differentiators: The comprehensiveness and specificity of the accounting, and the speed with which decision makers can bring this knowledge to bear on transactions.

The Method

Drive Better Results.

Salient presents organizations with a new reality: there is nothing that can't be known, acted upon in time, and accounted for. Salient delivers continuous feedback that exposes flaws, enables timely adjustment and drives continuously better results.



All together, the practice provides a continuous performance feedback loop that allows decision-makers to autonomously optimize efficiency in a radical way. The result is an aligned, empowered workforce that fundamentally improves the efficiency of your organization.

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