

## Salient and SofTechnics Team Up to Provide Integrated Business Performance Management Solutions for Retail

**February 27, 2006, Horseheads, NY** – Salient Corporation, a leading provider of performance management solutions, and SofTechnics, a leading provider of integrated retail enterprise software, today announced a joint marketing agreement to provide retail customers with a more integrated and complete performance management solution to increase profitability, leverage data warehouse information and gain an immediate return on technology investment.

Customers of SofTechnics' ChainTrack.HQ will be able to further leverage their investment with Salient's Margin Minder MAX®, part of the Margin Minder series business performance management software. Margin Minder MAX enables store management and personnel to instantly access data warehouse information on a product, category, store, region, or chain-level. This allows retail chains to make more informed pricing, promotion or distribution decisions that positively impact revenue and profitability.

"We are very excited to be partnering with SofTechnics to bring a more comprehensive solution to our retail customers," said Guy Amisano, president, Salient Corporation. "SofTechnics' solutions are a very efficient and cost-effective way to bring store data into a data warehouse, where Salient's solutions can provide visibility and instant access. This is a perfect match for retail customers looking to boost store performance and management."

"SofTechnics is pleased to offer our customers a way to immediately leverage the power and ease of our headquarters price and inventory management solutions," said Guy Dille, Global Business Unit Leader, Retail Software & Integration for Mettler-Toledo. "The combination of ChainTrack.HQ, SofTechnics' fully integrated Price and Item Management solution with Salient's Margin Minder MAX, gives retailers a comprehensive and powerful solution that they can quickly and easily deploy to save money, increase revenue and get a faster return on investment."

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**About the Margin Minder Series**

The Margin Minder® Series performance management solutions allow managers to graphically discover the performance, profitability, and efficiency of anything within an organization in near real-time. The Margin Minder Series can be deployed in weeks and provides results that impact the bottom line within six weeks of delivery. Margin Minder is based on Salient's UXT® data engine and its "Minder Investigative Workstation" user interface running on local, remote or disconnected Windows® PCs. Benefits of Margin Minder include instant visibility into sources and drivers of profit and efficiency; precise alignment of role players to strategic purposes, speed and simplicity for non-technical staff and immediate return on investment with minimal total cost of ownership.

**About SofTechnics' ChainTrack.HQ**

SofTechnics' ChainTrack.HQ is a fully featured headquarters-based item and pricing management solution. ChainTrack.HQ delivers improved business execution through the strength of its workflow management capabilities – ensuring that the right information is available to support your business processes. By moving your team to a "management by exception" process and eliminating the redundant data management tasks typically required by other solutions, ChainTrack.HQ delivers both reduced costs and improved margins for your business.

**About Salient Corporation**

Salient Corporation provides performance management solutions and consulting services that enable high volume business and government to see faster, easier and more clearly how decisions affect productivity and growth. Salient performance management solutions are used by more than 250 customers, representing 30,000 users in 50 countries. For more information, please visit <http://www.salient.com>. To purchase or demo Salient's software, contact the company at [info@salient.com](mailto:info@salient.com) or (607) 739-4511.

**About SofTechnics, a METTLER TOLEDO Company**

SofTechnics, a Mettler-Toledo Company, is the leading provider of mobile price and inventory management solutions for the retail industry. SofTechnics' proven mobile computing applications have been implemented by many of the largest retailers in North America. The industry acceptance of these applications is the result of a combination of 20 years of experience developing mobile solutions and the extensive retail backgrounds of the associates of SofTechnics. The company is headquartered in Columbus, Ohio, with development offices in Akron, Ohio and Des Moines, Iowa plus 14 sales and support offices across the United States.

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