Salient Process
Your process. Our passion.

Operational Decision Manager
Opportunities

✓

In support of **regulatory** compliance?

Requirement or need:
- Operate in a Regulated industry with Compliance Requirements
- Validate and map compliance or policies to executable decisions
- Map historical transactions to Regulations in place at the "time" of the Transaction
- Simulate new or proposed Regulations on current and forecasted operations

✓

Is there a benefit moving operational logic closer to **Subject Matter Experts (SMEs)**

Requirement or need:
- Remove the "Middleman" from normal Change Management" activities
    - Empower the Subject Matter Experts
- Free IT resources for Enterprise Initiatives
- New Application/Solution Development
- Feature/Functionality enhancements or bugfixes

✓

Is your operational logic **Complex**?

- Multidimensional Decision Matrixes
- Heavy dependencies and variability based on upstream decisions
- Context based variances. Business Policies vary based on:
    - Geographic Regions
    - Time Periods (ex: Seasonality)
    - Historical Activity

✓

Is your operational logic **volatile**?

Requirement or ned:
- Respond to rapidly changing Business, Environmental and/or Regulatory Requirements
- Quickly adapt Operations to capitalize on newly identified opportunities
- Make changes to "Decision Logic" in Weeks, Days, or Hours Instead of Years, Months, or Weeks
- Volatility is "Relative"

✓

Would you benefit from **Reusability** of operational logic?

Requirement or need:
- Standardized Decision Services/"Micro" Decision Services
- Reusable Rule Artifacts across multiple Decision Service Solutions

What is ODM?

Decision Management is a **Technology**-enabled business **Discipline** that empowers organizatons to automate, optimize, and govern repeatable business decisions.

Why are rules so important?

➤ **Single source of Truth**

➤ **Enterprise Asset**

➤ **Greater SME Participation and "Control"**

➤ **Human Comprehensible**

➤ **Standardization and Reuse**

➤ **Faster Change Management**

Operational Awareness

- **Correlations**
    - Temporal Awareness
    - Spatial Awareness
    - Aggregations
    - Missing Events
- **Conditionals**
    - Data Validation
    - Cross Validation
    - Computations / Derivations
    - Scoring / Rating
- **Analytics**
    - Predictive
    - Aggregate
- **Reference**
    - Geography
    - Codes
    - Classifications