

Salient

Automate & Enhance Document Workflows

Extract Structured Information from Unstructured Documents

Financial institutions deal with huge volumes of documents every day. Those documents contain critical information related to **regulatory risks**, **market intelligence** and **operational insights** but this information is difficult and costly to access. Our product, **Salient**, uses machine learning to analyze your documents so you can quickly and easily reduce your risk, access the right information at the right time, and transform your documents into a continuous, valuable source of insights.

NEW YORK, March 23, 2017 /PRNewswire/ -- **WayUp**, the leading job marketplace connecting students and recent grads with companies looking to hire them, today announced it raised **\$18.5 million** in a Series B funding round led by **Trinity Ventures**, with additional participation from existing investors, including **General Catalyst**, **BoxGroup**, **Lerer-Hippeau Ventures**, **Index Ventures**, **SV Angel**, **Female**



Company	Funding	Investors
WayUp	\$18.5 million	Trinity Ventures, General Catalyst, BoxGroup, Lerer-Hippeau Ventures, Index Ventures, SV Angel

Benefits of Automation

Salient operates across the firm, in both your front and back office operations, automating expensive business processes and improving operational efficiency while also providing greater agility and insight. It uses proprietary, **interactive machine learning** models so you can quickly adapt it to new use cases. It can be deployed either in the **cloud or on-premise** so that your critical documents never have to leave your corporate intranet.



Replace manual and repetitive work with **intelligent automation**



Increase **operational efficiency** and **flexibility**



Improve **visibility** and **accountability**



Scale up and expand

Contract Analysis

Contracts are a key asset of any organization, providing insight into active clients and engagements and, even more critically, potentially harboring significant compliance and regulatory risk. A detailed and current understanding of the state of an organization's contracts is essential for mitigating these risks and also provides significant operational benefits.

Manage Risk & Enhance Operational Efficiency

Unfortunately, in many large organizations, contracts are poorly organized and the details of what they contain are difficult to retrieve. This makes handling incoming requests for information extremely painful and creates an operational bottleneck. Worse, this lack of accessibility can turn what should be a rich asset into a significant source of risk and cost.

For example, addressing critical questions such as the **consequences of Brexit**, confirming data privacy to ensure **compliance with GDPR**, and assessing the impact of the **discontinuation of LIBOR** all require slow, error-prone and expensive manual review. Worse, these costs are also incurred over and over since each new question requires another thorough review of all current contracts.

Asset Management and Consulting Agreement - Remington Venture Employers Corp. and Ashford Financial Corp.pdf

SECTION 3.2 CONSULTANT. During the Term of this Agreement, Consultant shall perform the Services reasonably requested by Manager in a commercially professional manner.

ARTICLE IV
COMPENSATION

SECTION 4.1 CONSULTING FEE. As compensation for all Services rendered pursuant to this Agreement, Manager shall pay Consultant a consulting fee (the "Consulting Fee"), equal to **TWENTY-FIVE AND 765/100 PERCENT** (25.765%) of the Total Management Fee (defined below) payable to Manager. The Consulting Fee shall be payable by Manager to Consultant monthly within ten (10) days after the close of each calendar month, beginning June 10, 2003, which fee shall be pro-rated for any partial month during the Term. The term "Total Management Fee" means the total of the base and incentive fees payable to Manager under the terms of each Management Agreement in effect during the Term of this Agreement, as calculated pursuant to a statement prepared by Manager and submitted to Consultant together with each monthly Consulting Fee, setting forth in reasonable detail the management and incentive fees paid to Manager under each Management Agreement subject of this Agreement.

SECTION 4.2 ADVANCES TO CONSULTANT. If, upon termination of this Agreement, money has been advanced to Consultant by Manager, whether for Expenses, future Consulting Fees or otherwise, the advances shall immediately be returned and paid to Manager. Manager shall have the right to offset any of the advances against any Consulting Fees or Expenses earned by and payable to Consultant through the date of termination of this Agreement.

POPULATE

Jurisdiction: TEXAS, DALLAS COUNTY

Governing Law

Counterparties: Remington Ventura Employers Corporation, Ashford Financial Corporation;

Effective Date: May 15, 2003

Fees Notional

Fees Percent: TWENTY-FIVE AND 765/100 PERCENT

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Salient helps address these problems by quickly and effectively labeling and organizing all the information in your contracts, giving you immediate and up-to-date visibility into the state of your legal obligations and regulatory exposure. It uses machine learning to **label and extract essential terms** from contracts and to **identify and tag each clause**.

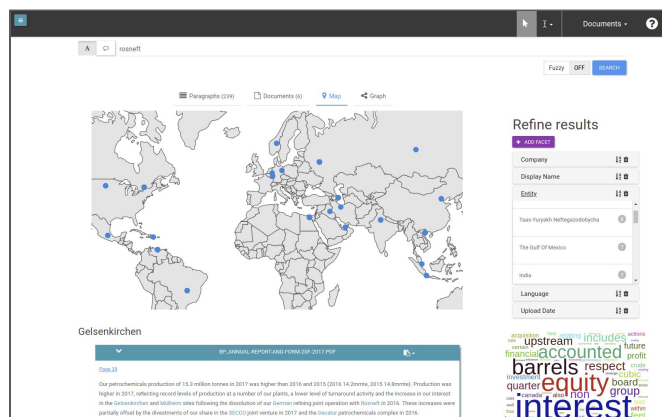
Perhaps **Salient's** most valuable feature is that it is **constantly learning**: your team can **quickly and interactively teach Salient** to extract specific information relevant to you, allowing you to customize it to your particular situation and process.

Investment Research

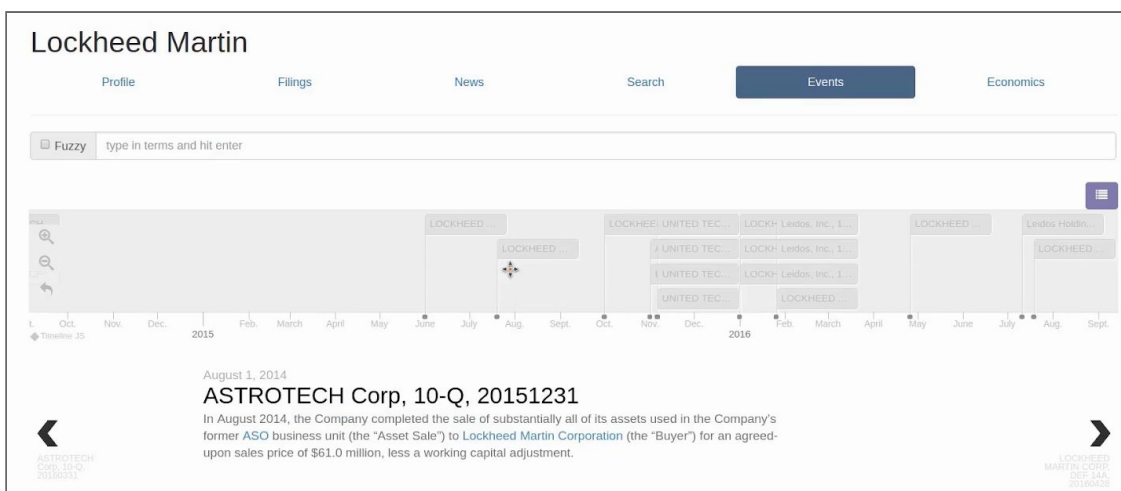
To conduct comprehensive investment research, analysts must monitor a constantly growing stream of information. Not only is there a vast amount of data to analyze, it's also usually distributed between diverse news outlets, company websites, research reports, and internal databases specific to each analyst's investment universe. Instead of wondering what they're missing, analysts can use **Salient** to quickly connect different pieces of data across multiple sources and identify relevant information at the right time.

Dig Deeper, Invest Smarter

The **Salient Investment Research** platform simplifies every aspect of this workflow. It **monitors, downloads, and immediately indexes** any new content from websites or other document sources used by your team. It can be configured to connect to internal databases, and provides analysts with a single interface to access, query and analyze documents from every source simultaneously.



By **automating and enhancing the tedious, time-consuming tasks** such as data collection, Salient allows analysts to be more productive.



Sophisticated machine learning and visualization tools allow them to set up **intelligent alerts**, to **discover patterns** across hundreds of documents, or to **visualize complex webs** of company relationships. The automation, visualization and intelligence in Salient are the perfect compliment to a research analyst, allowing them to **expand their coverage** while ensuring nothing gets overlooked.

