



Inside this issue:

Partner Corner
A few words from Partner
Kent Lamb

Pictures
Meeting with consultants

Data Archiving
Deanna Mollett discusses
getting value out of Data
Archiving

May and June Birthdays

Q&A
With Ming Nah and Kent
Lamb

**Frisco RoughRiders base-
ball game pictures**

Upcoming Conferences

Partner Corner by Kent Lamb

If most of you are like me, it is hard to believe that 5 months have already gone by in 2010. When I was younger, I was always wishing to be older so I could do things my older cousins and friends were doing. I was told time and time again to stop wishing my life away. Well, I completely understand now how fast time goes once you get past a certain age.

It has been a busy few months at the Titan office so far this year. We are pleased to announce a new division: *Titan Security and Compliance*. We have been working on getting things started since the beginning of the year and are pleased to announce Larry Beck as the Director of the Security and Compliance Division. Larry has 20 years of industry experience and has been involved with PCI shortly after its inception. You can view our new offerings on our webpage at: <http://www.titanconsulting.net/content/view/62/129/>. If you have any questions or would like more information, feel free to contact your Business Development Manager or Larry directly at larry@titanconsulting.net.

We are also starting to plan our shows for the fall. Make sure you look for us at the following conferences:

Managing your SAP Projects - October 27 - 29 - Orlando, FL
Reporting and Analytics - October 27 - 29 - Orlando, FL

You can find more information about the conferences at:
<http://www.wispubs.com/sap/conferences.html>

Well, before the first half of the year passes me by, I am going to step outside and enjoy some of the spring weather before we get into the dog days of summer. I hope to see you all soon and remember, *Unleash the power of together.* ©



Kent Lamb

Hanging out with consultants in Houston and Dallas!



Above: Chrissie Wootton, Kevin Kirkland, Robin Hagan, Nikki Klein and Suzanne Reid
Left: Denton and Aliya French, Chrissie Wootton and Kevin Kirkland

Getting Real Value from Data Archiving...."We Can Help"

by Deanna Mollett



Deanna Mollett

Where does your data archiving strategy fit into the overall database optimization approach? *If you are not archiving, you are not optimizing.* Applying short-term fixes to long-term problems is good for today, and delays the inevitable until tomorrow. Whether your system has been live for two or ten years or somewhere in between, old data is in the way of daily operations, or may no longer be compliant to policy standards. When you start looking at the database, you find so many opportunities, and may not know where the most value can be gained, or where to start. *We can help identify and prioritize Quick Wins to the Long-Term strategies needed to fully optimize your database.*

Has archiving been implemented in your system before, only to show diminished benefit over time? *True optimization is gained through a holistic approach.* Perhaps data archiving was partially implemented...a few pieces of low-hanging fruit here, a couple of high growth data types there. The implementation ends there, and eventually, the archiving routines are only taking up system time without producing tangible results. It's about understanding how archiving or *not* archiving in one area will impact others. Setting the right sequence and path from the start supports and sustains the value and benefit you expect from archiving. *We can help renovate old practices and achieve consistent optimization and ROI from archiving.*

Are you challenged with maintaining data archiving? *Archiving needs ownership to achieve the full measure of its benefits.* Perhaps you are challenged with doing more with the minimum resources. Keeping up with archiving is difficult to do with so many priorities on everyone's plate. Sustaining archiving routines and the ROI it delivers takes regular monitoring, periodic adjustments, and measuring of Key Performance Indicators. It is supportable when you know where to focus time and attention to get the most from archiving. *We can help maximize your archiving routines, create Archiving Scorecards to prove ROI, and uncover future opportunities.*

Do you wonder if DART needs to be part of the implementation? *DART may be or may not be an essential pre-requisite to archiving.* DART is widely regarded as a pre-requisite to starting an archiving implementation. There may be viable tools already in place to satisfy tax and audit reporting requirements, or DART may be a valuable replacement. Understanding what it is, the value behind it, and the costs associated with implementing and maintaining DART is important for including or excluding DART from your project scope. *We can help guide you through the decision process for determining if DART is necessary for your organization.*

Now, it's your turn to ask the question "How do we get started?" Contact us about scheduling our partner for your 360° ILM Assessment™. This 5-Day Assessment delivers a complete Roadmap for Archiving, produced from a special risk analysis formula and creating the best options for implementing archiving in your system. Having options is important, and that is why our Assessment approach has been developed to provide more than one path for successfully implementing data archiving. With this Roadmap, you are equipped with everything you need to know to build a case for integrating archiving in your system.

Birthdays

May

Karthick Mandava	1
Brian Fiegel	2
Bob Ketchum	3
Freda Schappe	4
Richard Gudenkauf	7
Ramani Thinakaran	10
Leonard Jesse	11
Tony Salvetti	12
Joe Cunningham	18
Darrell Oakes	18
Jeff Hollinger	22
Mubeen Suddique	24
Uday Chamarth	25

Javid Lateef	26
Jagan Mukkamula	27
Chrissie Wootton	29
Miltos Tzimourtas	30
Georg Von Braunschweig	30

June

Jason Calcutt	6
Jennifer Fisher	8
Benjamin Chang	9
Jim Hughes	9
Kris Bland	12

Jim Howard	12
Tony Dickens	13
Mukul Saini	14
Barbara Sisneros	20
Elaine Du Puy	23
Max Martin	23
Brian Skelton	23
Brad Cunningham	24
Debbie Powers	24
Ronnie Queen	26
Hilda Thurston	29

Q & A Consultant Profile

Name: Ming Nah

Hometown: Plano, Texas

Family: Wife Lee, daughter Shirley and son David.

Number of years consulting: 18 years

Area of SAP expertise: ABAP programming, Workflow design and development.

Interesting facts about yourself: Majored in Public Relations in college, worked for a government agency (equivalent to the FBI) in Taiwan, immigrated to the US and acquired a master's degree in Computer Science and worked as a programmer ever since.

Favorites:

- **Movie:** Goodfellas
- **TV Show:** Ghost Hunters
- **Food:** Chinese food and chicken fried steak at Cracker Barrel
- **Vacation Spot:** Smoky Mountains
- **Sport:** Target shooting
- **Singer or Band:** Starland Vocal Band
- **Quote:** "Each success only buys an admission ticket to more difficult problem" - Henry Kissinger.
- **Website:** Wikipedia and Chinese political news sites.

Hobbies: Photography, motorcycling, reading magazines, movies and car tinkering.

Favorite moment at work: My favorite moment is to receive the appreciation email from the client after each successful implementation.

Funniest moment at work: The funniest moment is to be notified that the project is cancelled for budget reasons after just completing 3 months of the blue printing phase.

Name one thing you can't live without: Respect



Ming Nah

Q & A Internal Employee Profile

Name: Kent Lamb

Hometown: Mayfield, KY

Family: I have a great family...most of the time. My wife is Margaret, we have a son Joseph age 22, and a daughter Katie age 16.

Number years with Titan: 9 plus years. I am one of the founding partners.

Interesting fact about yourself: I was raised on a farm in Kentucky and we grew tobacco when I was a kid. I plant a big garden every year and keep the office supplied with squash and cucumbers the entire summer.



Kent Lamb

Favorites:

- **Movie:** Lonesome Dove
- **TV Shows:** Law and Order, Castle, Texas Rangers Baseball (when they are winning) and Kentucky Basketball (Go Big Blue!)
- **Singer:** George Strait
- **Vacation:** Since I travel with my job, my favorite vacation spot is staying at home.

Hobbies: Golf, hunting and just about anything outdoors. I play over 100 rounds of golf in a 9 month period (January – September), then hunt the remaining 3 months of the year.

Funniest moment at work: I don't know if it was funny at the time, but a couple of years ago when I was trying to get home from Minneapolis, American Airlines was grounding planes because of a faulty wire harness. My flight was cancelled that morning and I tried to get rebooked. They told me that they could get me booked the next day at 1:00 pm. I asked if she could guarantee the flight would not be grounded because of the faulty wire harness, and she told me that she could not. I told her that I could guarantee that I could drive back to Dallas in 15 hours, and so I did. I got in around 1:00 am and only had to call Warren for directions twice.

Name one thing you can't live without: PDA



Titan Consulting

3411 Preston Rd.
Suite C13 PMB 205
Frisco, TX 75034

Phone: 972-377-3500

Fax: 972-692-7436

E-mail:

info@titanconsulting.net

Check us out on the web:

www.titanconsulting.net

[www.facebook.com/
pages/Frisco-TX/Titan-
Consulting/15167987294](https://www.facebook.com/pages/Frisco-TX/Titan-Consulting/15167987294)

*Unleash the power of
together. ®*

Upcoming Conferences

Managing your SAP Projects
October 27 - 29
Orlando, FL

Reporting and Analytics
October 27 - 29
Orlando, FL



Take Me Out to the Ball Game! Enjoying a Frisco RoughRiders game with great company.

Top left: Brian Grandison, Mark Vasinda and
Curtis Calloway

Top right: Wim Schalken

Below right: Larry Beck and Warren Norris

Bottom right: Charlie Winfrey and Lee Jenkins

Bottom left: Daisy and Warren Norris

Below left: Scott Samples and Justin Pittman

Left: Daisy and Kent Lamb

