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Partner Corner by Kent Lamb

May is here, and it seems like yesterday, we were talking about how people normally keep their "New Year's Resolutions" for 49 days and, how March was going to be a busy month for Titan due to the number of SAP conferences we were sponsoring.

Well, I was right about March being a tough month for travel, but it really didn't end there. We are still on the road visiting clients and consultants. I have found that even though the media portrays the economy as being in really bad shape, there is still plenty of business out there for companies that are willing to go the extra mile and look for it. The deals may not be as long and/or as glamorous as in previous months, but companies still need consultants to either keep their current system running, backfill vacancies due to cutbacks or tackle the "low hanging" projects to give them competitive advantages when business returns to past levels.

There are several ways to keep your name in front of prospective clients as well as current customers and consultants. Here are a few items to consider:

- **Keep your network active**

Titan and its employees are very active with Facebook, LinkedIn and other social networks. I have talked with a couple of old friends recently, which I have had little contact with for the past 15 years, and found potential SAP opportunities. They were willing to make introductions to prospective clients. We believe, if this works in this market, it will work even better when clients have more projects planned.

- **Go the extra mile**

Over the past month, I have visited multiple clients and one common message is, "If I were to answer every phone call from vendors, I would not get any of my work done". What we have done is to try to set ourselves apart from the competition. We are traveling more to get face to face meetings with clients, show the value we add at Titan and not just visit or contact

them to ask for business. In our line of work, people do business with people and not companies. We want to show clients that we do add value and get to know them as people, not just as clients.

- **Always keep your sights on the long term goals and not on short term wins**

It's easy to set your sight on short term goals/wins and forget this business is a marathon and not a sprint. Just because a client does not have business right now, does not mean that they are not important to us. In this line of work, it is all about relationships. This not only applies to clients, but also with consultants we have worked with in the past. We make it a priority to keep in contact with all of our clients and consultants, even if there may be potentially limited opportunities with them.

On a different note, make sure you look for us at the following seminars that are up coming in the near future:

- SAP Procurement, Production and Inventory Optimization, May 18 - 20, 2009 in Philadelphia, PA*
- SAP Reporting and Business Intelligence, June 22 - 24, 2009 in Orlando, FL*
- Optimized SAP Operations, Maintenance and Support, July 15 - 17, 2009 in Philadelphia, PA*
- SAP Procurement, Production and Inventory Optimization, July 15 - 17, 2009 in Chicago, IL*
- SAP Reporting and Business Intelligence, July 20 - 22, 2009 in Chicago, IL*

Additional information can be found at www.sapinsider.com.

We are also sponsoring two virtual conferences from SAPinsider. These can be found at: Logistics and Supply Chain Management 2009 - <http://scmvirtualevent.icongolive.com/> Financial/HR/GRC 2009 - <http://hrfinvirtualevent.icongolive.com/>

If you are able to attend the seminars or virtual conferences, make sure you stop by to see us.

Unleash the power of together. ®



SAP R3 Reporting With Report Painter

by Debbie Powers

Reporting is often an afterthought in an SAP implementation, but it should be one of the most important thoughts. If information is put into a system, it should be done with thorough planning of how the information will come out. In the financial arena, the construction of the Chart of Accounts, Cost Center, Profit Center, and Company Code hierarchies should all be created with reporting in mind. The results of great Report Painter reports produce real time information on demand. An accountant can post a journal entry, hit the enter button and run an updated report.

It is critical to assess the user needs. It is always better for the reporting consultant to be involved in the creation of the Chart of Accounts and the design of the accounting master data. Report Painter is a great WYSIWYG tool. Understanding the basics will help the client get the most from the data in the system. Report Painter, though one of the easier SAP reporting tools, can be very complex to achieve the results that users may need. The more experience the reporting consultant brings to the project, generally the more complex but efficient reports can be achieved.

An important thought to convey to the client is, if you build a strong foundation, the building will stay strong and extracted data will come out much more organized. The need to download the reporting information into Excel to manipulate the data becomes an exception to the rule, not the rule. The result will save time and free employees for other critical tasks. Auditors find the data extracted directly from SAP more reliable than manipulated Excel spreadsheets. The key here is for the consultant to carefully analyze the user needs and build the foundation before a report is even started.



Tim & Debbie Powers

The selection of a reporting consultant should not be taken lightly. One will want a SME (Subject Matter Expert). From personal experience, I have worked with nine different industries and have learned to use different Painter tools with each one. Every company has specific needs that can present a challenge. The more one works with the Report Painter tool the more that is learned about the tool and how versatile it is. The importance of good communications is essential. The report writer not only has the responsibility of writing reports, he/she should also use the time to help the users understand the process, train on areas in SAP that are related to not only the reports but tools that can be used throughout SAP. In the finance area there is an advantage to have a consultant with a finance/accounting background. This will help define the grey areas between finance and IT.

Once there is a complete understanding of the kind of reporting the client wants, the work begins. Naming conventions need to be established and decisions on how reports will be accessed by the user need to be made. Account, Cost Center, Profit Center, and Company Code hierarchies have to be built, and selection screen variables have to be created for different reporting needs. Row and column models should be built.

Report Painter reports can cover many different needs. One analysis report created with variables can eliminate a need for many reports. Here is a short list of some of the more common reports I have created:

- A. Income Statements, Balance Sheets, Trial Balance, and Reconciliation reports for Legacy to SAP data. (All information output derived from Selection Screen variable input)
 1. Rolling budget to actual
 2. Trends
 3. Quarterly
 4. Multi-quarter comparisons
 5. Two period comparison
- B. Analysis type reports (Multi-use reports)
 1. Specific Account/Cost Center groups or hierarchies (driven by selection screen variables)
 2. Company Code analysis
- C. Information Guides
 1. Reporting Manual
 2. Financial Reporting Guide including (SAP tips and tricks)
 3. Library of Reports

...continued from page 2

Knowledge transfer is a natural progression towards the end of the report writer's time on the project. During the writing time, good notes are kept on every hierarchy, variable, and report that is written (Library of Reports). Notes on questions that are asked and answers that are given are included in the tips and tricks section of the Financial Reporting Guide created by the writer. A great time to start training the employee chosen to take over report writing is when the bulk of the reports are completed and the legacy data has been reconciled to the data from SAP.

A detailed reporting manual is created and new report requests are used to train the new writer. It is very important to let the new writer do all of the work with the consultant and the new manual as his/her guide. This allows the writer to experience the many aspects of report writing and inspires questions as he/she moves through a report.

Report Painter is a very effective tool in SAP. Building a strong pre reporting foundation makes it easier for a competent report writer to write reports. This foundation is a communicative effort between the user and the consultant. When all of the above elements are combined it can lead to great reports, a well trained employee for report writing, and the client being happy with SAP.



Q & A Consultant Profile

Name: Drew Morrison
Home town: Edinburgh, Scotland
Family: Lives in Plymouth, England
Number of years consulting: 15 years
Area of SAP expertise: SD, MM
Interesting fact about yourself: Being from the UK, I have surprisingly good dental hygiene

Favorites:

- **Movie:** Monty Python's life of Brian
- **TV Show:** MacGyver (Yes, you remember it too)
- **Sport:** Rugby (played for 25 years so am a little biased)
- **Quote:** "All of us are lying in the gutter but some of us are looking at the stars", Oscar Wilde
- **Website:** You mean we are allowed to look at these?!?!?!

Hobbies: Exotic cars - oh dear

Funniest moment at work: Winning the best dressed Texan award at a client site with only a set of Billy Bob teeth, a moustache drawn on with a black dry erase and a handkerchief over my chin...oh and the great "local" accent sealed the deal

Favorite consulting tip:

If you don't know the answer be honest.....

Name one thing you can't live without: My girlfriend and unborn baby



Q & A Internal Employee Profile

Name: Jenifer Gmeiner
Home town: Born in Panama, Panama, grew up in Brownwood, TX
Family: Oldest of 3 kids, family lives in San Antonio, TX
Number years with Titan: 1 ½ years
Interesting fact about yourself: I have never broken a bone. *Knock Knock

Favorites:

- **Movie:** Old School, How to Lose a Guy in 10 Days, X-Men, The Little Mermaid
- **Reading:** Cooking and Home Improvement articles, Economic books, current world events
- **TV show:** Law and Order SVU, Nightline
- **Food:** Italian, Greek, Japanese, almost everything
- **Vacation:** Italy or anything in the Mountains
- **Sport:** Basketball, Football, UFC, and motorcycle racing
- **Quote:** "Take the day by the horns!"
- **Website:** Facebook, Facebook, and Facebook

Interests: Kickboxing, spin class, running, painting, and World Wildlife Fund (WWF).

Funniest moment at work: Any of Kevin Kirkland's stories always make me laugh!

Name one thing you can't live without: My family

Financials 2009
March 17 – 20
Las Vegas, NV



Top: Nic Ramos, Kent Lamb, Chrissie Wootton and Kevin Kirkland



Middle: Dinner with Titan & friends in Orlando

Bottom: Nic Ramos, Steve Gorrell, Kent Lamb and Kate Clay

SAP Netweaver Conference
March 24–27
Orlando, FL



Working With Titan Consulting

In this issue of the newsletter we thought it would be nice to give you some insight about what it's like working together with Titan from a client perspective. Here's some feedback from Tennant employee, Marlee Sander:

About Tennant Company: Dedicated to creating a cleaner, safer world since 1870, Tennant Company is a world-leading manufacturer of indoor and outdoor environmental cleaning solutions and specialty floor coatings. Tennant's industrial and commercial sweepers, scrubbers, coatings, detergents, carpet cleaning equipment, vacuums, floor machines, burnishers and more deliver award-winning cleaning solutions. Tennant is headquartered in Minneapolis, Minnesota and has worldwide marketing and manufacturing operations, employing about 2,800 globally. Tennant has been utilizing SAP ERP since 1995 and recently completed an upgrade and unicode conversion to ECC 6.0. Tennant uses most of the core modules of ERP, including sales and distribution, logistics, warehouse management, quality management, service, material master, production planning, finance, human resources, and business warehouse.

Marlee says: Tennant has been working with Titan Consulting for several years to source SAP consulting resources. I always enjoy working with Kent and his team to find skilled consultants because Titan always seems to be able to find the right person for the position, no matter how unique the requirements. If the first candidate presented doesn't meet our needs, Kent finds out why, so he can refine the search and the next candidate presented is typically selected. Once on the job, Kent follows up to make sure the consultant is performing to our expectations. I also enjoy the friendship that we have developed and the ribbing about our fine Minnesota weather. My response to Kent's complaints about those subzero January visits is "it keeps the riff-raff out!"



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[www.myspace.com/
titanconsulting](http://www.myspace.com/titanconsulting)

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together. ®

Birthdays

May		June	
Karthick Mandava	1	Jason Calcutt	6
Brian Fiegel	2	Jennifer Fisher	8
Bob Ketchum	3	Benjamin Chang	9
Freda Schappe	4	James Hughes	9
Ramani Thinakaran	10	Kristi Bland	12
Len Jesse	11	James Howard	12
Tony Salvetti	12	Tony Dickens	13
Joe Cunningham	18	Mukul Saini	14
Darrell Oakes	18	Imran Khan	18
Jeff Hollinger	22	Barbara Sisneros	20
Mubeem Siddique	24	Elaine DuPuy	23
Uday Chamarchy	25	Max Martin	23
Steve Gorrell	26	Brian Skelton	23
Javid Lateef	26	Brad Cunningham	24
Jagan Mukkamula	27	Debbie Powers	24
Chrissie Wootton	29	Ronnie Queen	26
Miltos Tzimourtas	30	Hilda Thurston	29

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