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## upcoming shows:

*Financials 2011/HR 2011/ GRC 2011,*  
Booth #800  
March 8—11  
Las Vegas, NV

*BI 2011/IT 2011,*  
Booth #600  
March 15—18  
Las Vegas, NV

*Logistics and SCM 2011*  
Booth #1000  
March 22—25  
Orlando, FL

## Partner Corner

by Chrissie Wootton

2011 is off to a record start...unfortunately for most of us that includes record cold temperatures, record ice and snow and a downright broken record of consecutive gray winter days. I don't know about you, but after a while the weather can start to affect my mood. Luckily, to ward off those holiday hangovers and airport layovers; I've got one word for ya...MOVIES!...and Popcorn!...and Hot Chocolate!!

Ok that is more than one word but you can't really have one without the other this time of year, can you? The winter months are perfect for catching up on the must-see movies of the year, and with the Oscars just around the corner, I hope you used your snow days wisely. In case you missed them, I'm happy to share my professional popcorn opinion on the films officially nominated for Best Picture.

Let's see this year we have quite the variety in this year's nominees...

- We've got stuttering world leaders versus tough talking cowboys, fondly referred to as Spits vs. Grits.
- We've got another story from the Toys...which is good because it helps us know that the Kids Are Alright.
- Speaking of kids, we got a college aged social billionaire...how an SAP consultant didn't think of this, I'll never know.
- We've got an over the hill fighter (Marky Mark aka Mark Wahlberg...over the hill? Man I'm getting old) and a ballerina that should have grown up a long time ago.
- I have to admit I skipped the one called Winter's Bone...I mean I'm trying NOT to think about the cold people, jeez. Oh...I also missed 127 Hours...I just couldn't find the time?
- I think there might have been one more, but I just can't recall...maybe something I dreamed. I have a meeting with Leonardo this evening, I'll ask him and get back to you.

So there you have it...hope I didn't spoil any endings! I know...I know I left a few details out of my reviews... but did I mention there was popcorn and hot chocolate.

If you missed any of these while waiting for winter to thaw, you can always download them for airplane viewing during this spring's travel. I'll look forward to comparing reviews with you...be sure and look us up at this spring's conference schedule:

*Financials 2011/HR 2011/ GRC 2011,* March 8—11, Las Vegas, NV, Booth #800  
*BI 2011/IT 2011,* March 15—18, Las Vegas, NV, Booth #600  
*Logistics and SCM 2011,* March 22—25, Orlando, FL, Booth #1000

You can find more information about these conferences by visiting:  
<http://www.wispubs.com/SAP/conferences.html>

See ya at the Movies, I mean Conferences!  
-Chrissie



## A Little Humor...

## A Valentine's Gift

Bob asked his friend Jeff if he had gotten his wife anything for Valentine's Day.

"Of course," said Jeff. "I got her a belt and a bag."

"Wow, those are nice gifts," said Bob. "I hope she likes them."

"So do I," replied Jeff. "And hopefully the vacuum cleaner will work better now."

## Consultant Profile

**Name:** Richard Hankins

**Home town:** Dallas, Texas

**Family:** Married 21 years to my wonderful wife Lisa, who has given me three incredible boys: Zach 8, Jon 12, and Chris 15.

**Years consulting:** 8 years. Area of SAP expertise: Data Conversion/Migration, Cutover Management, Project Management. I have been working with SAP for about 13 years, dating back to version 3.0e.

**Interesting fact about yourself:** It finally dawned on me that I have now been married longer than I was single.

### **Favorites:**

- As with many families, my entire family are huge Harry Potter fans and we just returned home from a great trip to Universal Orlando where Butter Beer was enjoyed by all. On the TV, I am a big fan of crime dramas with *Criminal Minds* being at the top of the list.
- Unlike most of the consultants that I encounter, my musical tastes are a bit heavier with some of my favorite bands being Foo Fighters, Godsmack, Metallica, Breaking Benjamin, Drowning Pool and Shinedown. My iPod looks more like a teenagers than an adults. But hey, I like it.
- I also enjoy dirt bike riding with my boys and sports cars (I own 2 Porsche 911's). I guess you could say that I have a need for speed.
- On the slower side, I enjoy golf and Golden Tee Live (the golf video game that you see in most bars).

**Hobbies:** I am an avid rock lead guitarist. I began playing guitar when I was 6 and never put it down. When time allows, I thoroughly enjoy playing gigs with my band. We do a lot of rock covers and

also write our own stuff. As well, we recently played our second go live party for my current client (Nordam) where the band and I traveled up to Tulsa for a fun night.

**Favorite/funniest moment at work:** One of the most fun times that I have had on a project was a long weekend conference at an old castle in the middle of Finland. I was working for Nokia and the breakout sessions that were held were actually some of the best that I have ever been to, especially considering that the agenda and presentations were all developed in house. The team building events were also a blast and included archery, axe throwing, sledding and some of the best smoked salmon that I have ever had.



**Favorite consulting tip:** The perfect system solution will never work correctly without accurate data. Accurate data will only stay accurate as long as a solid solution and well designed and executed processes exist.

**Name one thing you can't live without:** The obvious answer to this question is my family. But besides that, I can't live without pre-boarding during air travel! I also have a hard time when I am stuck on a project where I am not partnered up with Titan!



Above: Raj Kumar, Jenifer Gmeiner and Kevin Kirkland.

Right: Jenifer Gmeiner, Chris Holland, Chrissie Wootton, Glenn Furth, Mark Tomazin, Mark Whitted and Brian Fiegel.



In the consulting world, we know first-hand how hard it is to put a name with a face! We do our best to get out to each client site to meet with everyone we are in communication with. We like to publish photos from our outings whenever we can.

## January Birthdays

|                  |    |
|------------------|----|
| Donna Watts      | 1  |
| Anita Brittain   | 2  |
| Christopher Yee  | 2  |
| Reuben D'Souza   | 3  |
| Dale Roth        | 10 |
| Jason Barker     | 13 |
| Michael Piehl    | 17 |
| Constanza Garcia | 18 |
| Lori Thomas      | 18 |
| Dan Sullivan     | 28 |

## Travel Tips for the Road Warriors

When packing, don't worry so much about the "what if's." If you try to pack for every contingency, you'll only end up hauling around a bunch of things you never really did need. For example, instead of worrying about it raining and packing an umbrella, plan on buying one only if you need it. You probably will find that you can do without or can easily find what you need on the road. By only bringing the items you know you'll need and use regularly, you can save on the extra weight and hassle of carrying this excess around.

Always select your seat when you make your flight bookings online - saves you ending up in the back of the bus when the flight time comes. -Nikki Klein

Each time you book your flight, make sure you are signed up for "updates" from the airline for that flight. -Nikki Klein

Most hotels allow you to leave a bag over the weekends - take a carry on size bag and fill it with things like full size toiletries and cosmetics, running shoes, and a few books. Reduces your load when flying! -Nikki Klein

If you're on a long term project in the same location, negotiate a deal with a long-term stay hotel to keep the room over weekends, so you don't have to pack up and check out each week. Long-term stay hotels also have laundry facilities, so you can reduce the amount of clothing you travel with each week too. -Nikki Klein

I got a travel tip from my travel agent. Travel with a few clothespins- they come in handy for various things besides hanging clothes. If the sun rises earlier than you plan to and the hotel drapes don't quite close completely, a clothespin or two will maintain your privacy and comfortable sleeping conditions. -Beth Goad



## February Birthdays

|                        |    |
|------------------------|----|
| Winai Titichoatrattana | 2  |
| Lori Louis             | 3  |
| Pavan Thakran          | 3  |
| Ashwin Admal           | 4  |
| Tony Adjuder           | 5  |
| Narendar Mandapati     | 5  |
| Sanjay Menon           | 7  |
| Mark Vasinda           | 15 |
| Carl Clevenger         | 19 |
| Deanna Mollett         | 20 |
| Kirk Robinson          | 22 |
| Efren Cruz             | 27 |
| Neelkanth Behere       | 28 |

## Your Best Retirement Investment

It is easy to find a wealth of information regarding financial investments for retirement, but don't overlook the investments you should be making in your health as well. Exercise can prove to be the best investment you can make towards your retirement.

One perk of investing in your well-being is that it can be done almost cash-free. It is easy to spend a lot of money on gym equipment or memberships, but you can start a healthier way of living without spending much more than the cost of some good fitness shoes.

It is obvious to most people that increasing the amount of exercise in your daily life can bring you long-term health benefits, but it can also save you money. By staying fit longer, you will spend less on doctor bills and medication costs. And by staying active longer, you will have more options in the event you choose to work into your retirement years.



Investing in an exercise program can also save you time. The amount of time you spend in regular exercise will increase your general well-being, giving you more focus and increasing your energy level. It can also add years to your life.

Of course, all investments have risks. You can minimize your risk of injury from exercise by consulting your doctor before beginning any exercise program. Start slowly and build gradually to a consistent daily routine. Break up your exercise goal into small pieces that can be completed during the course of a day. You may also be at risk of quitting your exercise program. Try exercising with a friend. Choose an activity that you like to do, say walking or water aerobics. Chart your progress and reward yourself when you hit your milestones.

## Quick Food Tip

If you are trying to reduce salt in your diet, you may be frustrated when cooking your favorite dishes. But it can be easy to still make flavorful food while reducing the salt content. First, use good ingredients. Great meat and produce needs less enhancing. Instead of salt, use herbs like basil, chives, parsley, dill, oregano, thyme, and tarragon. Bump up the pepper as well to add more flavor. Finally, use a little acidity in the form of vinegar or lemon juice. This is a great replacement for salt and will brighten up the flavors in any meal.

In the spirit of Mardi Gras coming soon, here's a great recipe to serve with your king cake! Everything in moderation, right?? Laissez les bon temps!

## Jambalaya

2 tsp. of oil  
3/4 cup of diced ham  
1 pkg. andouille sausage cut into 1/4 in. pieces  
1 lb. chicken breasts cut into small pieces  
Stir and cook until meat is done  
Add 1 cup of diced celery  
1 cup green pepper chopped  
1 1/2 cups of chopped onion  
2 cloves of garlic  
1/2 tsp. of pepper sauce

Cook 5 minutes



Then add 2 bay leaves  
1 1/2 tsp. of salt  
1 1/2 tsp. of oregano  
1 1/2 tsp. of white pepper  
1/2 tsp. of black pepper  
1 tsp. of thyme  
Stir and add 3 cans of stewed tomatoes  
1 can of tomato sauce  
2 cups of chicken broth  
Stir and bring to a boil, then simmer

Serve over rice

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