EXECUTIVE CORNER:
IMPROVE ROI IN YOUR ERP PLATFORM

Are you getting the ROI that you expected out of your SAP system? That is a question we address each and every day. Titan Consulting has years of business and SAP experience, which means we're in a unique position to help SAP users continuously increase their ROI and reduce IT and department spending.

Have you heard the expression "little hinges swing big doors"? As it relates to your business, we see that small improvements in a business process can result in huge savings of people's time and the company's money.

Many companies leave functionality out of the original project because of time and budget constraints. They may not further investigate how later enhancement packs could benefit their business. Sadly, often they never take the time to go back and revisit the out-of-scope items or enhancements. Consequently, there are numerous processes that are   sub-optimized or long-standing workarounds that could be easily automated, freeing up needed resources.

With the mission of helping our customers get the most out of their SAP system, we are proud to formally offer our Advisory Services for companies that demand more out of their system. We have provided these services for many years as Assessments, Business Process Improvements, Planning Activities, Post Implementation Audits, and other value-added services.

While we focus on SAP, our consultants have extraordinary business process and technical experience that complements their deep SAP knowledge. These skills and thought leadership are used to help us solve your complex problems and challenges. This approach for our advisory services will provide you with greater confidence and certainty. What more can you ask for?

A good example where we achieved some fantastic results was for a manufacturing customer. The North American business was part of a global roll-out, and after the deployment phase, there were many gaps: functional, technical, and change management. We performed an Assessment highlighting the opportunities to close the gaps, a roadmap and resource plan for delivering the enhancements, and provided the estimated costs plus expected outcomes from the investment. In the next phase of the work, we delivered the enhancements according to the plan and provided the certainty and assurances that they wanted.

Another great example is the Process Improvement Assessment performed for a lean division of a global company. They had not changed their SAP business processes to reflect the changes in how they do business now, and they hadn't taken advantage of new functionality in more current product releases from SAP. In our engagement, we provided a list of simple changes that were part of standard SAP functionality that increased inventory turns, improved production efficiency, reduced pricing errors and more.

Yes, small hinges can swing big doors. If you would like more confidence and certainty about how to reap more from SAP, we can help you! For more information on Titan Consulting's Advisory Services, or to see a Business Case on our services, go to www.titanconsulting.net, contact Warren Norris at   972-377-3091, or email him at warren@titanconsulting.net.

– Warren Norris

HOW CAN TITAN'S MOBILE PLATFORM
INCREASE
YOUR FIELD SALES?

If you're unfamiliar with Titan's Mobile Software Platform, here's a little bit of background on it and why it can do amazing things for your enterprise.

First of all, let's share a few of the "myths" that we have heard:

- It costs millions of dollars just to build the infrastructure of a fully functional mobile platform.
- It takes special expertise and droves of resources to implement.
- It takes too long to see any meaningful results.

This just isn't true!

If you are looking for a robust mobile platform that is tough enough for the oil patch and able to get results before your next budget cycle, then the Titan Mobile Platform is for you.

Titan's Mobile Software Platform offers more than just a responsive app that unleashes the full capabilities of the iPhone or Android ecosystems. We deliver a truly flexible, role-based HTML5 platform designed to simplify the complex tasks of users. That's why the same app can run just as well on web-based devices as it does on mobile devices like a smartphone or tablet. Here is a great example.

One of our long-standing customers, a leading oil, chemical, and agricultural equipment and service provider, was struggling to keep track of very expensive equipment leased to companies

JEREMY CADDELL, GIVING BACK TO BECOME AN EAGLE SCOUT

We're proud of the wonderful and giving people on our team here at Titan Consulting. We were thrilled when our event coordinator Jennifer Caddell's son, Jeremy, was featured on the local DFW CBS affiliate news channel for a very special reason.

In pursuit of his Boy Scout Eagle Scout badge, the highest advancement rank in Boy Scouts, Jeremy had to perform a service project for his community. He decided to build a portable book cart that carries books to sick children requiring treatment at the Children's Medical Center in Plano, Texas.

For Jeremy, it was an easy decision to help the sick children. This is a way for him to give back to the doctors, nurses, and staff at Children's Medical. Jeremy was born with a blood disorder, and has received treatments from these doctors and nurses. Today, he still goes back a few times per year for treatment, but he's doing much better, which is excellent news.

Now, he's paying it forward. When the children find out that the books are delivered by someone just like them, it gives them hope and a smile. The books, for at least a little while, can help the kids forget about their troubles and whisk them off to another world. Jeremy led a book drive to collect over 100 books. He designed the portable book cart using a software program and built it himself.

Only 7 percent of Boy Scouts ever earn the rank of Eagle Scout. Past presidents and leaders dot the list of Eagle Scouts, including former president Gerald Ford, astronaut Neil Armstrong, basketball legend and Senator Bill Bradley, and many others. We know Jeremy will continue in this line of distinction, and we applaud and support him in his efforts to help the kids at Children's Medical.

If you would like more information on how you can help the kids at Children's Medical or contribute books to the hospital, contact Jennifer Caddell at jennifer@titanconsulting.net. This is a great testament of our commitment, *unleash the power of together.*™

THE **IT** GAME IS WON BY
DOING THE LITTLE THINGS RIGHT

Tom Landry, coach of the Dallas Cowboys for almost three decades, said, "The job of a football coach is to make men do what they don't want to do in order to achieve what they've always wanted to be." The same is true of being a parent. Your children don't always want to do what you tell them, but, if you're thoughtful about the rules you set and the expectations you have of them, they can achieve what they ultimately want to be. Stay the course. One day, they'll thank you for it. But when it comes to IT best practices, the task is a bit more difficult.

It's probably a shock to hear, but many companies have never archived their SAP data! We spoke with one company recently who said that in nearly 20 years of business, they hadn't thought about archiving once. Even though this process, once set up, can run in the background at pre-defined times like year end, there's still a hesitation about archiving.

Well, when it comes to the game of IT, little things add up.

Data archiving can help you remove the obstacles, leaving the field wide open for you to get where you need to go. Why keep obstacles around that slow down your systems and bog down your resources?

There are many benefits to archiving, but here are a few:

More efficient systems. Systems with data that you don't need to access on a frequent basis can get sluggish. By clearing out the old data, you free up system resources and keep the system running optimally. In addition, data archiving makes it easier for the people who need access to data to find what they need.

Protection and risk avoidance. Last year, companies saved $11.4 million using their archives to mitigate risk and avoid litigation. Records retention, audits, disaster recovery and more are made possible through diligent data archiving, which means your business is better protected from all kinds of negative scenarios.

Cost avoidance. Wouldn't it be nice to have a significant reduction in your operational and capital costs? Tiered storage allows you to use only the most expensive storage for applications that need it, and choose lower-cost options for the remaining data, while requiring fewer resources to maintain high-performance drives.

To find other benefits for archiving, download "5 Really Good Reasons to Integrate Archiving" from our website.

Of course, to make the most of your archiving, you need a consistent approach. Near the end of the year is a great time to assess your data situation and undertake an archiving project. Just keep in mind there's always a temptation to archive everything, but you don't want to put in the effort to sift through the data. Following an enterprise approach to archiving is a solid game for your team.

Laying aside our football analogy for now, we also think data archiving is the equivalent to an oil change for your database systems. Archiving is a crucial maintenance practice that's beneficial if you keep up with it on a periodic basis. You could theoretically run your car on the same oil for 100,000 miles, but those last 50,000 miles or so are going to be really rough driving! The same applies to enterprise database systems with no data archiving. It's not a sexy topic, even in the field of IT, but the cost savings are there if you want to claim them.

People invest millions and millions of dollars in their ERP systems and entrust the success of their entire businesses to them. What kind of risk are you willing to take if you don't do these simple maintenance tasks to help your systems run at their best and for as long as you need them to? You should think of data archiving as a necessary evil. After putting a huge investment into getting all your software up and running, it just makes sense to secure it with a small yearly investment in data archiving. Don't fumble this play and postpone it one more year.

To learn more about data archiving and Titan's Advisory Services, contact Kent Lamb at 972-377-3525 or email him at kent@titanconsulting.net.

working the oil patch. With over 100 reps in the field tasked with tracking the equipment, the problem was pretty widespread and affected the entire operation. Every year they faced the real possibility of large write-offs or significant revenue adjustments because they could not accurately track and account for equipment. These adjustments sometimes meant tens of thousands of dollars on a monthly or annual basis.

Our customer invited us to help advise them on how to solve this perplexing problem. We approached the challenge looking at the problem from both a process and technology perspective. Was the business process optimal or adhering to best practices? How many stakeholders were tied to these results? What enabling technologies were available to support the equipment tracking, order management, billing, equipment maintenance and repairs?

Our consultants, armed with over 15 years of business process, SAP, and technology experience reviewed the entire Order, Sales, Pricing and Billing process during our Assessment and looked for process and technology opportunities and improvements.

We introduced the Titan Mobile Platform and our easySuite® of Applications. easySales® allowed their reps to:

- Increase Revenue 300 percent due to improved visibility of equipment and equipment utilization.

- Initiate Billing cycles in the field.

- Improve Productivity of existing teams with exponential increase of transaction volume and efficiency; fewer team members to do more work.

- Generate Dashboards providing key metrics and alerts of significant business events and triggers.

To transform a problem area of your business like this, you might think it would take years. Because we have   industry- and technology-leading consultants with years of proven experience,

to advise, design, implement and get these results took months, not years.

What's more, the functionality provided by our mobile platforms is useful for SAP and non-SAP applications like Salesforce, SharePoint, BI and other data sources. For instance, a process involving four processes can all be merged onto a single role-oriented transaction for easy monitoring and transaction processing, which improves productivity in a big way. With our framework, it's easy to expand capability to other easyApplications like easyPrice or easyWarehouse Management. For detailed product features and platform framework, go to Titansoftware.mobi/framework.html for an overview of easySuite® applications.

How can Titan's Mobile Software improve your business? Contact Kent Lamb, 972-377-3525 or kent@titanconsulting.net or your Titan Consulting Sales Representative to arrange an Executive Summary of how Titan Software or Titan's Advisory Services can unlock the opportunity of your enterprise. *Titan, unleash the power of together.*™

FALL 2015 CALENDAR

SAP FOR UTILITIES CONFERENCE
September 13-16, 2015
Hyatt Regency
Huntington Beach, CA

SAP TECHED BOOTH #169
October 19-23, 2015
The Venetian/Palazzo Congress Center
Las Vegas, NV

MANAGING YOUR SAP PROJECTS 2015 CO-LOCATED WITH REPORTING & ANALYTICS 2015 INTERACTIVE
November 17-19, 2015
Mirage Hotel and Casino
Las Vegas, NV

*Calendar events are frequently updated. See our website for the updated calendar or contact us at Jennifer@titanconsulting.net