



**TITAN**  
CONSULTING

# TITAN NEWS



OCTOBER 2015

## BUILDING THE STRONGEST FOUNDATION HOW TITAN CAN BECOME YOUR TRUSTED ADVISOR

**A**fter 14 years, Titan Consulting's first customer continues to be one of our best — one of many that have remained long-standing. Time and time again, they choose to utilize our services to satisfy rigorous requirements, tight budgets and complex engagement models. Titan has taken on and embraced the role of Trusted Advisor, and we do what is right to help our customers.

Why do you keep going back to your favorite restaurant, or barber, or mechanic or any other business? You trust them, and they provide value for what you pay. You return, time and time again. In your mind, there are no other options. They have set a high standard, and they deliver. They know you, they can anticipate your needs and they work with you to get the results you want.

Relationships built on the foundation of trust are often the strongest and longest-lasting.

Titan does not sell on price; we sell on value — the value of our consultants and their years of business and SAP experience. Call it an old-fashioned approach to doing business. We are here to listen to what you, our customers, want — collaborating and working to deliver value, and building that foundation of trust.

We had pursued a prospect for quite some time, over a couple of years. Finally, they asked us to bid on a fixed-fee project. We were eager to earn their trust and business. After listening to their project requirements, scope and time frame, we recommended a different approach. After the customer had parted ways with two other implementation partners, they agreed to our T&M approach. Our approach improved their ability to deliver the project successfully and keep the solution flexible to their changing requirements.

What is our expertise? Our expertise is solving customer problems! Together, we bring the right consultants with the

right business, process and SAP skills. We know when customers need to enhance their business processes, they need a consultant who understands the *whole* process. For example, if you are implementing CRM, you need a professional who knows CRM, from the opportunity, sales quotes, sales order, delivery and integration to ERP.



Warren and I have over 40 years of SAP and IT implementation experience, working on many projects in many industries; we have seen a lot. Plus, our sales executives average over 15 years of SAP. Our team ensures you are getting the right resource to tackle your problems. How many SAP consulting firms can claim that?

You need someone who is willing to sit down and listen to your needs. Maybe all you need is a couple of hours to discuss ideas. Regardless of your needs in the SAP space, we are here for you. All you have to do is give us a call — we are ready to help you build something great!

For more information on Titan Consulting's SAP Consulting Services or to see a Business Case for our services, go to [www.titanconsulting.net](http://www.titanconsulting.net), or contact Kent Lamb at 972-377-3525 or email him at [kent@titanconsulting.net](mailto:kent@titanconsulting.net).

*- Kent Lamb*

**INSIDE:**

### Inspiring a Community, One Summer at a Time

One man believed every kid deserved the summer camp experience, so he founded his own! Now, hundreds of kids are enrolling in the camp every year, learning about sports, respect, and community involvement.

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### Take Warehouse Efficiency to the Next Level

More warehouse operators want to increase efficiency. Discover how the Titan Mobile Platform and easyWarehouse Management tools are changing the warehouse landscape.

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### Ship More — and Ship Faster Than Ever

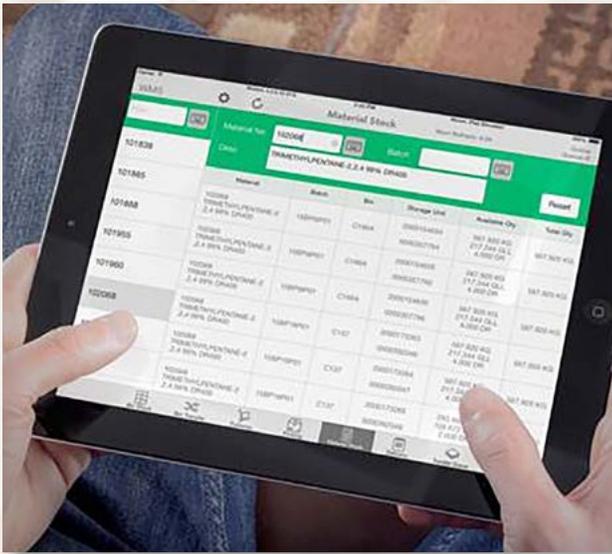
You know how much time it takes to get a package out the door and how technology can often work against you — now learn how Titan's easyShip can make your life so much ... easier!

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### Fall 2015 Calendar of Events

Four SAP events happening in October and November!

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# YOUR WAREHOUSE — SIMPLIFIED!

Take Your Efficiency to the Next Level  
With easyWarehouse

Have you ever been tasked with searching for a needle in a haystack? What about a needle in a field of haystacks? While most people would call the task unrealistic or flat-out impossible, others look for solutions to effectively and efficiently find that proverbial needle.

Now, imagine that field is a one million square-foot warehouse. This warehouse is running outdated, non-integrated technology that is prone to mistakes, data inaccuracy and data redundancy. Oh, and you have to do your job with half the resources and improve your efficiency by 15%. What you would expect is that the warehouse is taking too long to ship orders out the door.

This was a real-world scenario we encountered with a chemical distributor. They recognized the problem and started looking for a practical solution. They needed to update systems, increase productivity and find a way to ensure products were shipped accurately and on time. They turned to the Titan Mobile Platform.

The Titan Mobile Platform is a comprehensive mobile solution, designed to work with a range of devices, including Apple iOS and Android devices, as well as Blackberry and Windows Mobile devices. The software also allows you to take advantage of your device's full range of capabilities — Bluetooth, camera, GPS, maps, motion, RFID and more.

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## PUT ME IN, COACH. I'M READY TO PLAY. HOW BRIAN GRANDISON INSPIRED A COMMUNITY



Brian Grandison was coaching kids in Lewisville, Texas, when he noticed many young kids in his community were new to organized sports and lacked fundamental skills such

as proper running and lateral movement. He wanted to make sure kids could enjoy and get the most out of sports.

In 2008, Brian founded PART — Power Agility Reaction Training — a summer camp dedicated to promoting an active lifestyle for children. PART teaches kids the basics of sports and athleticism, but in a nurturing environment where they learn how to respect one another and get involved in the community.

When the program began, there were 37 kids enrolled, all between the ages of 5 and 12. By the summer of 2015, that number had exploded to over 500! One of the biggest reasons more kids are turning to PART is accessibility. Brian offers the camp at no cost to kids.

And for kids, PART isn't just about what they do on the field, but how they act off the field, too. The program helps kids understand respect for one another and the community. Brian says it's a great feeling to see a 5-year-old run up to a former participant turned junior volunteer and call him "Coach."

Brian knows every moment of the exhausting week of organizing activities and coordinating volunteers has been worth it when a child comes up to him and asks, "Coach Brian, can I do this again next year?"



With the incredible vision of Brian and the ongoing support of Titan Consulting, other corporate sponsors and the hundreds of volunteers, along with every child, the PART Organization has successfully **unleashed**

**the power of together.** If you're interested in learning more about PART, considering a sponsorship or want to learn about enrolling your own child, you can find more information at [www.partorganization.com](http://www.partorganization.com).

# WHEN YOU NEED TO SHIP MORE THAN JUST YOUR PANTS!

## Ship More, Ship Faster with Titan's easyShip



Over the years, I have enjoyed watching the carrier wars played out on TV. First, we heard, "When it absolutely, positively has to be there overnight" followed by, "What can brown do for you?" And while the slogans may not be in the mainstream anymore, one problem still exists. It takes too long to prepare, weigh, document and ship a package!

How many packages do you ship a day? Are you spending too much time getting packages out the door? If you are using UPS WorldShip® with SAP, you are probably entering data into two different systems, once in SAP and then again in WorldShip®, taking too much time and increasing the chance of errors.

With Titan's easyShip, you have the power to simplify shipping your packages, streamline your operations and improve your customer satisfaction with a simple enhancement to your shipping department. Our easyShip resides in SAP and talks to UPS WorldShip®, eliminating double entry and decreasing the time it takes to get packages shipped.

A common misconception is that only high-volume shippers need to interface their SAP solution with their carriers. I heard an executive say "we don't ship enough" to justify the investment. The ROI and Time-to-Results is very short — in some cases weeks — to see your first package shipped out the door on easyShip.

In addition to many great features and capabilities, easyShip was designed with SAP in mind. It resides in SAP and has the look and feel of your other SAP screens, reducing the learning curve by your users. From a technical perspective, because it was designed for SAP,

you just install it as a transport, synch it up with your customer data and gateway to WorldShip®, and begin testing. Certainly, the extent of how much functionality that you plan to implement may drive your actual results, but the easyShip application was built to ship products, not burden your project teams.

What can you expect from easyShip?

- Full courier integration while residing in SAP.
- Real-time connection to couriers for real-time updates to SAP.
- One platform to process shipments.
- High-speed package processing.
- Use SAP master data for integrity and avoid duplication.
- Rapidly deploy preconfigured UPS SAP shipping solutions.
- Create UPS shipments and print labels within SAP.
- Access UPS services and options.
- Minimize pick, pack and ship products with UPS.
- Increase productivity and improve customer service.

If you have been searching for an easier way to ship, your solution has arrived with Titan's easyShip! For more information on easyShip, [go to our website](#), or if you want to see a business case, contact Kent Lamb at 972-377-3525 or at [kent@titanconsulting.net](mailto:kent@titanconsulting.net).



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For warehouse customers such as the chemical distributor that relied on outdated technology and systems, the Titan Mobile Platform gave them the framework to address those challenges, namely through easyWarehouse Management.

The easyWarehouse Management software gives your warehouse team one dedicated environment to perform tasks and access information. There is no need to jump from system to system, and many tedious and error-prone tasks are simplified. Your team can instantly and accurately ...

- View real-time stock in the warehouse by product and by bin.
- Perform transfer order picking with quantity updates.
- Perform transfer order putaways with bin confirmation.
- Review customer special instructions from deliveries.
- Make bin-to-bin transfers.

What you'll find on the easyWarehouse Management app ...

- Warehouse Cockpit: Review the workflow for the day.
- Shipping Calendar: Assists you in scheduling your time.
- Full Device Integration: Lets you get the most out of your device.

With full device integration, you can ...

- Take a picture of a damaged product and quickly create a vendor return in SAP, with the image attached.
- Instant message within warehouse — communication is instant and effective.
- Use interactive maps to direct warehouse technicians to specific locations of bins inside the warehouse.

- Use your device's Bluetooth capability to wirelessly connect to a handheld printer to print labels and barcodes.
- Use wireless scanners to process barcoded SKUs and confirm source and destination bins, thereby eliminating manual data entry or re-keying.
- Work with ruggedized devices built to tolerate and perform through serious use and abuse in virtually any warehouse conditions.

Since easyWarehouse Management's initial rollout, the platform has proven consistently reliable, with over 500,000 transactions executed through the platform. The software is among the best in class when it comes to performance and response time — under one second, complete with seamless backend synchronization. You don't have to deal with downtime, plus updates are fast.

The app also supports automatic data entry. Users are no longer required to manually input material numbers, bin locations, quantities or other similar data. You get a high level of accuracy as easyWarehouse selects and prepopulates key data fields so material handlers can simply scan, confirm and save.

With the power of easyWarehouse, the chemical distributor reduced their resources and effort by more than 50% while increasing their productivity and efficiency by 15%. They were able to accurately track movement through the warehouse and process more shipments, which ultimately led to increased revenue and more satisfied customers. They found the needle in the haystack, and now with easyWarehouse, you can too.

How can Titan's easyWarehouse or Mobile Software Platform improve your business? Contact Kent Lamb at 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.

*unleash the power of together®*

# FALL 2015 CALENDAR

## **SAP TECHED - Booth #169**

October 19-23, 2015  
The Venetian/Palazzo Congress Center  
Las Vegas, NV

## **SAP CONFERENCE FOR TREASURY MANAGEMENT**

October 28-30, 2015  
Hyatt Regency Dallas  
Dallas, TX

## **SAP CONFERENCE FOR FINANCIAL PLANNING, CONSOLIDATION AND CONTROLS**

November 10-11, 2015  
Green Valley Resort  
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](mailto:jennifer@titanconsulting.net).*

