

TITAN

CONSULTING



INSIGHTS



USE MENDIX TO SAVE HUGE DOLLARS ON INDIRECT PROCUREMENT!

Extending your Cloud Solutions with Titan and Mendix

Would you pay me \$100 to save \$1,000?

Mick had three sleepless nights, since Friday's review of the Indirect Procurement process. He realized there was a gap – a Grand Canyon-sized crevice - in their solution. They are supposed to go-live in two months. Closing the gap could push the go-live back another two to four months.

The Gap

Implementing Ariba as part of their indirect procurement process was supposed to deliver huge savings due to compliance and negotiated pricing. **The bottom line cash savings financed the project with an astounding ROI.**

However, after Friday's review, it didn't take a consultant to highlight the shortcomings. There was missing functionality between Ariba, SAP, and Fiori. The indirect procurement activities worked, but the UI experience was not the Amazon-like buying process the business, and John, the VP of Supply Chain, was promised or would tolerate.



A manager would order enough cups, garbage bags, or cleaner to last six months. If he ran out, it was easier to run down to the local Staples for toner cartridge or the Walmart for garbage bags. The sum of these purchases that were out of compliance with their negotiated prices and SLA's amounted to over \$10 million per year in wasted time and money spent. And this was for the pilot set of 50 SKUs. The rest of the catalog was a windfall.

The savings from Indirect Procurement was the primary justification for the project. Mick did not want to be part of a growing list of app development projects that did not deliver to expectations. He had to come up with a solution, and fast. After SAP had presented how Fiori could fill the gap, he was thrilled, until he heard the kicker – it would take an additional six months to develop the Fiori Apps to close the gaps. The knot in Mick's stomach tightened.

The procurement assessment showed an excess of \$10 million was procured out of the norm and non-compliant. Qualitative and quantitative factors included wasted time for employees and managers, excess inventory and carrying costs, and nowhere to store the extra inventory.



TITAN

CONSULTING



Plan B becomes Plan A

Mick had a crackerjack team of Mendix developers who were chomping at the bit to support the project. They were a bit crazy, but they never backed down from a challenge.

Mick met with Lucy, the project manager, and Crazy Bart, the lead architect and senior developer. They huddled over Zoom and laid the plans out for providing a Mendix solution that not only closed the gap but enabled Mick and the rest of the team to hit their target go-live.

Mick, Lucy, and Crazy Bart worked feverishly, and in about one week, they put together a Proof-of-Concept (POC) for the Indirect Procurement app. They showed these processes to some of the SME's, and they were wonderfully shocked and surprised.

Shocked that they were able to pull it together so quickly, and surprised that it worked!

Proving it worked in one location gave them confidence. They still had many scenarios and variations to test, users to train, and stabilizing the app over their 500 locations, but they were on the right track.



The Go-Live and No-Excuses

It was the night before the app was to be rolled out. It was eerily quiet. Mick got a late phone call from John, the VP, who asked one last time if everything was a green light. Mick could sense the anxiety in his voice. While he was not betting the farm, he did endorse the investment in Mendix. **He saw that Mendix could help him in more areas of his operations than just Indirect Procurement.**

The 'Amazon' experience was in full-display. The customers didn't know or care that their favorite store had just migrated hundreds of locations to Mendix, SAP, and Ariba with the help of Titan. **They just wanted to get the service they expected.** One customer came up to Jerry, the store manager, and mentioned that they were out of paper towels in the restroom. Jerry hustled to the back room and grabbed a few extra packages. He noticed they were running low.

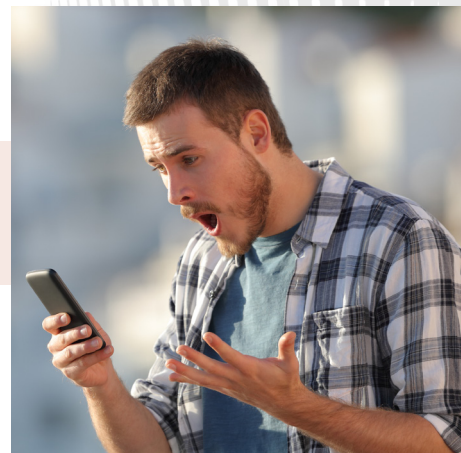
Jerry, was a doubter about all this technology stuff – low-code, no-code, who cares?

Now was the time to test the Mendix app in real-life. He pulled up the Procurement App, scanned the bar code for the paper towels, and up popped the order information; so far, so good!

He would have typically ordered enough for a month, but the new app proposed the order quantity. He was expecting a busy weekend with the upcoming holiday, so he increased the order quantity, hit the Submit Order button, saw the Order Confirmation, and promise-to-deliver for the next day.

"It worked!" He smiled as he went to help more customers.

Jerry is going to miss seeing his friends at Staples and Walmart, but he is more interested in helping his customers and being able to save time and money. He can do that with his new Mendix app.



What processes do you have that are costing you wasted time and money? We can provide you with Use Cases on how Mendix, together with SAP, Ariba, or other cloud-based applications, can be simplified and work better in less time!

Learn how Titan and Mendix can satisfy your business's appetite for custom-developed applications. Contact Keith Johnson, keith@titanconsulting.net, 214.289.0924, or your Titan Consulting Director. You can see additional information on our Mendix capabilities at www.titanconsulting.net/mendix/.