

Titan Consulting

unleash the power of together[®]

Titan History

- Established in 2001 by former SAP Executives
- “Customer for Life” approach, partnering with our customers long-term
- On-shore SAP Consultants average over 20 years SAP experience across suite of a solutions
- 500+ Consultants deployed in SAP, IT Services and Digital Transformation
- Global in 15+ countries including United States, Brazil, Canada, France, Germany, Mexico, Israel, Italy, Netherlands, India, Malaysia, and China

SAP Expertise covering the full lifecycle of managing enterprise applications

- Project-Based Consulting
- Technical and Functional Upgrades
- Staff Augmentation
- Fractional Consulting
- Off-shore, On-shore, Near-shore Development
- Application Managed Services (AMS)
- Mendix, Fiori, and Mobility Development
- Digital Transformation

Titan's Industry Expertise



-  **Manufacturing**
-  **Retail**
-  **Fuel Retail and Convenience**
-  **Consumer Products**
-  **Pharmaceutical**
-  **Logistics and Transportation**
-  **Utilities**
-  **Hi-Tech**
-  **Aerospace and Defense**
-  **Oil and Gas**
-  **Insurance and Financial Services**
-  **AFS**
-  **Construction**
-  **Building Products**
-  **Medical Devices**
-  **Mill Products**

Titan's SAP Expertise

SAP End-to-End Processes



Order to Cash



Procure to Pay



Hire to Retire



Plan to Inventory



Record to Report



ECC/S4

- All Core Modules
- Basis
- ABAP

Ariba

CRM

Portals

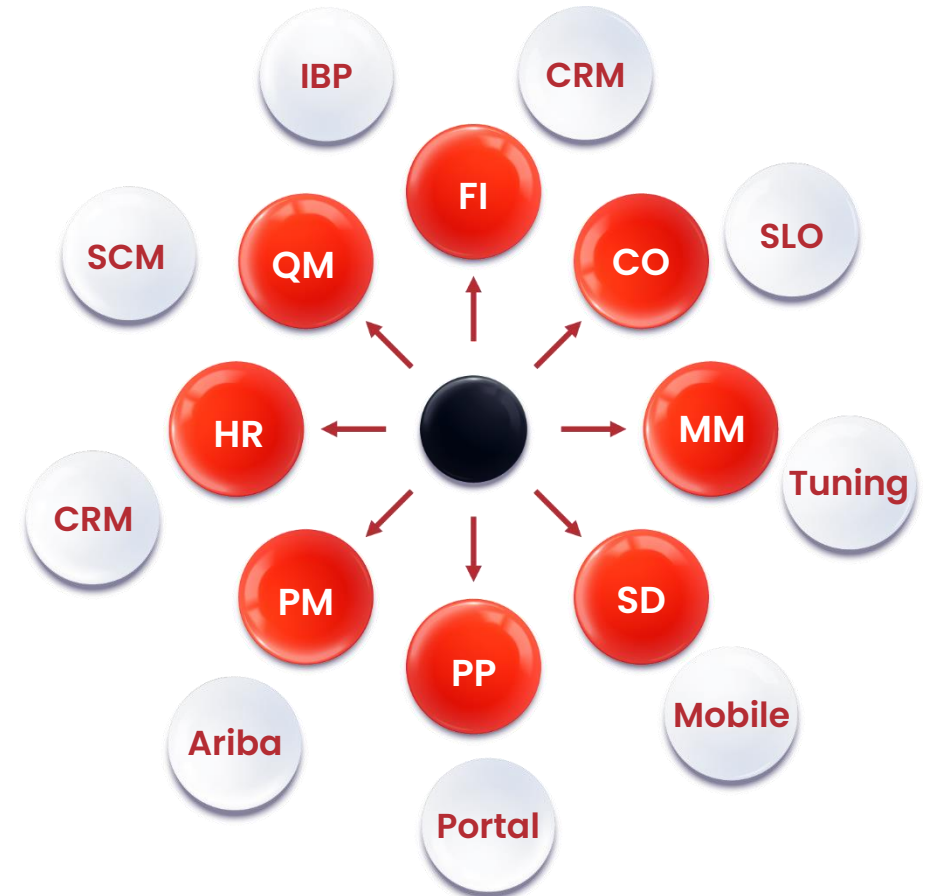
Fiori/Mobility/easyApps/Mendix

System Landscape Optimization

Performance and Tuning

BI/BOBJ

Industry Specific Solutions



Titan's Customer Commitment



▶ We Stand Behind our Work

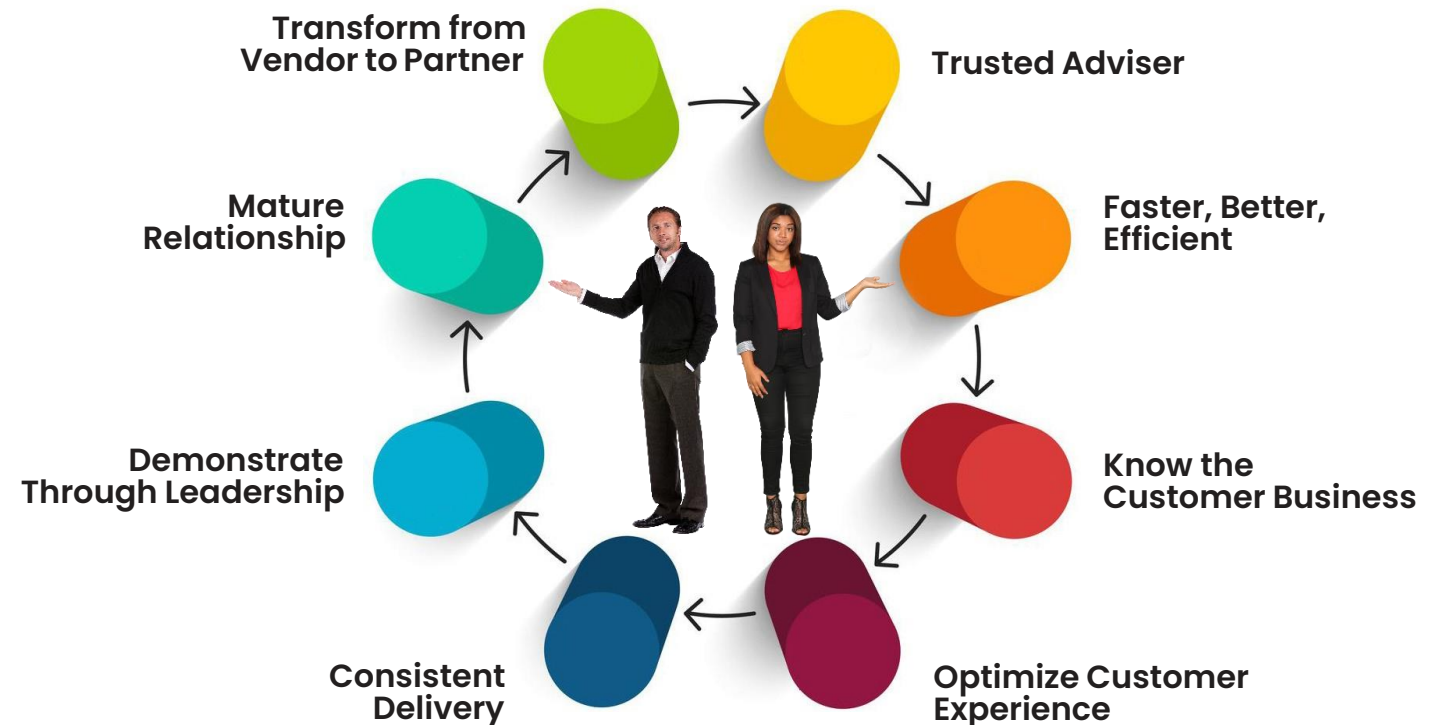
▶ We Partner with our Clients

▶ We Strive for High ROI Projects

▶ Senior Consultants with 20+ years SAP Experience

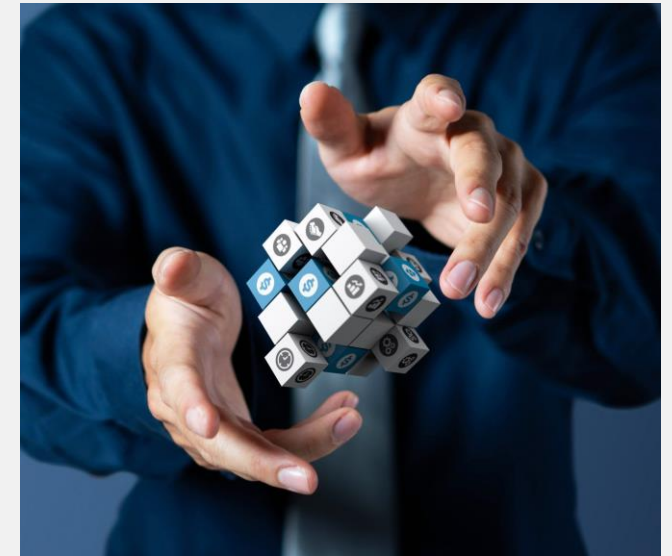
▶ Easy to work with

Client is at core of company focus



Lines of Business

- SAP/ERP Practice
- Fractional Consulting
- Application Managed Services (AMS)
- Digital Transformation
- Strategic



Mendix: Low-Code for the Enterprise



Titan Consulting / Rapid App Werks



www.titanconsulting.net



A Certified Partner



unleash the power of together®

Rapid App Werks Expertise



Established in 2019,
Application Development
specialist with a focus on
innovation with speed
using Mendix



Comprised of a
leadership
team of former IT
executives with over 20
years of SAP ERP and
application development
experience



**Digital
Modernization**



**Full-service IT
Development & Support**



**Scalable
Architecture**



**Cloud Native
Architecture**



**Training and
Enablement**



**Native App
Development**



Automation



Innovation

The Digitization Challenge

Why Mendix



“We need it now!”

We need to take new ideas and products to market quickly

We need to streamline and automate our operations

We need to digitize our customer experience

**Low-Code
Application
Development is a
necessity to be
competitive**

BUSINESS DEMAND

SUPPLY

**“We have an
18-month backlog!”**

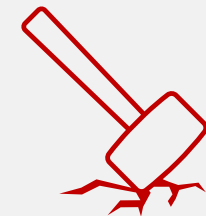
I’m not able to respond fast enough to new business requirements

My existing systems are not flexible enough

I need to stay in control

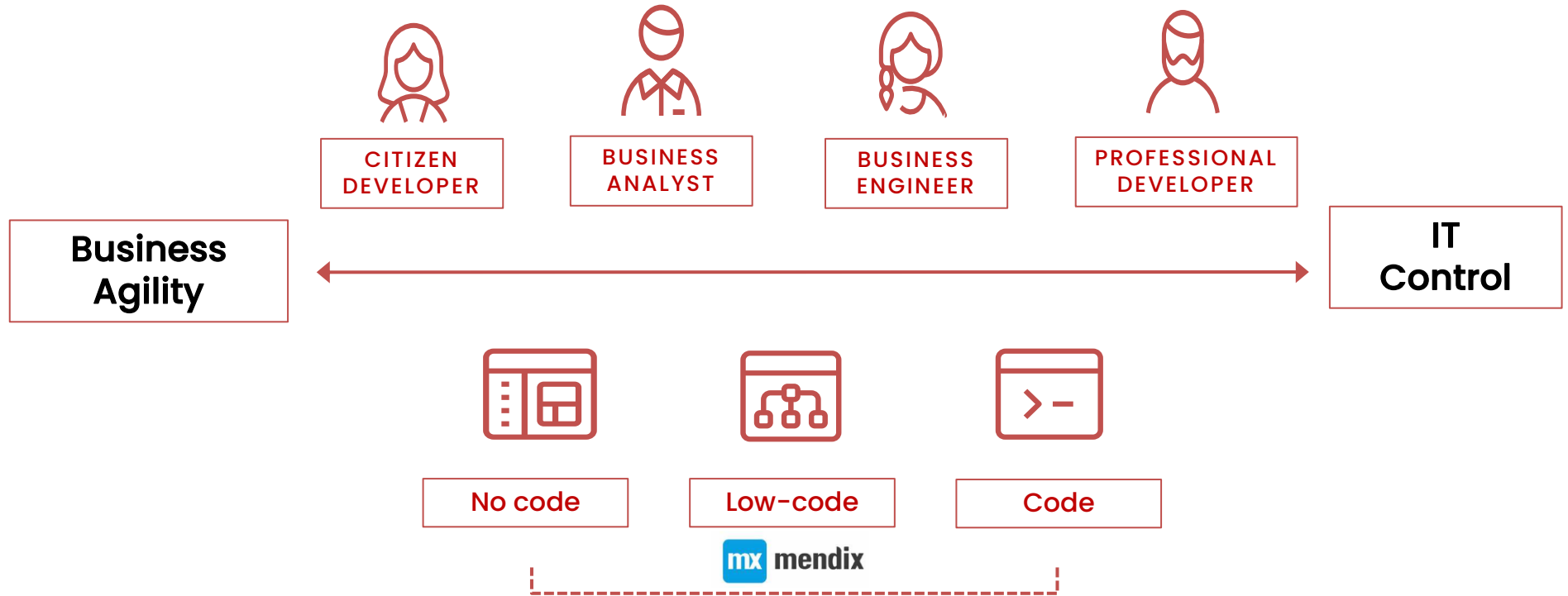
The pace of change has never been this fast, yet it will never again be this slow

The way we do business has fundamentally changed and so must application development



The Mendix Way

Leverage your organization's resources



Low-Code / No-Code Development



Build Applications
10x faster with
70% less Resources

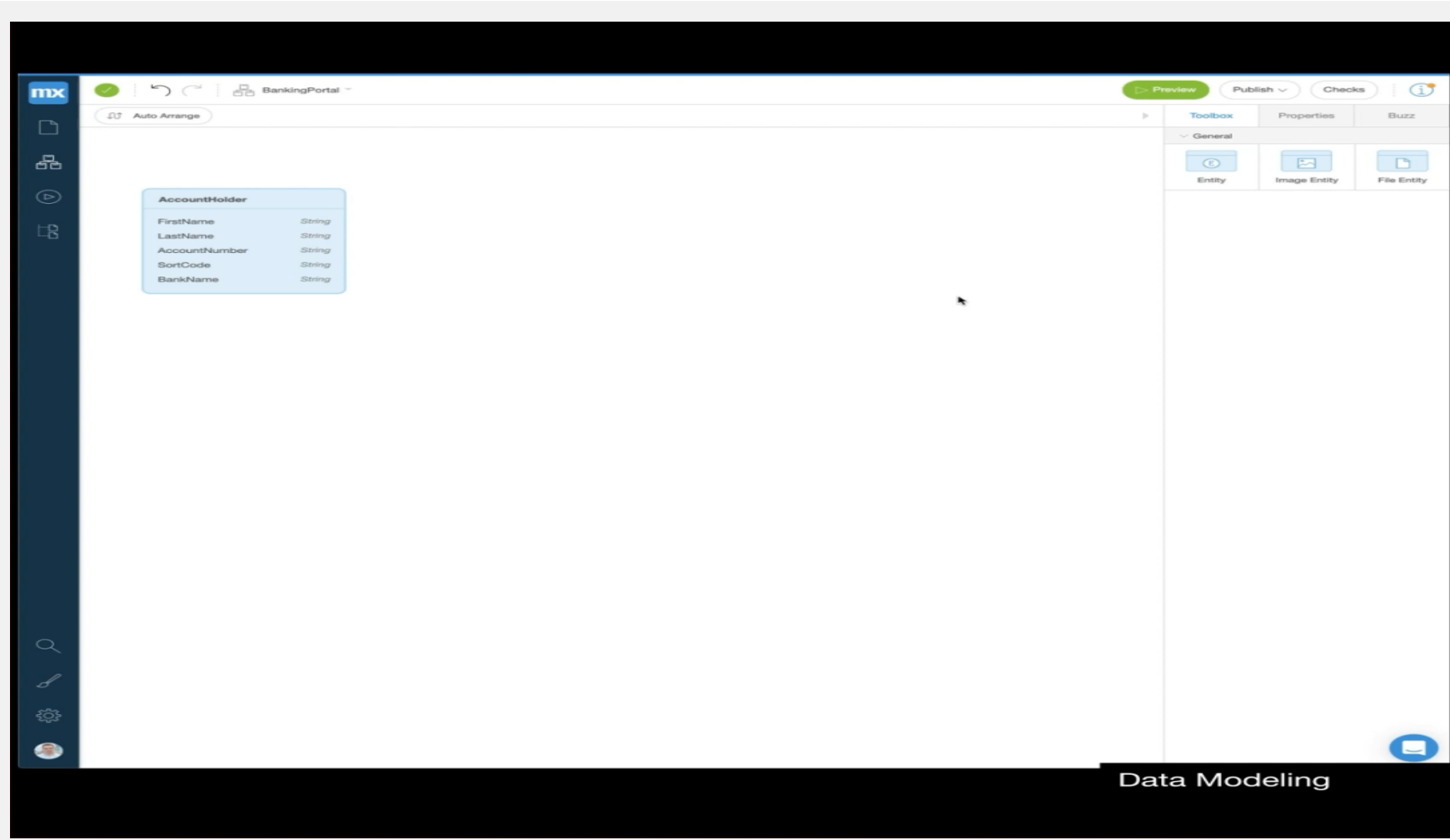
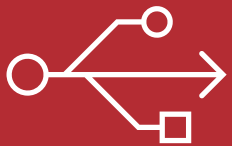


- Purpose built IDEs **designed** for Citizen and Pro Developers to work seamlessly together on a single app model
- Create engaging user experiences across any device with Visual, drag-and-drop, WYSIWYG IDE's
- Visually model logic with **Microflows** for complex logic, business processes and workflow with AI assisted development
- Collaborate with stakeholders across the entire platform
 - Share and comment of screens and logic
 - Pair program across the globe
 - Keep stakeholders informed and updated
 - Define and curate requirements
- Rapidly iterate with built in feedback, support for continuous integration development & deployment

Low-Code / No-Code Development Demo

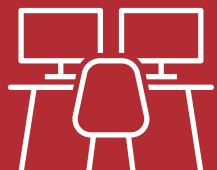


Model-Driven
Development
Allows the user to
visualize the
application



Seamless Integration with SAP

"Keep the Core Clean"



Out-of-the-box
Connectors provides
seamless integration
between Mendix and
SAP

Extend & Differentiate the Core with SAP Cloud Platform RAD by Mendix

- Build applications the business needs 10x faster
- Keep the core "vanilla" with future proof extensions
- Leverage out-of-the box integrations with SAP ERP and LOB applications



Why Enterprises choose Mendix

Ability to include
Domain Experts and
Professional
Developers in
Software
Development



Leverage your **entire workforce** for software development



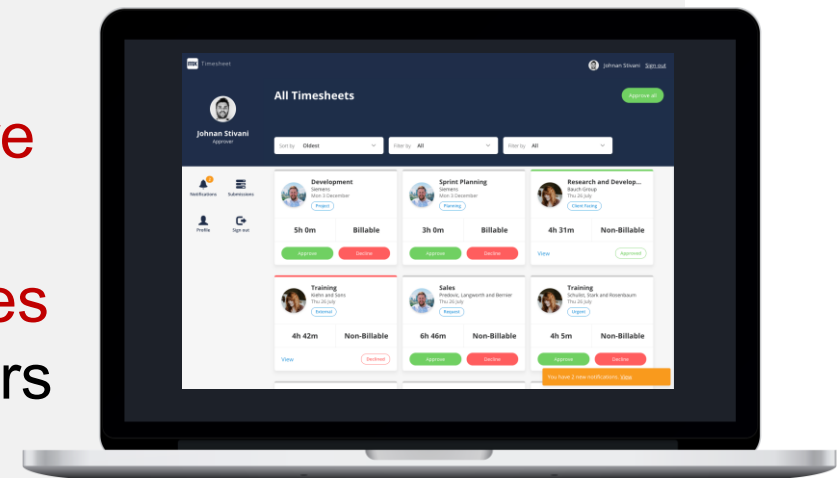
Develop solutions with **uncompromising architecture**



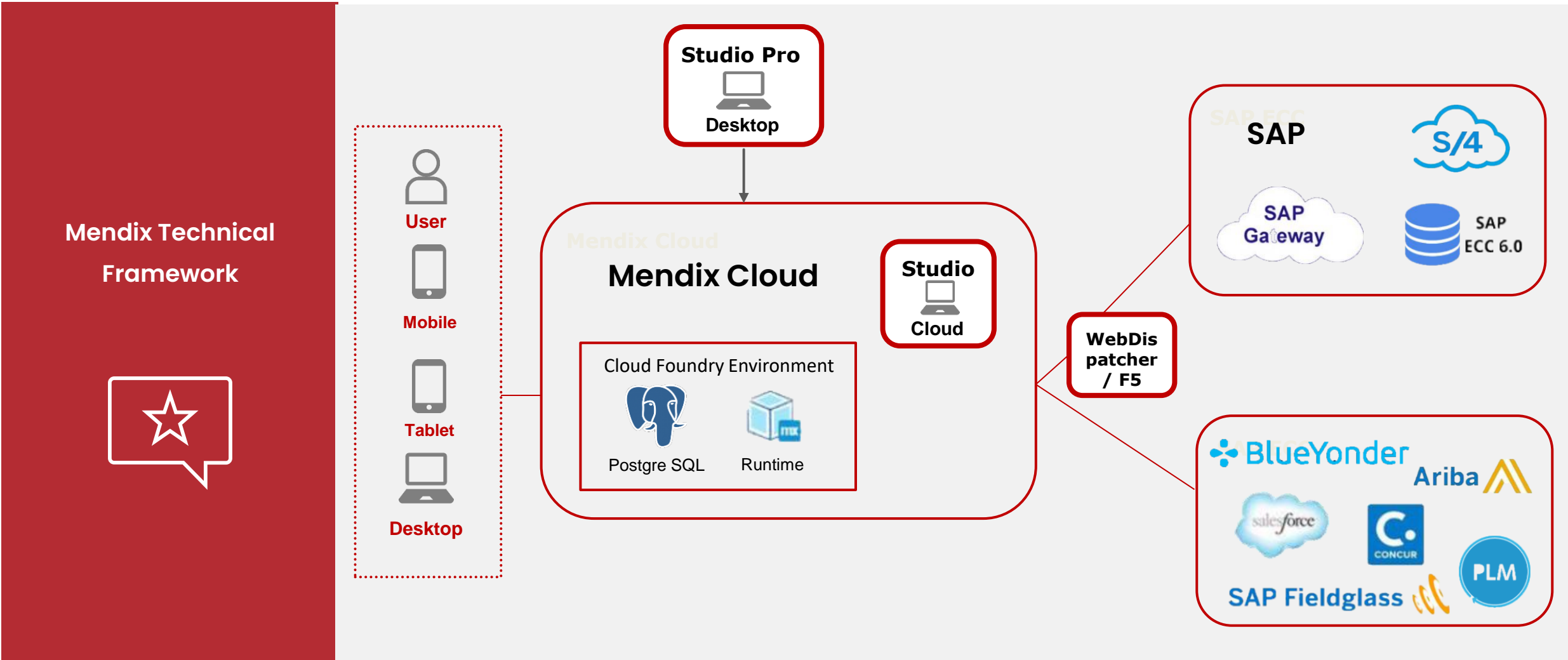
Create **engaging experiences** for employees and customers



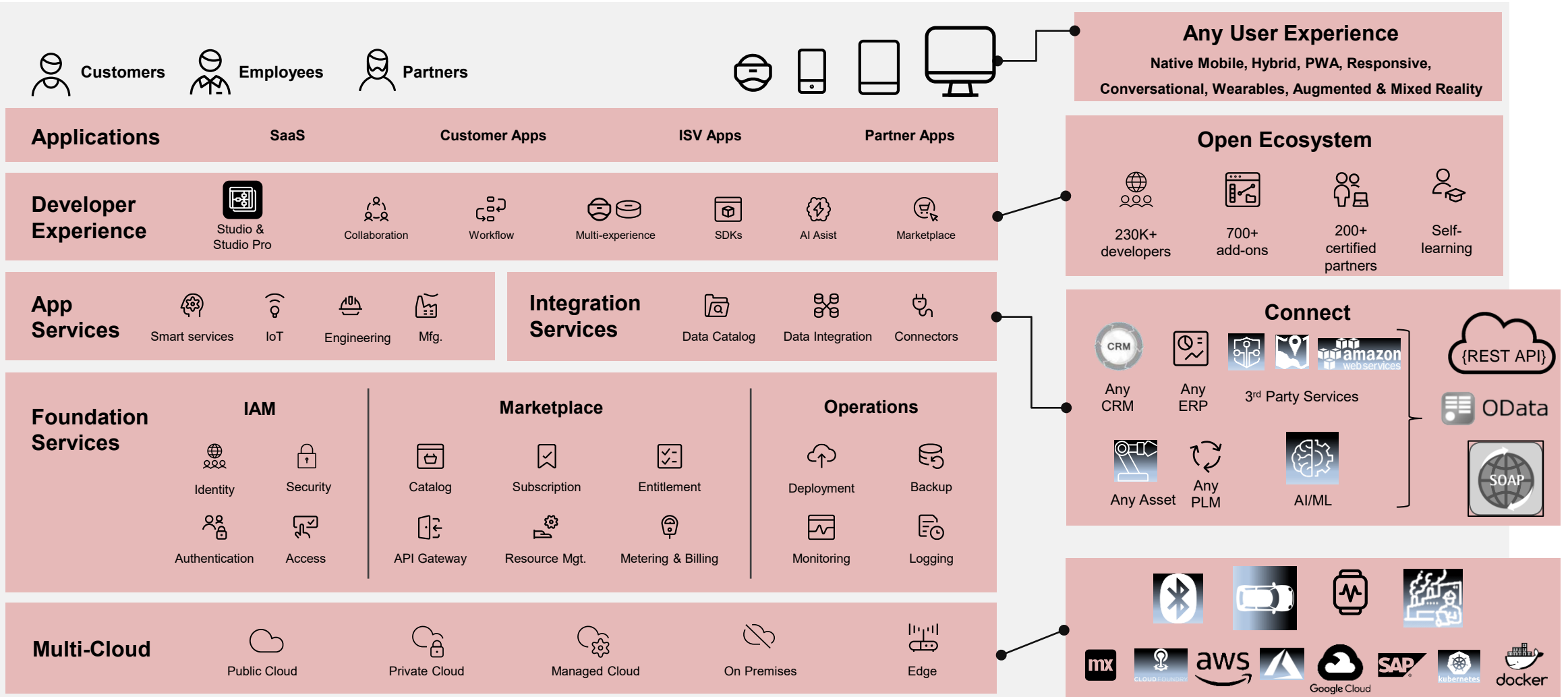
Proven execution at **any scale**



Mendix Technical Framework



Mendix Platform

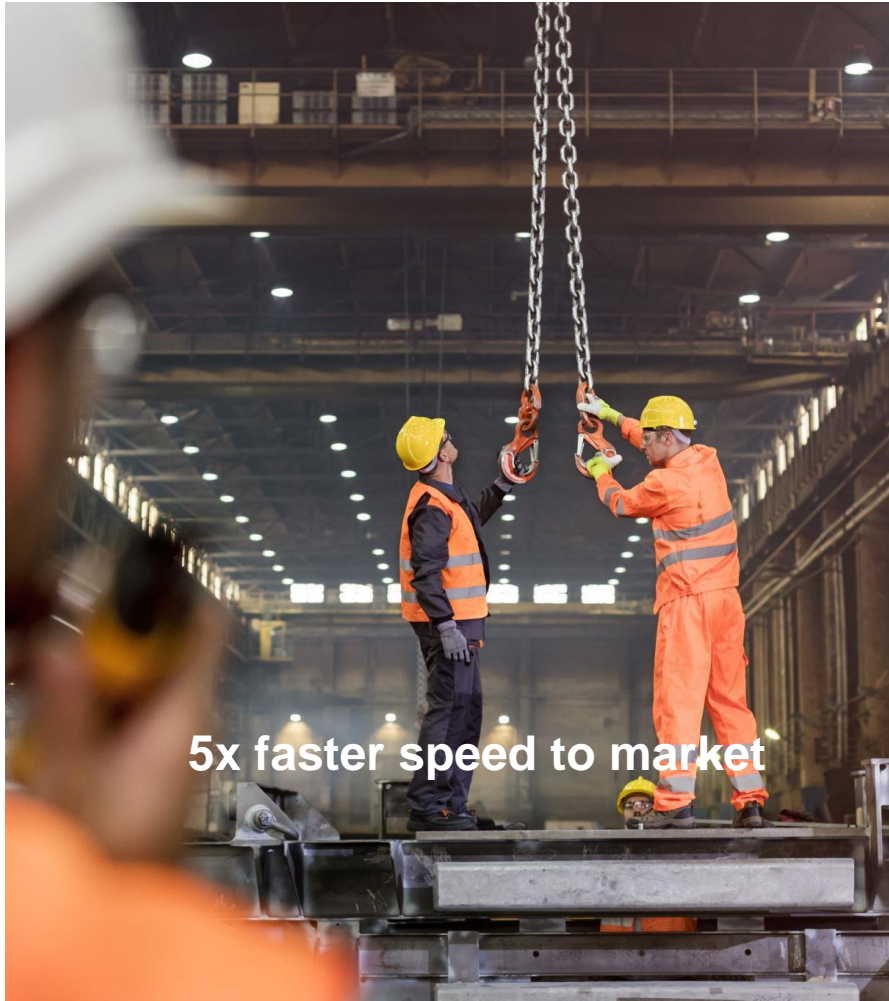


Examples of Client Use Cases

Business Functional
Requirements
implemented using
Mendix



Metal Fabricator



5x faster speed to market

A 170+ year old metal fabricator turns to Mendix to revolutionize and mobilize employees by providing applications that streamline processes all while improving user experience and data quality.

Challenge:

Through years of acquisitions and growth the ERP backbone of this company was diverse and convoluted. Keeping up with the business and customer demands provided delays to get new products and services to market.

Solution:

Using Mendix and Rapid App Werks this company was able to build enterprise grade applications with speed never seen before. Applications were built in weeks versus years.

Applications:

- Global Sales Quoting
- Sales Order Tracking
- Customer Order Tracker
- Truck Dispatch Board
- Customer Quoting
- Plant Maintenance (CMMS)
- Emissions & Sustainability Calculator
- Production Order/Manufacturing (SAP Integrated)
- Real-time Order visibility & shipment tracking (Datahub)

Global Sales Quoting

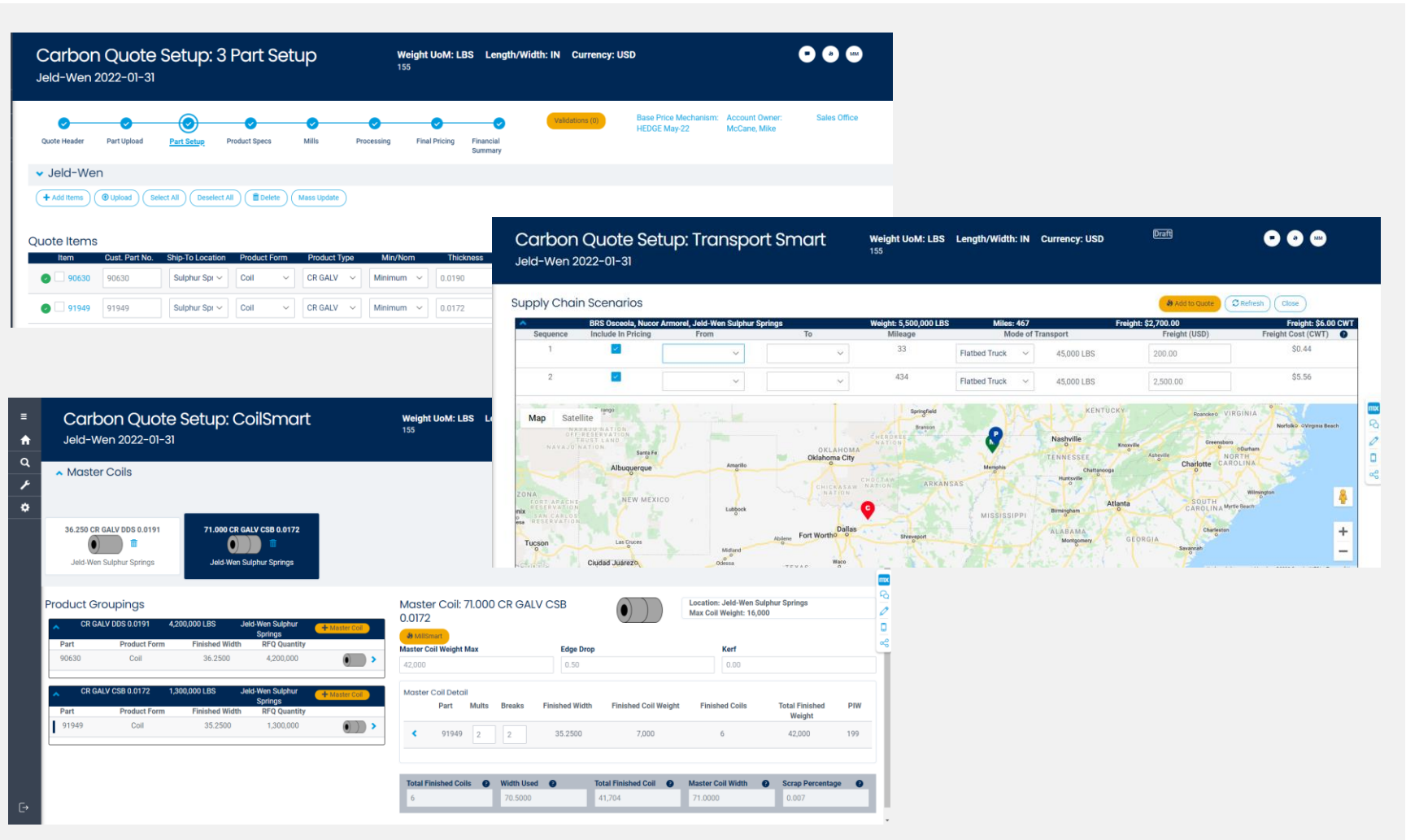
Sales Quote tool used by Global Sales team consisting of 50% of multi-billion-dollar sales pipeline

Challenge:

- Need to eliminate Excel based Quote and RFQ requiring extensive spreadsheets that require continuous pricing updates for hundreds of Mills, while going through the quote process
- Process with no standardization, consistency of data, or systematic workflows
- Inefficient Approval process

Solution:

- Took steel industry knowledge and made it systematic and fully automated, and built directly into the App
- Smart processing and UI/UX design allows for sales executives to quickly enter complex (150+ line) quotes
- GUI provides users with intuitive features facilitating the quote entry process
- App contains workflows for value, procurement, and supply chain review
- Maps included to provide context for supply, processing, and customer locations



The application interface is divided into several main sections:

- Carbon Quote Setup: 3 Part Setup:** Shows a progress bar with steps: Quote Header, Part Upload, Part Setup (active), Product Specs, Mills, Processing, Final Pricing, and Financial Summary. It includes a table for 'Quote Items' with columns for Item, Cust. Part No., Ship-To Location, Product Form, Product Type, Min/Nom, and Thickness.
- Carbon Quote Setup: Transport Smart:** Features a 'Supply Chain Scenarios' table with columns for Sequence, BRS Osceola, Nucor Armored, Jeld-Wen Sulphur Springs, Weight, Mileage, Miles, Mode of Transport, Freight (USD), and Freight (CWT). Below the table is a map showing the geographical context of the supply chain.
- Carbon Quote Setup: CoilSmart:** Displays 'Master Coils' with visual representations of coils and their specifications. It includes 'Product Groupings' tables and a detailed 'Master Coil Detail' table with columns for Part, Mults, Breaks, Finished Width, Finished Coil Weight, Finished Coils, Total Finished Weight, and PIW.

Sales Order Tracking and Visibility

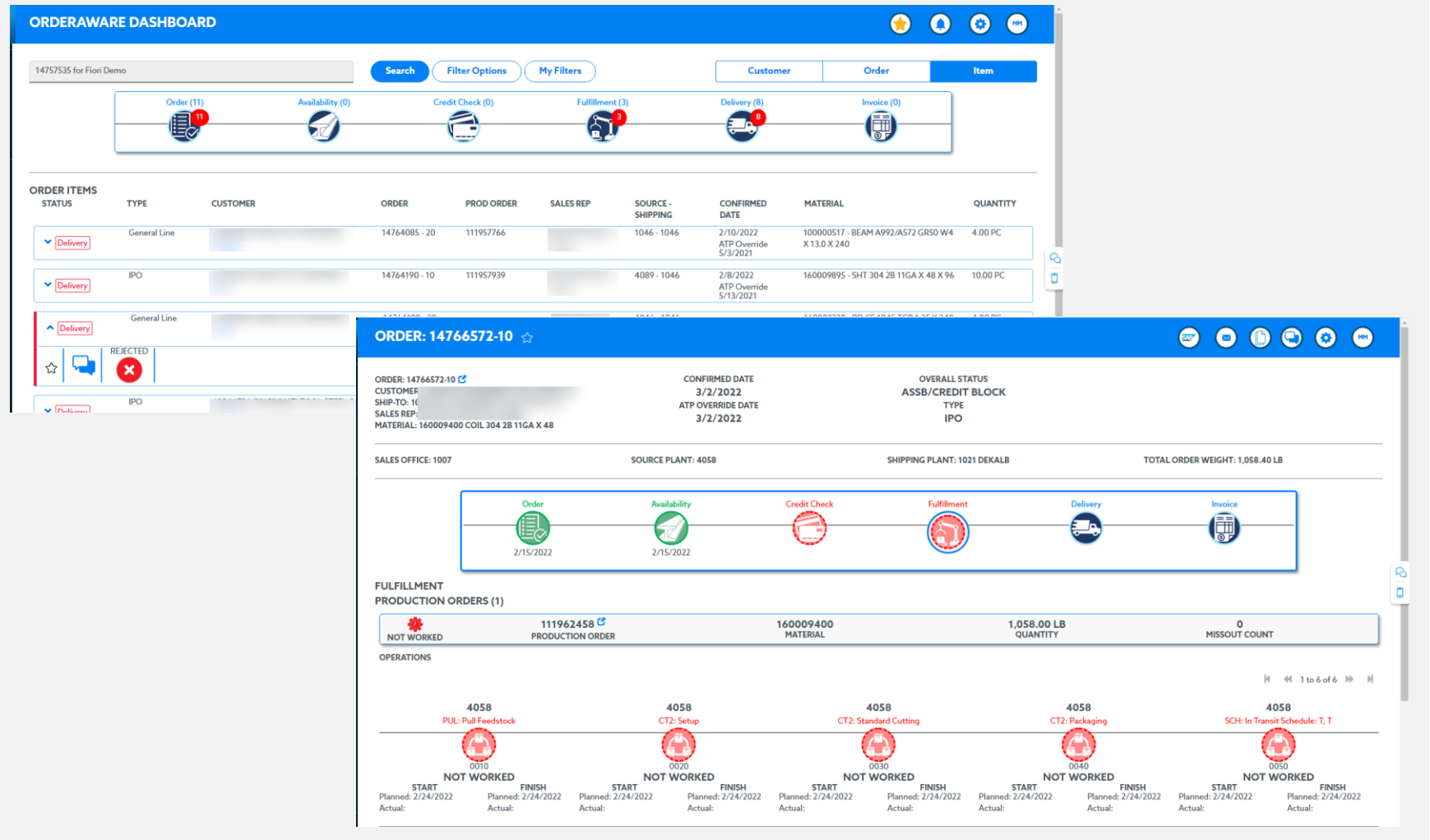
Sales tracking application providing Sales, Manufacturing, Supply Chain, and Customer Service with full visibility in Order Processing

Challenge:

- Users required to navigate through several SAP screens for a single order
- Customer Service Reps have no visibility to the status of a sales order
- Extensive SAP training vital for CSRs to understand made-to-stock orders, stock availability, and production order processing

Solution:

- Application provides full visibility from Procurement to Fulfillment, including production orders, delivery, and customer invoicing
- Combines several SAP transactions into a single pane of glass for users, reducing complexity and increasing time to service
- Integration with SAP for all data across several transactions (Sales, Production Orders, Inventory, Purchases, Credits)



ORDERWARE DASHBOARD

14757535 for Fiori Demo

Search Filter Options My Filters

Customer Order Item

Order (11) Availability (0) Credit Check (0) Fulfillment (3) Delivery (8) Invoice (0)

ORDER ITEMS STATUS	TYPE	CUSTOMER	ORDER	PROD ORDER	SALES REP	SOURCE - SHIPPING	CONFIRMED DATE	MATERIAL	QUANTITY
Delivery	General Line		14764085 - 20	111957766		1046 - 1046	2/10/2022 ATP Override 5/3/2021	100000517 - BEAM A992/A572 GR50 W4 X13.0 X 240	4.00 PC
Delivery	IPO		14764190 - 10	111957939		4089 - 1046	2/8/2022 ATP Override 5/13/2021	160009895 - SHT 304 2B 11GA X 48 X 96	10.00 PC

ORDER: 14766572-10

ORDER: 14766572-10
 CUSTOMER: [REDACTED]
 SHIP-TO: 1C
 SALES REP: [REDACTED]
 MATERIAL: 160009400 COIL 304 2B 11GA X 48

CONFIRMED DATE: 3/2/2022
 ATP OVERRIDE DATE: 3/2/2022

OVERALL STATUS: ASSB/CREDIT BLOCK
 TYPE: IPO

SALES OFFICE: 1007 SOURCE PLANT: 4058 SHIPPING PLANT: 1021 DEKALB TOTAL ORDER WEIGHT: 1,058.40 LB

Order (2/15/2022) Availability (2/15/2022) Credit Check (NOT WORKED) Fulfillment (NOT WORKED) Delivery (NOT WORKED) Invoice (NOT WORKED)

FULFILLMENT PRODUCTION ORDERS (1)

NOT WORKED	111962458 PRODUCTION ORDER	160009400 MATERIAL	1,058.00 LB QUANTITY	0 MISSOUT COUNT
OPERATIONS	4058 PUL: Pull Feedstock 0010 NOT WORKED	4058 CT2: Setup 0020 NOT WORKED	4058 CT2: Standard Cutting 0030 NOT WORKED	4058 CT2: Packaging 0040 NOT WORKED
	4058 SCH: In Transit Schedule: T, T 0050 NOT WORKED			

START FINISH START FINISH START FINISH START FINISH START FINISH

Planned: 2/24/2022 Actual: 2/24/2022 Planned: 2/24/2022 Actual: 2/24/2022 Planned: 2/24/2022 Actual: 2/24/2022 Planned: 2/24/2022 Actual: 2/24/2022 Planned: 2/24/2022 Actual: 2/24/2022 Planned: 2/24/2022 Actual: 2/24/2022

Production Order Processing

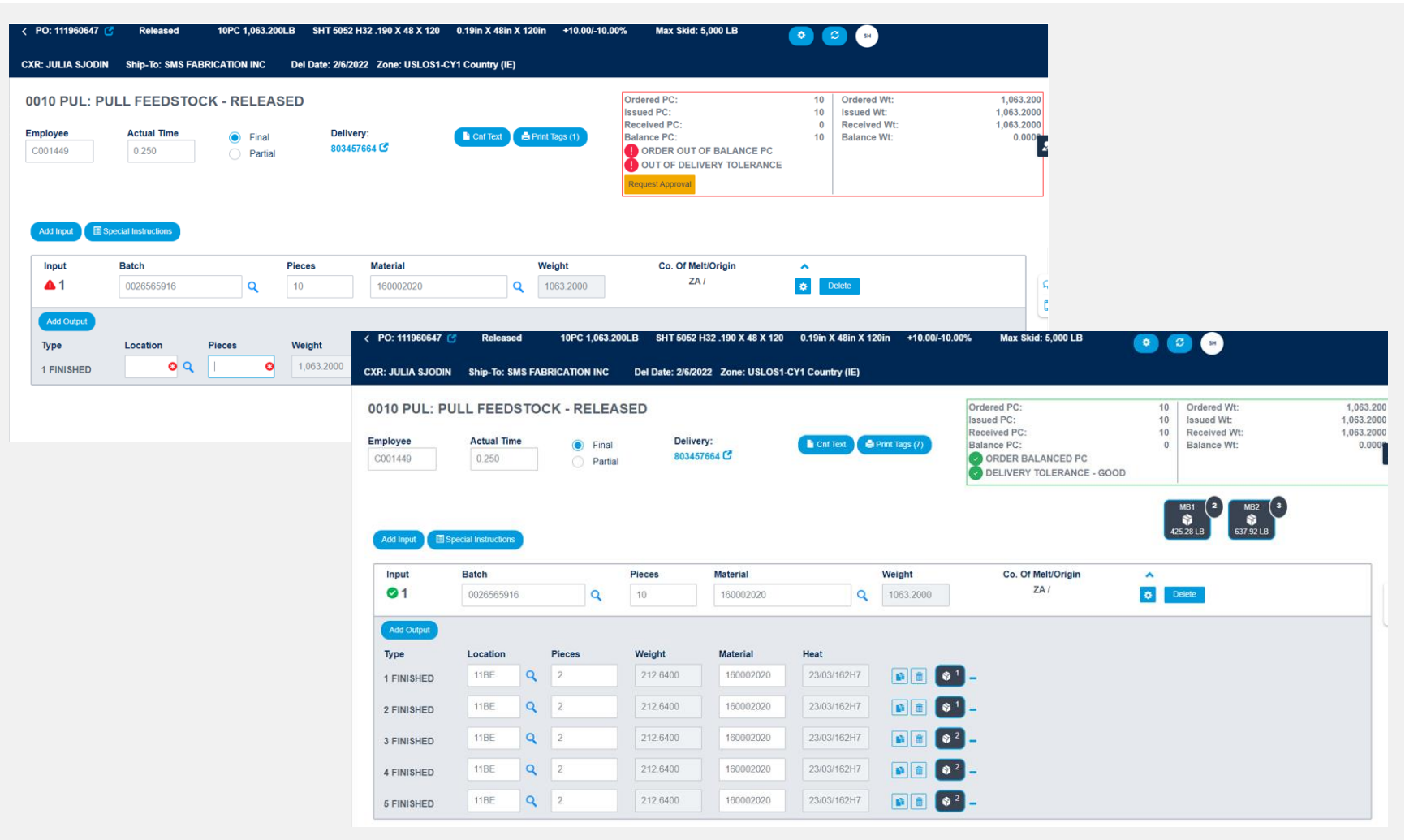
Production Order confirmation processing for operators at the manufacturing plants

Challenge:

- Current process requires several SAP screens to create handling units, master bundles, and confirmations
- Shop Floor turnover requires continuous SAP training to understand the flow of the Production Order processing screens

Solution:

- Combines several complex SAP production order confirmation steps into a single screen reducing complexity, entry time, and new user training
- Modern design showing only the most essential information and uses clear visual indicators to guide users through data entry, while highlighting problems during entry
- Integration with SAP for all data across several transactions (Sales, Delivery, PO, Batch Management, Master Data)
- Workflow for Supervisor approvals
- Navigation direct from Mendix to SAP via SlipStream



PO: 111960647 Released 10PC 1,063.200LB SHT 5052 H32 .190 X 48 X 120 0.19in X 48in X 120in +10.00/-10.00% Max Skid: 5,000 LB

CXR: JULIA SJODIN Ship-To: SMS FABRICATION INC Del Date: 2/6/2022 Zone: USLOS1-CY1 Country (IE)

0010 PUL: PULL FEEDSTOCK - RELEASED

Employee: C001449 Actual Time: 0.250 Final Partial Delivery: 803457664

Ordered PC: 10 Issued Wt: 1,063.200
 Issued PC: 10 Issued Wt: 1,063.200
 Received PC: 0 Received Wt: 1,063.200
 Balance PC: 10 Balance Wt: 0.000

ORDER OUT OF BALANCE PC
 OUT OF DELIVERY TOLERANCE
 Request Approval

Input	Batch	Pieces	Material	Weight	Co. Of Melt/Origin
1	0026565916	10	160002020	1063.2000	ZA /

PO: 111960647 Released 10PC 1,063.200LB SHT 5052 H32 .190 X 48 X 120 0.19in X 48in X 120in +10.00/-10.00% Max Skid: 5,000 LB

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 Issued PC: 10 Issued Wt: 1,063.200
 Received PC: 10 Received Wt: 1,063.200
 Balance PC: 0 Balance Wt: 0.000

ORDER BALANCED PC
 DELIVERY TOLERANCE - GOOD

Input	Batch	Pieces	Material	Weight	Co. Of Melt/Origin
1	0026565916	10	160002020	1063.2000	ZA /

Type	Location	Pieces	Weight	Material	Heat
1 FINISHED	11BE	2	212.6400	160002020	23/03/162H7
2 FINISHED	11BE	2	212.6400	160002020	23/03/162H7
3 FINISHED	11BE	2	212.6400	160002020	23/03/162H7
4 FINISHED	11BE	2	212.6400	160002020	23/03/162H7
5 FINISHED	11BE	2	212.6400	160002020	23/03/162H7

Flexible Packaging Company



A 150+ year old global packaging company that develops and produces flexible packaging for food, beverage, pharmaceutical, medical-device, and home and personal care.

Challenge:

Needed to be able to create customer complaints, return orders and credit memos in SAP in a more efficient process when a client called for a particular order.

The process using SAP transactions was close to 30 minutes by the time they created all three transactions in SAP.

Solution:

By using the Mendix App, they can enter and verify all data on one screen and the application creates the documents in real-time in the background as well as the ability to attach any supporting documents and/or pictures.

Use Cases:

- Quality Management
- Sales and Distribution
- Batch Traceability and Shipping
- Manufacturing
- Finance

Reduced the QM process requiring multiple transactions and lookups, by putting into one App taking the process from a 45-minutes process to a 5-minute process

QM Notification Application

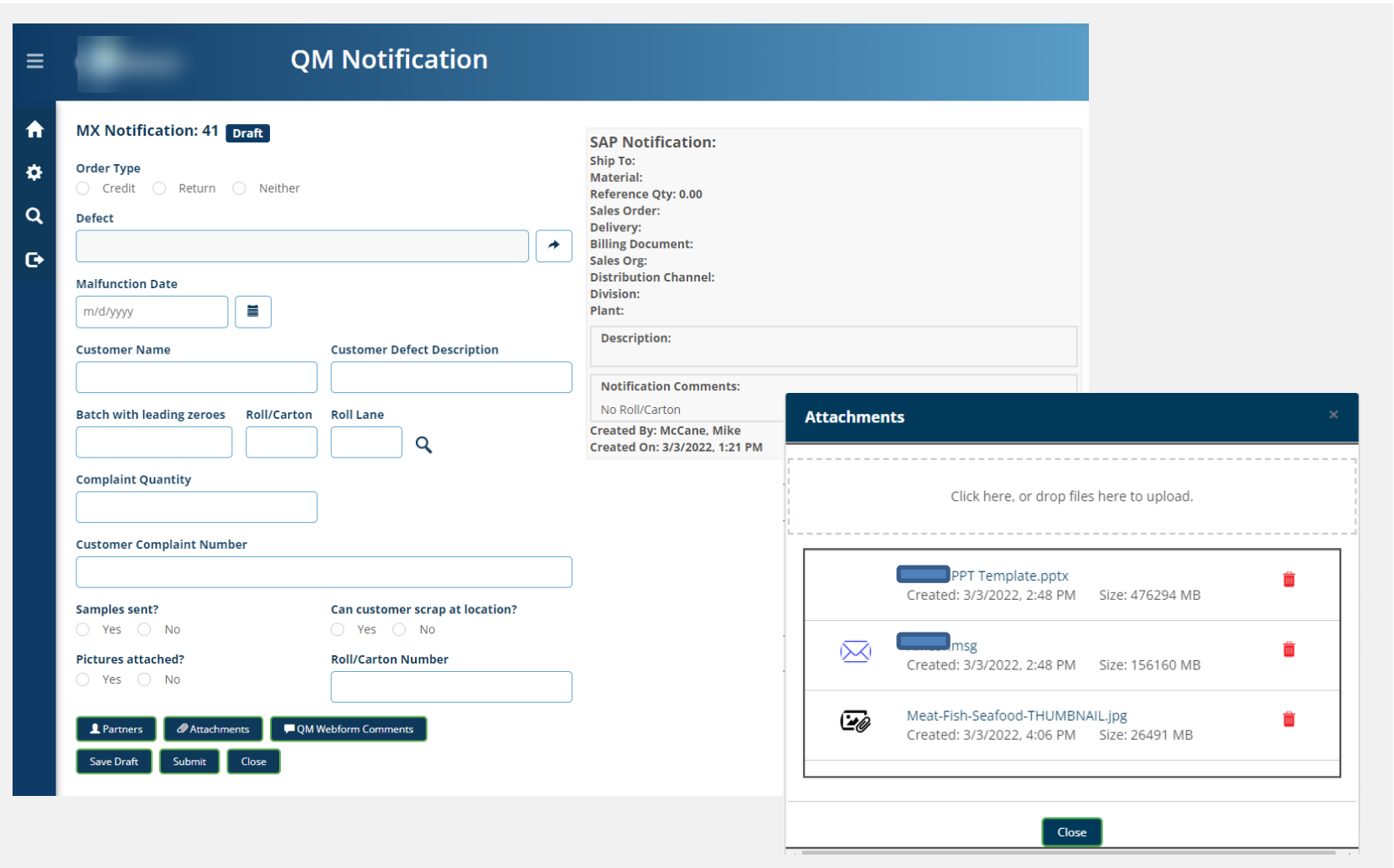
Customer Service application fully integrated with SAP QM to create Quality Notifications

Challenge:

- Inefficient complaint process to handle customer calls for return process
- Multiple SAP transactions needed to input details requiring excessive amount of Customer Service Reps time

Solution:

- Delivery search by Batch, Roll, and Lane
- One step to create an SAP QM Sales Return, Credit Order, & outbound letter
- Attach documents, emails, and pictures to link with SAP
- Simplifies the QM creation process to a single, simplifying data entry and reduces errors



QM Notification

MX Notification: 41 **Draft**

Order Type
 Credit Return Neither

Defect

Malfunction Date

Customer Name **Customer Defect Description**

Batch with leading zeroes **Roll/Carton** **Roll Lane**

Complaint Quantity

Customer Complaint Number







Samples sent? Yes No **Can customer scrap at location?** Yes No

Pictures attached? Yes No **Roll/Carton Number**

SAP Notification:
 Ship To:
 Material:
 Reference Qty: 0.00
 Sales Order:
 Delivery:
 Billing Document:
 Sales Org:
 Distribution Channel:
 Division:
 Plant:
 Description:
 Notification Comments:
 No Roll/Carton
 Created By: McCane, Mike
 Created On: 3/3/2022, 1:21 PM

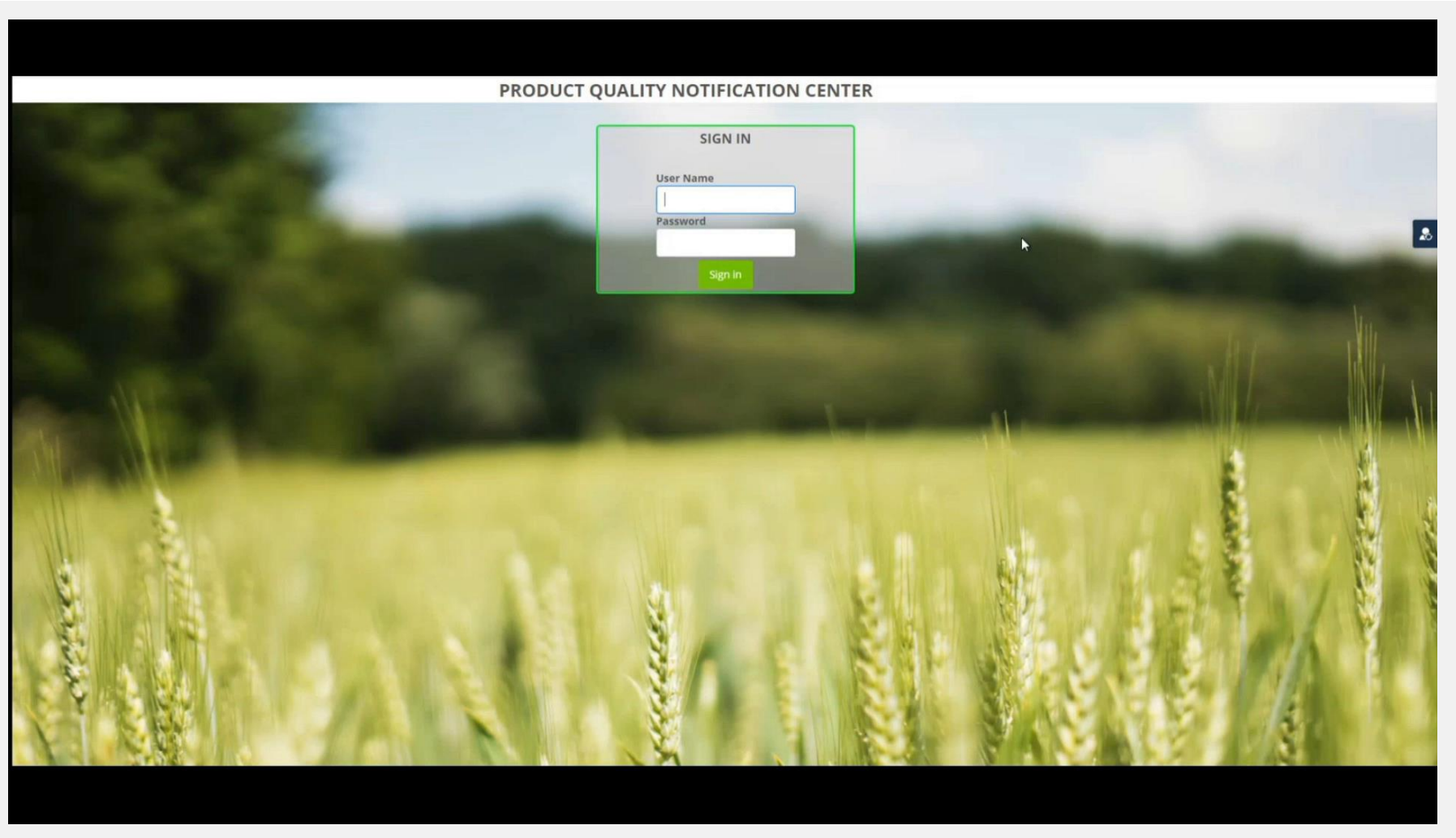
Attachments

Click here, or drop files here to upload.

	PPT Template.pptx Created: 3/3/2022, 2:48 PM Size: 476294 MB	
	msg Created: 3/3/2022, 2:48 PM Size: 156160 MB	
	Meat-Fish-Seafood-THUMBNAIL.jpg Created: 3/3/2022, 4:06 PM Size: 26491 MB	

Buttons: Partners, Attachments, QM Webform Comments, Save Draft, Submit, Close

QM Notification Demo



Large Travel Stop Operator



Reduces Application Delivery time by 70 - 90% for the Warehouse Inventory System Mendix in a Day for Proof of Value

A company with more than 500 locations in 44 US states. It provides professional truck drivers & motorists 24-hour access to clean and safe places to purchase gasoline, diesel fuel, compressed natural gas, travel items, tires, and mechanical parts for our trucking customers.

Challenge:

Need custom mobile applications that connect to SAP & non-SAP systems for customers (truckers) and employees. Had a backlog of demand from business on apps, but no quick way to deploy. Need a more rapid application development capability.

Use Cases:

Hydrocarbon Trading and Supply, Retail, Transportation and Logistics, Warehouse Management System, Real Estate, Tire Care Service System, Factoring System, Accounting and Finance

Benefits:

Productivity

- Idea to POC in under a week
- Simplified deployments and technical landscape



Cost reduction

- Reduce overall cost of application development
- Relieve or eliminate app development backlog

Travel Stop Operator Mendix Applications

Developed
Applications using
Mendix



Truck Service Maintenance

- Create Work Order
- Work Order Dashboard
- Work Order workflow
- App Launcher
- Data and Security Aggregation
- Replenishment and Requestion
- Inventory Maintenance
- Inventory Count
- Roadside Service
- Retread and Casing Workflow
- Customer Casings Tracker
- DOT Inspection Form
- Midtrip Inspection Form
- Preventative Maintenance Service
- Customer Profile
- Shift Counts
- Tire Delivery Driver App

Retail Operations and Fuel Logistics

- Loyalty Drink Redemption
- Store Supply Orders (In-Direct)
- In House Maintenance Service Orders
- Fuel Delivery App (Product Transfer Document)
- Vendor Log Tracker

Factoring

- Driver Customer Factoring App
- Fleet Customer Factoring Portal
- Back Office Dashboard
- Document Processing

Hydrocarbon Supply and Trading

- Refinery / Supply Outage Maintenance

Real Estate

- Site Selection App

Asset Inspection Services

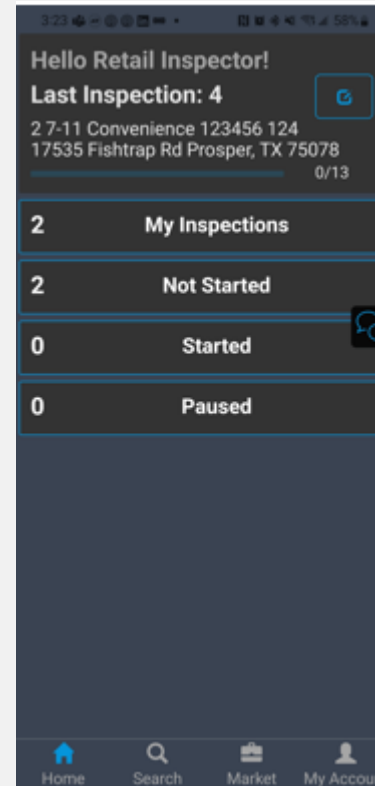
A startup inspection services company that provides inspections for surplus sales/auctioning companies

Challenge:

- Paper based inspections cause delays in data collection & quality
- An App is needed to streamline the inspection process, ensure data collection & quality
- Provide the inspector with the tools to be successful

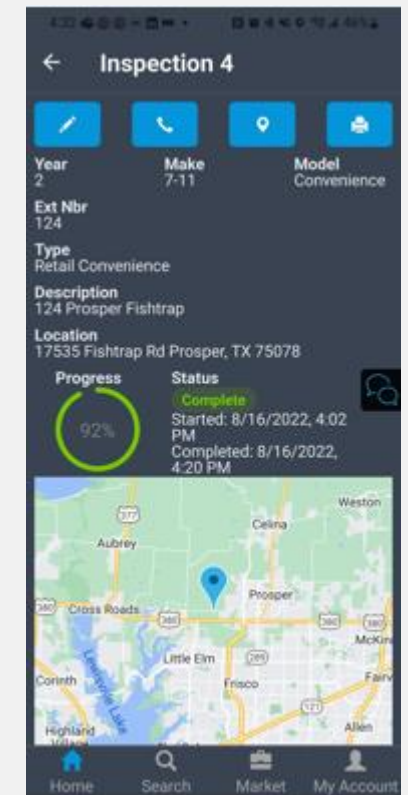
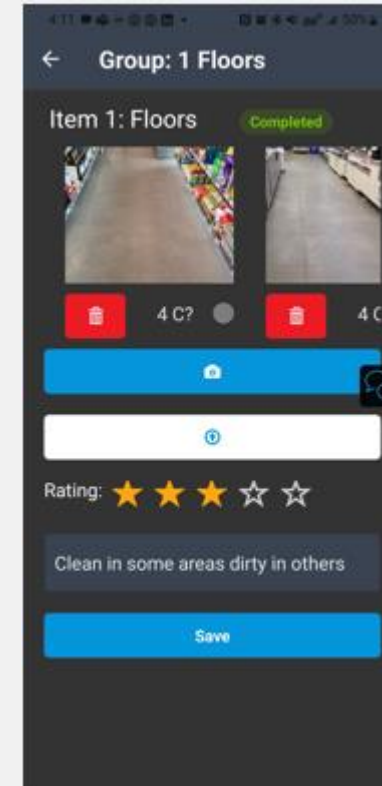
Solution:

- Inspection App to drive the inspection process by step, based on asset type
- A native mobile App will provide the inspector with inspections allowing them the ability to capture the required data, pictures, & video to complete the inspection.
- Customer portal allowing the sales/auction companies to have visibility in the inspection process & download the inspection when complete

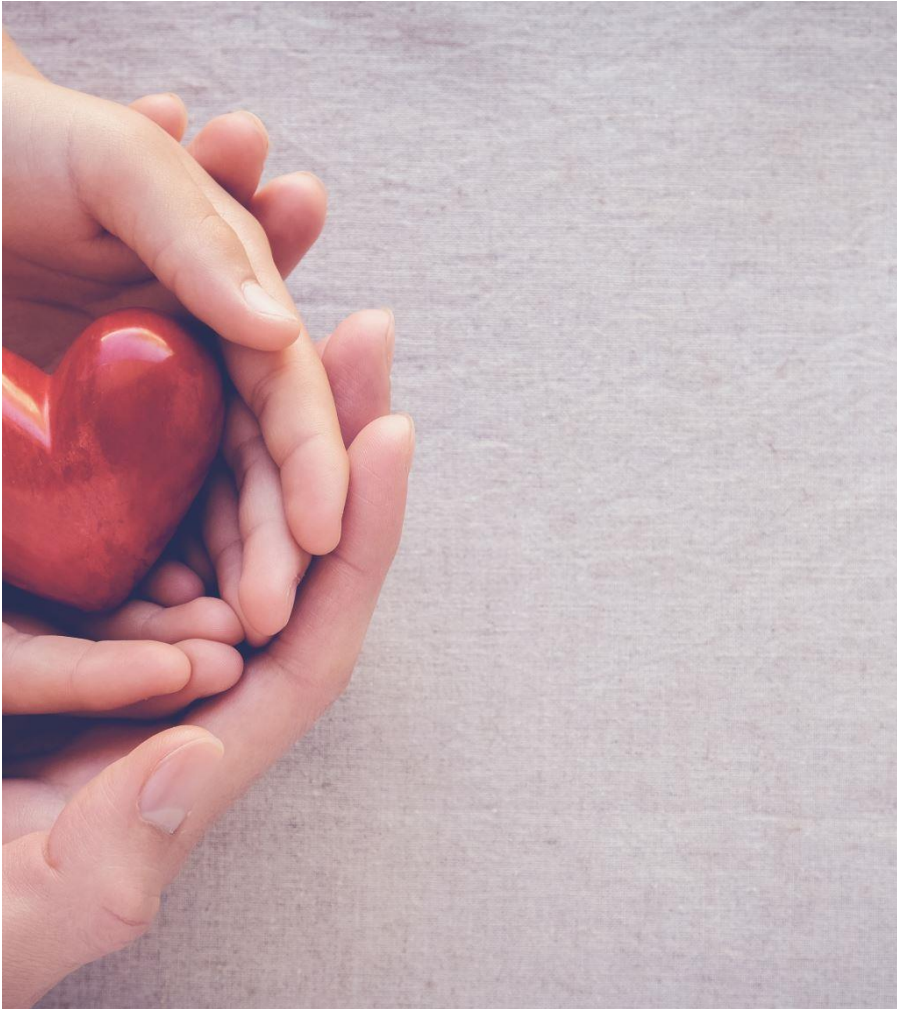


Applications:

- Inspection Platform
- Native & Web Mobile Application
- Customer & Inspector Portal



Life Insurance Provider



A trusted Life Insurance provider with over 100 years of service adopts Mendix with the help of Rapid App Werks to bring innovation and unique customer experiences to their customers and partners.

Challenge:

A new opportunity yields a new product launch between two business partners requiring a customer portal allowing business to business transaction processing.

Solution:

A customer portal application delivered in the tight deadline allowing for seamless enrollment and payment processing.

Applications:

- Customer Portal**
- Billing and Payment Processing**
- Account Setup and Configuration**



CONTACT US ---



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