TITAN
CONSULTING

INSIGHTS

IS YOUR SAP CODE A GORDIAN KNOT?

Use Titan and Mendix to Cut Through the Knot!

The Gordian Knot is a legend originating from the ancient city of Gordium in Phrygia and is famously associated with Alexander the Great. It is a metaphor for an intractable problem, like untying an impossibly tangled knot, that is solved not by struggling with the challenge directly, but **by finding a bold solution that makes the problem's constraints irrelevant – famously known as "cutting the Gordian Knot!"**

As the legend goes, an oracle, a person believed to deliver prophetic messages from the gods, declared that whoever could unravel the elaborate knots was destined to become the ruler of all Asia.

Alexander wanted to untie the knot but struggled to do so without success. He then reasoned that it would make no difference how the knot was loosed, so he drew his sword and, with a single stroke, sliced it in half.

Is your code like a Gordian Knot?

This story reminds me of a client that had a rather complex OTC process. They are a multi-billion, multinational beverage company with direct store delivery. Their quoting, sales order, and delivery steps were so entangled with layers of code, fixes, enhancements, and notes that it was almost impossible to modify the process for fear of breaking it.

Every new wave of requirements for customers, materials, pricing, discounts, and promotions triggered a panic attack. Inevitably, the scope of changes became less and less as more time was spent on regression testing to ensure nothing would break. This fear from the field sales and customer support teams was causing them to fall behind their customer's expectations and their competitor's advances.

Digital transformation projects were falling behind due to the extended time-to-results in key initiatives; mobile sales, customer and product analytics, promotion trends, and other digital capabilities that are part of a digital-first strategy. Due to the complexity layered into these digital advantages, their implementation was getting pushed back 12-18 months. **The primary reason was not due to intent, budget, or desire, but due to the business risk of breaking the current processes.**

Mendix – Less is more!

This relevant quote by Mark Twain also applies to code development. We often hear about how many lines of code are included in a program or report – "there are thousands of lines of code for that program!" brags a proud developer. But Mark Twain, Benjamin Franklin, Blaise Pascal, and others reflect both the value and challenges of brevity. Often, the dynamics of a fast-paced project with tight deadlines don't allow for this brevity.

> "I apologize for such a long letter – I didn't have time to write a short one."
> – Mark Twain

Ironically, Mendix, the leader in low-code and no-code development platforms, specializes in brevity. With Mendix, it really is ironic: it takes less time to write less code. Isn't that how it's supposed to be? If you want to deliver more apps in less time, you can either scale up by hiring more developers or use Mendix with Titan Consulting.

Mendix – Less is more!

Another consideration for Mendix is to make the complex, simple. A long-time SAP ECC customer has a Variant based ordering and production model. If you extrapolate the variations, the possible combinations are countless. To add more complexity to this solution, Salesforce.com integrates with ECC for global forecasting. There are too many touchpoints to risk changing quoting, pricing, and customer services in their ECC model.

Seemingly with limited choices, they even considered going back to static Materials and BOMs to try to simplify their models. This idea hit a brick wall when the cost and effort of maintaining master data, utilizing IT, supply chain, engineering, and sales factored into the decision.

What is the obvious choice? Mendix! Another consideration was their plan to upgrade from ECC to S4HANA. With Mendix, upgrades for their code are easier than upgrading the ABAP code.

With Titan and Mendix, you can roll out new, higher quality apps faster, while reducing the complexity of your code line for your digital transformation projects.

Every company and industry has a process or operational requirement that ties their hands. We have addressed these areas in other articles such as Commissions, Warranty, Container Management, Contracts, Disputes and Collections, and many more. It's time to cut through the entangled knots of code that create complex, costly, high-maintenance systems, and simplify your app development platform.

Next Steps:

We won't claim that using Titan Consulting and Mendix will instantly cut through your Gordian software knot. **But we can confidently say it will simplify your architecture and accelerate your software development cycles.** Contact your Titan Consulting Director or visit titanconsulting.net for more information and next steps.