

# TITAN

C O N S U L T I N G



## INSIGHTS



### APPS, APPS, AND MORE APPS!

#### Craving Better Apps? Titan and Mendix Deliver!

*“Software is eating the world – do you have the appetite for keeping up with it?”*

— Marc Andreessen

Big Data, Digital Transformation, and Mobility – think of them as the appetizer, main course, and dessert of a three-course, five-star meal fueling today’s “App Craze.”

**How do you satisfy this growing hunger for apps?** Like a teenager’s appetite, many companies can’t keep up with their desire for more apps, more information, and better ways to serve the business. In a recent SAP Users Group (ASUG) survey, *almost 100% of the companies surveyed had plans to develop custom applications.*

To highlight, what’s driving these custom applications cravings:

- 71% – Improve Operational Efficiency
- 52% – Increase Customer Engagement
- 45% – Extend SAP Capabilities

In the same survey, 64% of the respondents said it would take over a year to clear their current application development backlog. And that’s just for SAP development – it likely doesn’t account for desktop applications, Skunk Works projects, or departmental-siloed application development happening outside of IT’s radar.

The demand for application development is outpacing the supply by a factor of 5. Let’s not even get started on the struggle CIOs and IT leaders face trying to find those elusive full-stack application architects and developers to join their teams.

How do we keep feeding the beast in a world where data is growing, the demand to consume it is rising, and the need for analytics to make it meaningful and insightful is greater than ever?

#### Low-Code Application Platforms (LCAP) are the answer!

According to Gartner and Forrester Research, LCAP is one of the hottest and fastest-growing market sectors for IT.

DIGITAL TRANSFORMATION POWERED BY 

### What is Low-Code?

Imagine this – a development platform that can:

- Speed up application delivery and deployment (AD&D) as much as 10x.
- Foster collaboration between business and IT to reduce AD&D cycle time.
- Provide the controls to put software development in the hands of fewer technical developers and more business analysts.

Finally, what if you could do all this without compromising security, scalability, and long-term maintainability? In a nutshell, that’s what low-code development offers – helping you build business apps faster.



#### Mendix is a leader in the low-code development platform.

According to Gartner and Forrester, there are indications that low-code is now addressing the core needs of enterprise IT teams to deliver business applications with greater scalability, reliability, and speed than legacy platforms such as ABAP, .NET, and Java.

### What is driving the low-code revolution?

1. We live in a world of data that is growing daily.
2. We want to consume it – anytime, anywhere!
3. Companies like Amazon have taught us that we shouldn’t have to wait long to get it.

For IT leadership, the message is loud and clear – *“Develop applications that help the business today, not next year!”* To close the App Development Gap, Mendix is leading the way for rapid, scalable, repeatable app development.



TITANCONSULTING.NET

# TITAN

## CONSULTING



### What changes in the IT organization need to occur?

IT understands the need to develop applications quickly, but traditional development methods and tools can't keep up with the rising demand. This growing disconnect – the 'App Gap' – will only widen, making it harder for IT to meet business needs. With the unemployment rate for coders at just 2% as of December 2024, you don't have the luxury of simply hiring your way out of the backlog. Talent is scarce, and throwing bodies at the problem isn't a sustainable solution.

Sending it to off-shore DevOps shops has its share of problems. This model may work for your SAP ABAP development, but it does not work for your rapid development models. Low-Code models are ideally suited for agile and extreme programming (XP) development models. Leveraging the agile method, which tightly integrates business and IT to develop apps, shortens your feedback loops and delivers high-quality applications.

### Let's talk Mendix:

One question we are frequently asked by our SAP customers is, "Should we use Mendix or Fiori?" If Fiori works for you out of the box, great – use it! But the moment you need to go beyond standard functionality, that's where Mendix shines.

### Key advantages you can expect from using a low-code platform like Mendix:

- Speed to Results – up to 10x faster than traditional development methods and platforms
- Innovative Business and IT Collaboration
- Embedded Control to drive innovations to scale
- Shorter feedback loops that spark creativity and continuous improvement

### Examples of how Mendix benefits your business:

- Extending SAP
- Cross SAP – CRM, SRM, PLM, and EAM. A frequent EAM scenario is when a piece of equipment fails, the engineer can log into the equipment master through Mendix to see the name and model of the broken part, drag that component into the Inventory or Purchase app, and order a replacement – all from the same app.
- Cloud Platform – when you need to leverage data from multiple systems

### Frequent use cases for low-code:

- Enhancing Customer Engagement and Innovation
- Launching New Products and Services
- Creating Smarter Digital Operations

### Low-Code is a Game-changer!

A small events organizer with only about 40 employees adopted Mendix as their low-code platform. As a testament to the

platform's ease of use, their Vice President built the company's first Mendix application.

As an event planner, you often face challenges balancing what a venue allows with what your customer truly wants. In one case, the customer requested VIP lounges for a premier event. At major events like the Super Bowl or College Football Playoff, VIP lounges can generate tens of thousands of dollars in additional revenue in just a single day.



A ticket for the VIP lounge was \$500, and the plan included three bars. However, the local Fire Marshal capped ticket sales at 500, citing the inability to track the actual number of attendees.

The VP and his team adopted a "parking lot" approach – no more than 500 VIPs allowed at any one venue. They added RFID chips to the wristbands to track the number of guests in real time at each location, fully addressing the Fire Marshal's concern.

Using Mendix, the team built, tested, and demonstrated the app in just six weeks, showing the Fire Marshal exactly how they would capture real-time insights on game day. As a result, the Fire Marshal approved the plan for selling an additional 1,000 tickets.

### Next Steps:

We live in a software-driven world. Does your application development platform satisfy your app cravings? Can you see how you will close your App Gap and extend your business? Are you looking for innovative ways to capitalize upon this? Titan Consulting is a leader in Mendix and low-code delivery models that scale, deliver results in less time, and extend your ERP system.

Learn how Titan and Mendix can satisfy your business's appetite for custom-developed applications. Contact your Titan Sales Director or visit our website at [titanconsulting.net](https://titanconsulting.net) to get in touch with us.