Titan Machinery Enhances Business Agility and Ensures Higher Margins by Mobilizing Key Approvals with Capriza

TITAN MACHINERY

Industry
Agricultural and Construction Equipment

Benefits
Accelerated ordering processes, enhanced business agility, greater workforce mobility, higher margins

TITAN MACHINERY IS one of the largest dealers of agricultural and construction equipment. Titan sells new and used equipment at its retail stores, and has a services division for fixing and maintaining the heavy machinery. Like many companies trying to keep up with the competitive pace of business today, Titan has been going through a digital transformation effort.

To help the business be more agile and efficient, Titan has mobilized many processes from its ERPsystem, Oracle JD Edwards, by transforming the workflows into micro apps – quick mobile one-minute apps. "Any task that took us longer to login to JD Edwards and navigate to the appropriate screen than to actually perform the task at hand, needed to be simplified," says Rick Keller, Director of Business Applications at Titan Machinery. For instance, approvals. While approvals are typically considered a quick task, they were time intensive, as managers needed to log in to the system,

"Over the last year, we have leveraged the power of mobility to transform our business to become more agile and dynamic"

navigate through the screens, and then approve.

This operational drag slowed down the tasks and ultimately, the company's business.
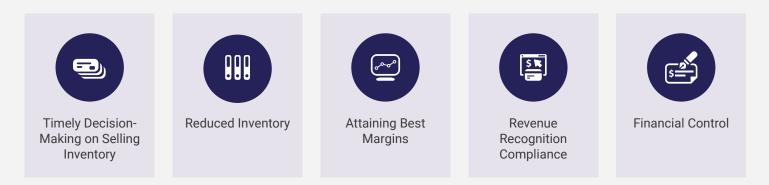
The Capriza Solution

   With Capriza, Titan was able to simplify and mobilize two key approvals processes used regularly by regional managers. The first approval micro app was for inventory requisitions. Because the equipment Titan sells has long order cycles from the manufacturers, Titan wanted to accelerate the ordering process so that the desired equipment is on hand when customers need it. Now, regional managers can easily approve requests for equipment purchases when they are on the road traveling to the different stores using their mobile device.

   The second approval micro app was created to help the regional managers ensure proper margins and protect against stores cutting prices prematurely on equipment that may not be moving. Now the regional managers have real-time access to approve a price reduction request anytime, anywhere. In creating this micro app with Capriza, the approval process became digitized and therefore much easier to track and enforce.

Expediting Approvals Improves:

Timely Decision-Making on Selling Inventory	Reduced Inventory	Attaining Best Margins	Revenue Recognition Compliance	Financial Control

"With Capriza, we've improved our revenue recognition compliance and billing accuracy, streamlined field processes and purchasing approvals, and reallocated more time to selling - while reducing costs and saving time."

Rick Keller, Director of Business Applications, Titan Machinery

About Capriza

Capriza is the first platform to elegantly extract and beautifully simplify approvals from your company's core applications. We make cumbersome approvals of all types fast and easy, helping to speed decision-making by up to 70%, while dramatically improving the quality of those decisions.

Capriza helps enterprises such as Autodesk, PepsiCo, Harman International and many others reduce costs, remove bottlenecks, save time, improve compliance and increase employee satisfaction.

Contact Us

We'd love to hear from you. Please reach out to us for more information and a demo.

P +1 650 600 3661

E info@capriza.com

W www.capriza.com