

# **Titan Integrated Software System**

**PRECAST MANAGEMENT SYSTEM**

# **TITAN**



**3000**

*Advanced software solutions to manage all your plant processes.  
Custom designed for precast and prestressed businesses.*

# Titan Integrated Software System

*Custom designed specifically for precast and prestressed concrete producers*

## Advanced Software To Manage All Your Plant Processes

The Titan Precast Management System delivers rock-solid software for the precast and prestressed concrete industry. This advanced software is designed specifically to meet the needs of precast and prestressed concrete manufacturers by providing an integrated system to manage all elements of the plant’s operations.

From quoting and estimating to production scheduling and dispatching, all the way through financial reporting, Titan features a suite of customized modules for precast and prestressed companies of all sizes.

We are convinced that once you experience the increased productivity and tight controls of the Titan Precast Management system, you will be a satisfied customer for life. To experience the power of a truly integrated business management solution for your company, contact us today.

**TITAN PRECAST MANAGEMENT SYSTEM**  
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# Five Key Benefits for Precasters

## Reduce Office Labor Hours

Virtually all office processes are dramatically streamlined with the Titan Precast Management System. From the initial quote, through engineering, production, QC, delivery, and invoicing, every step is documented and easily viewed by your designated users.

## Cut Overtime and Reduce the “Rush” Jobs

Titan’s powerful production scheduling features enable plant managers to avoid costly overtime hours. Products and Structures can easily be released for production, while capacity restraints can be viewed and effectively navigated. Both custom products and stock items can be scheduled more efficiently, increasing customer satisfaction while decreasing costs.

## Reduce Transport Costs

Titan’s load management features enable dispatchers to see and plan ahead. Driver, truck, and trailer capacities can be used to better manage transportation resources, significantly cutting shipping costs.

## Monitor and Cut Product and Material Costs

Titan’s Bill of Materials and cost tracking system enables management to monitor and control cost overruns. Material and labor variance reports aid in future costing decisions.

## Improved Decision Making

With more than 250 predefined reports and a custom report writer, Titan provides timely, valuable information for proactive managers to drive key cost-cutting decisions and increase profits.

# Five Customer Satisfaction Benefits

## On-Time Deliveries

Titan’s many integrated processes and features all lead to a successful, accurate, on-time delivery of customer products to increase customer satisfaction and build loyalty.

## Accurate Deliveries

It goes without saying that delivering the right product is critical to customer satisfaction. Titan’s system integration reduces the need for double or triple entries, resulting in dramatically reduced errors.

## Quality Products

Single entry integration reduces missteps and is sure to improve product quality. Add the benefits of our Quality Control Module and Bill of Materials features, and you have a system that consistently produces exceptional products.

## Rapid Response to Customer Inquiries

With information at the fingertips of everyone in the office, customer inquiries can be answered swiftly and accurately.

## Accurate Quoting and Billing

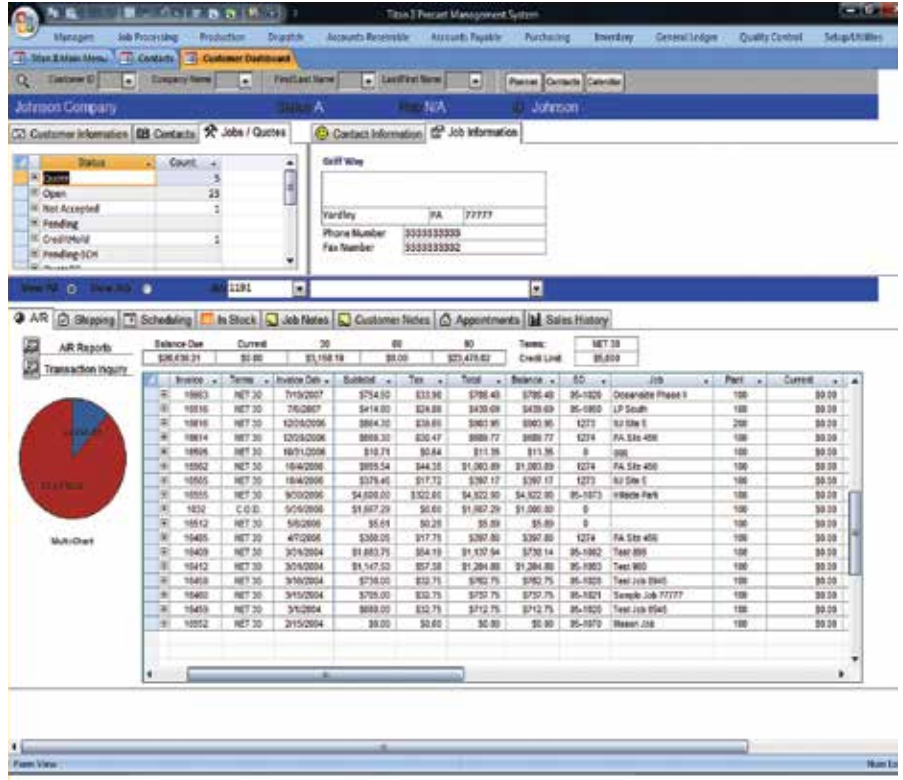
Customer loyalty can be severely impacted when quoting or billing mistakes occur. Titan’s system flow, from quoting to delivery through invoicing, is designed specifically to minimize processing errors, resulting in increased customer satisfaction.

# Titan 3000 Precast & Prestress Management System

## Customer Relationship Manager

### FEATURES

- » Customer Dashboard
- » Weekly Planner Screen
- » Contacts Screen
- » Create/Track Appointment
- » Create/Track "To-Do"
- » Track All Customer Jobs
- » Track Customer Production Schedule
- » Track Customer's Aged Inventory Items
- » Track Customer's Aged Receivables
- » Track Customer Shipping Schedule
- » Save Email and Communication History
- » Quickly Move Between Customer, Contact and Job (Drill-down feature)
- » Share Information Internally and with Other Plants



### Empowering Your Precast Sales Team

Titan's Customer Relationship Manager (CRM) was designed to empower the precast sales representative. The "Customer Dashboard" is the centerpiece of our CRM module and offers information that only Titan can provide.

Our Contact Management screen and Weekly Planner screen round out what is surely the most powerful CRM module in the precast concrete industry.

Sales representatives can now effectively organize their customer appointments, create "to-do" lists, email clients, and share all this information with fellow employees.

Our "Drill-down" feature allows users to quickly move between customers, contacts, jobs and quotes.

Titan's CRM...vital information at your fingertips.



### TITAN CUSTOMER RELATIONSHIP MANAGER

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# Titan 3000 Precast & Prestress Management System

## Document Management

The screenshot displays the 'Viewing Document Types' interface. It includes a search criteria form with fields for Doc Num (8887), Doc Date (9/8/2009), Job Name (Stone Job), and Customer (Kelly Construction). Below the form is a table of document records.

Doc Num	Doc Type	Doc Date	Title	Reference Num	Job Num	Customer ID	Vendor ID	Structure	Part Num	Attach
1965	Drawing	8/27/2009	Drawing for Job Num 05-1006 Job		05-1006	Wells				
1187	Drawing	8/29/2009	Drawing for Job Num 05-1015 Job Name Kelly		05-1015	Kelly				
1188	Drawing	8/29/2009	Drawing for Job Num 05-1015 Job Name Kelly		05-1015	Kelly				
6087	Drawing	9/8/2009	1009 Job Name Stone Job Structure br1		05-1009	Kelly		br1	62000	
6209	Drawing	9/8/2009	Drawing for Job Num 1023 Job		1023	Wells		02		
6209	Drawing	9/8/2009	Drawing for Job Num 1179 Job		1179	Johnson				
6333	Drawing	9/8/2009	Drawing for Job Num 05-1000 Job Name Sample		05-1000	Kelly				
6374	Drawing	9/8/2009	Drawing for Job Num 05-1007 Job Name		05-1007	Johnson		mb1		

### Imagine the Possibilities

Retrieve stored documents with a click of a button using Titan's Integrated Document Management module. Imagine the possibilities: blue prints, signed delivery tickets, QC documents, production drawings, MSD Sheets. You'll have countless critical documents at your fingertips. Retrieve documents by job, customer, structure, product, vendor, ticket number – any number of ways.

Documents can be saved and indexed in multiple ways, including our Inbox, Email Attachment and Quick Filing methods.

Documents can be stored on local hardware and backed up to secured offsite storage. This module also allows you to email any contact in the Titan CRM module with a click of a button.

You can email multiple documents at once, or one at a time. Additionally, all emails sent or received can be tracked and linked to jobs, customers, vendors and contacts for future retrieval – a complete email history system.

Our email template feature can be used to completely automate the email process. Email templates can automatically fill in the subject line, body, email address and required attachments, which is especially useful with quotes, purchase orders, invoices and customer statements.

### FEATURES

- » Retrieve, View, Reprint and Email Any Type of Document
- » File/Index Documents by Job, Customer, Structure, Product, Vendor, etc.
- » Track Email History
- » Email Template Feature
- » Track Any Document, Such As:
  - Blue Prints
  - Signed Quotes
  - Signed Sales Orders
  - Customer POs
  - Production Drawings
  - Signed Delivery Tickets
  - Inventory Packing Slips
  - Vendor Invoices
  - MSD Sheets
  - QC Documents
  - Production Forms
  - Time Sheets
  - Customer Checks
- » Security Features
- » Archiving Feature
- » Email Quotes
- » Email Purchase Orders
- » Email Customer Invoices
- » Email Customer Statements

#### TITAN DOCUMENT MANAGEMENT

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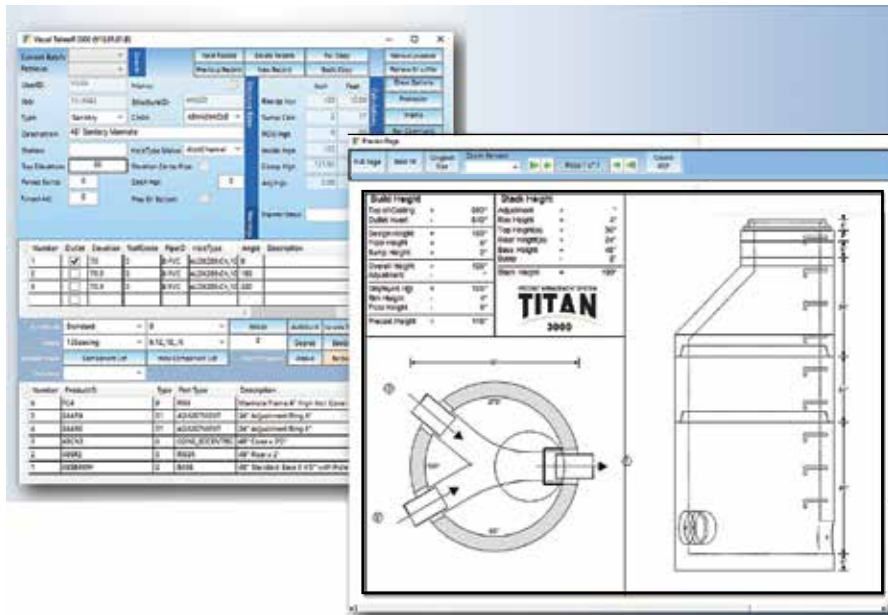


# Titan 3000 Precast & Prestress Management System

## Visual Takeoff Manager

### FEATURES

- » Automatic Resize Feature
- » Automatic Build Feature
- » Manual Build Feature
- » View Structure while Building
- » Structure Type Defaults
- » Job Defaults
- » Copy Structure Feature
- » Automatic Loading of Kit Items
- » Miscellaneous Item Additions
- » Price Allocation Feature
- » Corner Hole Calculation
- » Corner Hole Push Feature
- » Hole Proximity Warning
- » Numerous Pricing Methods
- » Unlimited Price Levels
- » Job Discount Feature
- » Structure Type Discount Feature
- » Production and Submittal Drawings
- » Print Quotes/Sales Orders by Structure/Product Detail, Structure Summary, or Structure Type Summary
- » Quote Any Type of Product



### The Most Advanced and Efficient Way To Perform Takeoffs and Piecing

The Visual Takeoff module featured in Titan is the most advanced and efficient way to perform takeoffs and piecing up of structures. A picture of the stack and a plan view displays right next to your takeoff to give you a visual representation of the structure you are working on.

With this flexibility, you can piece and re-piece a structure until it fits your needs. With Titan 3000, you can change one piece at a time. Or, with the Autobuild feature, you can piece the entire structure at once. Autobuild enables you to view completely different configurations of the entire structure just by clicking a button. Once the structure is pieced up, Titan automatically loads those products into your sales order or quote.

Sales orders and quotes can be printed in detail or summary format. Production drawings are available in many different styles and can be printed by job or in coordination with the production schedule.

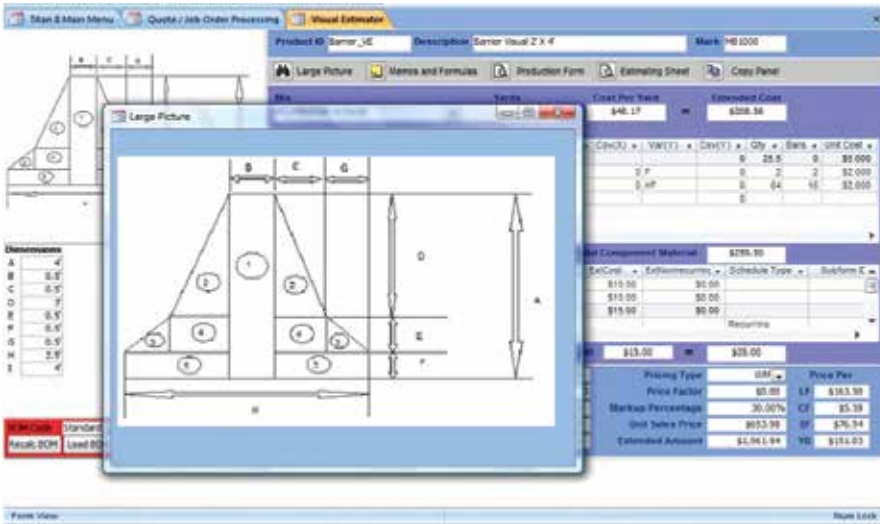


### TITAN VISUAL TAKEOFF MANAGER

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# Titan 3000 Precast & Prestress Management System

## Visual Estimator



### Easy and Precise Estimating for Custom Work

The Visual Estimator is designed to make the estimating process for custom products easy and precise. By enabling users to view a drawing while entering custom dimensions, the Visual Estimator can be configured to automatically create accurate, detailed bills of materials.

Concrete costs, material costs, labor costs, overhead costs and product pricing can all be automatically calculated for the dimensions entered.

There is no limit to the number of "Visual Worksheets" that can be added to the Titan Precast Management System. Visual Worksheets can then be attached to specific product codes. When a user enters that product code into the job screen the Visual Estimator will automatically pop up, prompting the user to enter the required dimensions.

Not-to-Scale production drawings with detailed bill of materials are included with this powerful feature.

### FEATURES

- » Visually Estimate Custom Products
- » Estimate Concrete Costs
- » Estimate Material Costs
- » Estimate Labor Costs
- » Estimate Overhead Costs
- » Estimate Pricing
- » Generate Product Description Based on Custom Dimensions
- » Copy Custom Products
- » Generate Not-to-Scale Production Drawings
- » View/Print Numerous Calculations
- » View/Print Estimating Sheet
- » Unlimited Number of Drawings and Configurations
- » Track Mark Numbers
- » Used by Estimators and Sales Reps

#### TITAN VISUAL ESTIMATOR

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# Titan 3000 Precast & Prestress Management System

## Sales Order Processing

### FEATURES

- » Feature Rich Job Inquiry
- » View Quotes, Not Accepted Quotes, Open Job Orders, Pending Orders, Completed Orders
- » Unlimited Price Levels
- » Specific Job Pricing
- » Job Discount Features
- » Track Structures/Products
- » Track Price/Yards/Weights
- » View Customer Anticipation Dates
- » View Schedule Dates
- » View Production Dates
- » View Ship/Invoice Dates
- » View Product Quantities
- » Record Job Notes
- » Multi-plant

Structure	Pri	Product	V1	Description	QO	Ant. Date	Sch. Date	Pro. Date	Ship. Date	Plant ID	Form ID
M56	1	PC4	4	Manhole Frame 4" High Incl. Cover	1	1/16/2004				100	
M56	1	48CH3	36	48" Cone x 30"	1	1/16/2004				100	48CON
M56	1	48SR3	36	48" Riser x 3"	1	1/16/2004	1/15/2004	1/15/2004		100	48R
M56	1	48SB4	48	48" Standard Bee x 40"	1	1/16/2004	1/15/2004	1/15/2004		100	48B
M56	1	PSX12M	0	Press Seal Gasket 12M	1	1/16/2004				100	
M56	1	PSX36M	0	Press Seal Gasket 36M	2	1/16/2004				100	
M56	1	3/BUTRL	0	3/4" Butyl Rubber	2	1/16/2004				100	NA
M56	1	COATBIT	0	Outside Coating - Bituminous	10	1/16/2004				100	
W2	2	PC4	4	Manhole Frame 4" High Incl. Cover	1	1/16/2004				100	
W2	2	48CH3	36	48" Cone x 30"	1	1/16/2004				100	48CON

### Improve Customer Service and Increase Your Profitability by Centralizing Job Information

Now with Titan Precast Management System, anyone in the office can answer customer questions instantly. No more running around looking for job folders or running out to the yard looking for pieces.

Informative inquiry screens centralize all critical job information, empowering everyone in the office.

Through the use of Customer Anticipation Dates, Schedule Dates, Production Dates, Pick Dates, and Shipped Dates, Titan brings a wealth of information to the screen. Job status, pricing, structures, products and drawings are all at your fingertips.

The Titan Precast Management System can not only improve customer service, it can improve overall company profitability.



#### TITAN SALES ORDER PROCESSING

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# Titan 3000 Precast & Prestress Management System

## Production Processing

Job#	Customer	Job	Structure	Description	Subform	Sch. Date	Ant. Date	Picked	Wa	Plant
+ 1206	Johnson Com	Fort Point	s2	48" Standard Base X 4 with Hole	4" High	Thu, 1/22/04	Tue, 2/10/04	Mon, 1/26/04		100
+ 1206	Johnson Com	Fort Point	s3	48" Standard Base X 4 with Hole	4" High	Thu, 1/22/04	Tue, 2/10/04	Mon, 1/26/04		100
+ 1164	Lake Group C	Wells West Side J	s2	48" Standard Base X 4 with Hole	4" High	Fri, 1/23/04	Thu, 2/12/04			100
+ 1037	Wells South C	Tinton Falls	S1	48" Standard Base X 3 with Hole	3" High	Thu, 1/22/04	Fri, 2/13/04			100
+ 1037	Wells South C	Tinton Falls	S1	48" Riser X 3 with Hole	3" High	Thu, 1/22/04	Fri, 2/13/04			100
+ 1037	Wells South C	Tinton Falls	S2	48" Standard Base X 3 with Hole	4" High	Fri, 1/23/04	Fri, 2/13/04			100
+ 1037	Wells South C	Tinton Falls	S2	48" Riser X 3 with Hole	3" High	Fri, 1/23/04	Fri, 2/13/04			100
+ 1037	Wells South C	Tinton Falls	S3	48" Riser X 3 with Hole	Coring		Fri, 2/13/04			100
+ 1037	Wells South C	Tinton Falls	S3	48" Standard Base X 3 with Hole	4" High	Thu, 1/22/04	Fri, 2/13/04			100
+ 1037	Wells South C	Tinton Falls	S4	48" Standard Base X 3 with Hole	3" High		Fri, 2/13/04			100
+ 1037	Wells South C	Tinton Falls	S5	48" Standard Base X 3 with Hole	3" High		Fri, 2/13/04			100
+ 1037	Wells South C	Tinton Falls	S6	48" Riser X 3 with Hole	3" High		Fri, 2/13/04			100
+ 1160	Kelly Constru	Kelly Job 5	s3	48" Standard Base x 4 0"	4" High		Fri, 2/13/04	Fri, 2/13/04	A	100
+ 1165	Lake Group C	Mount East Phase	h3	48" Standard Base X 4 with Hole	4" High		Fri, 2/13/04	Mon, 2/16/04	A	100
+ 1165	Lake Group C	Mount East Phase	h2	48" Standard Base X 4 with Hole	4" High		Fri, 2/13/04	Mon, 2/16/04	A	100
+ 1165	Lake Group C	Mount East Phase	s1	48" Standard Base X 2 with Hole	2" High		Fri, 2/13/04			100
+ 1147	Shell Develop	Stickel Developme	S3	48" Standard Base X 4 with Hole	4" High		Mon, 2/16/04			100
+ 1147	Shell Develop	Stickel Developme	S2	48" Standard Base X 4 with Hole	4" High		Mon, 2/16/04			100
+ 1147	Shell Develop	Stickel Developme	S1	48" Standard Base X 4 with Hole	4" High		Mon, 2/16/04			100

## FEATURES

- » Track/Schedule Specials
- » Track/Schedule Inventory
- » Schedule by "Form" Availability
- » Monitor Dispatch Activity
- » Quantity On-Hand Warnings
- » Release Items for Production
- » Identify Scheduling Conflicts
- » Create Multiple Production Departments
- » View Customer Anticipation Dates
- » View Dispatch Dates
- » Schedule Weeks in Advance
- » Print Production Schedule by Department
- » View Estimated Man-hours Required by Department
- » Many Customer/Job Inquiry Screens
- » Export Information to Excel or Word

## Tracking and Scheduling 'Special' and Stock Items Gets A Lot Easier with Titan

Titan's production scheduling features were specifically designed for the precast concrete industry. The challenges of tracking and scheduling "special" items along with your stock items becomes considerably simpler when using Titan.

Various quantity, capacity and conflict warnings all aid in helping the production scheduler fulfill day-to-day requirements.

Through the use of Releasing Items, Customer Anticipation Dates, and Dispatch Dates, Titan enables the production scheduler to view into the future and avoid problems before they occur.

Plant efficiency and customer service can be dramatically improved through the use of the Titan Precast Management System.

### TITAN PRODUCTION PROCESSING

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# Titan 3000 Precast & Prestress Management System

## Dispatching

### FEATURES

- » View Job, Structure and Product Status
- » Easily Create Picking/Load Tickets
- » View Load Weight while Picking
- » Pick Weeks in Advance
- » Automatically Create Delivery Tickets and Invoices from Picking Tickets
- » Track Specials
- » Monitor Production Activity
- » Share Dispatch Information with Production Scheduler
- » Identify Inventory Shortfalls
- » View Shipping Schedule
- » Identify Shipping Conflicts
- » View/Print Drivers' Schedules
- » Export Information to Excel or Word

The screenshot displays the Titan 3000 Dispatching software interface. At the top, there is a header with the date 'Monday, February 10, 2020' and a search bar. Below the header is a navigation menu with options like 'Home', 'Jobs', 'Orders', 'Trucks', 'Drivers', 'Reports', and 'Help'. The main area is a grid with columns for 'Job', 'Structure', 'Product', 'Status', and 'File'. The grid contains numerous rows of data, each representing a different job or product. The data is color-coded, with rows in shades of blue, green, yellow, and red. A legend at the bottom of the grid shows color-coded boxes for 'Loaded', 'Hold', 'No Make', 'Special', 'Status', and 'Color'. The interface is designed for efficient data management and tracking in a precast and prestress management system.

### Create Cohesion and Efficiencies Between Production Scheduling and Dispatching

Titan enables the production scheduler and dispatcher to act as a cohesive unit. By sharing information through Titan, both production and dispatch personnel are given the tools to achieve efficiencies that would otherwise be unobtainable using a manual system.

Through the use of many features created specifically for the dispatcher, the balance of client expectations and production resources can be managed more effectively.

With complete job information at everyone's fingertips, the continuous task of answering customer inquiries can be distributed throughout the office, while the actual time of dispatching products and managing trucks and drivers will be considerably reduced.

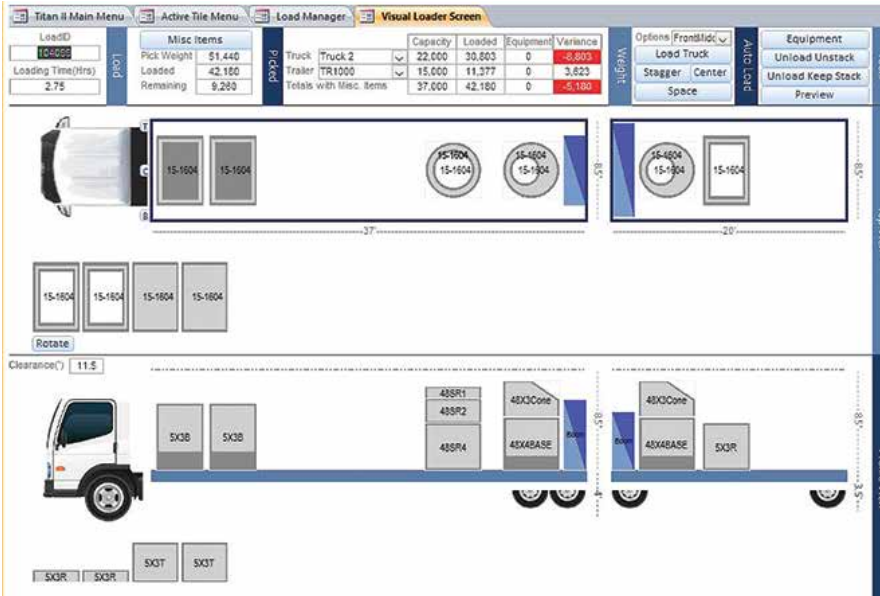


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# Titan 3000 Precast & Prestress Management System

## Visual Loader



## FEATURES

- » Visually Load Trucks
- » Visually Load Trailers
- » Drag and Drop Items
- » View Profile View
- » View Top View
- » Profile and Top Views Automatically Synchronize
- » Stack Items
- » View Booms
- » View Weight Variances
- » Load Miscellaneous Items
- » View Picked Weight
- » View Weight Remaining to Load
- » View Loading Time
- » Automatically Space Items
- » Automatically Center Items
- » Automatically Stagger Items
- » Round or Rectangular Items
- » Print Loading Ticket with Profile and Top View

## Don't Waste Valuable Labor on Trial & Error: Create Your Loading Plan On-Screen

Save time and money with the Titan Visual Loader module. This powerful tool lets you visually determine the most efficient way to load your trucks and trailers. Why waste valuable labor hours on trial and error when you can experiment and visualize on the screen in a fraction of the time?

Items can be dragged and dropped directly into the desired positions on the selected truck/trailer. The top and profile view will automatically synchronize showing a to-scale representation of the truck/trailer.

Items can be stacked, staggered, centered and spaced. Weight variances and warnings can be quickly monitored. Miscellaneous items can be loaded and tracked. Loading time can even be estimated and viewed directly on the screen.

See problems before they occur, saving time and money. The Visual Loader is the very definition of working smart.

### TITAN VISUAL LOADER

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# Titan 3000 Precast & Prestress Management System

## Purchase Order Processing- Inventory Management

### FEATURES

- » Multi-plant Capabilities
- » Track Stock Items
- » Track Specials
- » Track Finished Goods
- » Track Raw Materials
- » Establish Minimum and Maximum Quantities
- » Robust Inventory Inquiry Screens
- » Various Inventory Quantity Warnings
- » Create/Track Bill of Materials
- » Tight Integration with Job Processing, Production, Purchasing and Accounts Payable
- » Track Product Height, Weight, Product Line and Associated Kit Items
- » Create POs Automatically
- » Unit of Measure Conversions
- » Track Vendor Item Numbers, Pricing and Unit of Measure
- » Export Information to Excel or Word

Product ID	Plant	Product Name	QOH	Priced	Ant Qty	Released	SO	Req_BOM	PO	Min Qty	Avail
24A44	100	24" Adjustment Ring 4"	12	0	86	17	153	0	0	0	0
24A46	100	24" Adjustment Ring 6"	3	0	82	13	45	0	0	0	0
304BUTRUB	100	304" Butyl Rubber	98	0	135	137	389	0	73	1	0
34CMB	100	34" High Concrete Median Barrier	0	5	30	30	201	0	0	0	0
429OR3	200	42" RCP X 6' Length, Orig. Cast	0	0	1	1	1	0	1	0	0
45C736	100	48" Flattop Collar 6" w/ 30" Hole	3	1	8	8	33	0	0	0	0
45C7630	100	48" Flattop Collar 6" w/ 30" Hole	0	0	1	1	3	0	0	0	0
45C83	100	48" Cone x 30"	1	31	180	110	360	0	0	0	0
45S83	100	48" Standard Base x 30"	3	5	84	14	20	0	0	0	0
82X2N0	100	NILET BASE (2' X 3')	0	0	1	1	2	0	0	0	0
82X2K1	200	Nilet Base (2' X 3') X 1'	0	0	1	1	1	0	0	0	0
82X2K2	100	NILET BASE (2' X 3') X 2'	0	0	1	1	1	0	0	0	0
82X2K3	100	NILET BASE (2' X 3') X 3'	0	0	4	4	4	0	0	0	0
82X2K4	100	NILET BASE (2' X 3') X 4'	1	0	3	3	3	0	0	0	0
8R205TK	100	42" X 40" Inset Rebar x 2.0	0	1	3	3	0	0	0	0	0
ODATBTF	100	Outside Coating - Bituminous	3	0	640	647	1,815	0	0	0	0
PC4	100	Manhole Frame 4" High Incl. Cov.	42	32	188	188	380	0	58	0	0
PC7	100	Manhole Frame 7" High Incl. Cov.	5	13	34	34	86	0	20	0	0
PC88	100	Foreign Casting Type B - 8"	0	1	1	1	3	0	11	0	0
KMS18816AWP	100	Kor II Socal Castlot 5105-16AWP	0	0	5	5	38	0	0	0	0

### Accurate, Timely Information for Everyone

The Titan Precast Management System includes scores of features to enable precast manufacturers to successfully manage inventory while improving customer service.

Inventory turnover can be dramatically improved by Titan's simplified precast-specific processes. Dispatch and production processing, bill of materials management, and purchase order processing are all tightly integrated, giving everyone accurate, timely information.

Customer service can be greatly enhanced by the many customer and job inquiry screens available in the Titan system. Inventory profitability can be tightly monitored using the many analytical reports available in Titan.

By making it possible to share vital, accurate information throughout the office, Titan gives precasters the ability to meet customers' expectations, effectively manage production resources, and retain company capital.



#### TITAN PURCHASE ORDER PROCESSING-INVENTORY MGT.

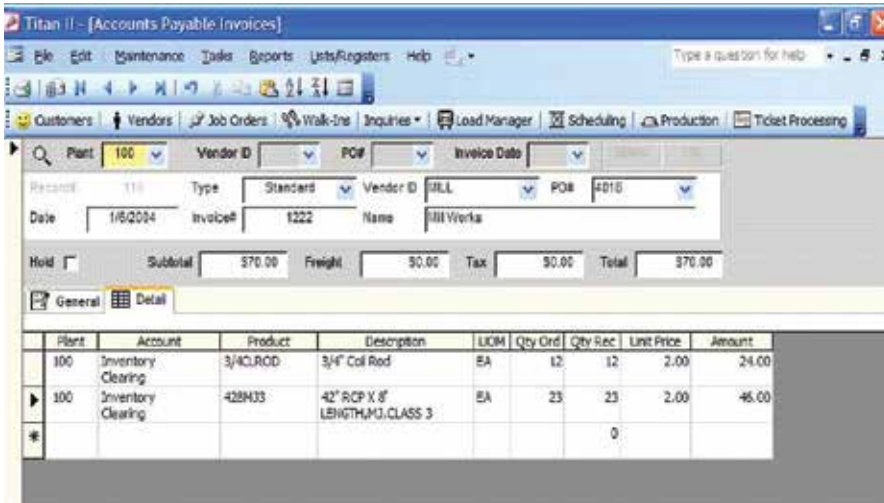
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# Titan 3000 Precast & Prestress Management System

## Accounts Payable



### A Powerful Way to Track Your Expenses And Add Insight to Your Decision-Making

The Accounts Payable module provides all the tools you will need to manage your expenditures. With tight purchase order integration, validating vendor invoices is no longer a cumbersome chore, while selecting invoices for payment is quick and easy.

Powerful, yet easy to use, Accounts Payable offers the ability to process checks individually or in a batch and can produce a wide range of reports to highlight key financial information.

While the Accounts Payable module can be used as a stand-alone management tool, when coupled with the rest of the Titan Precast Management System it is sure to add to your business insight and improve your decision-making.

### FEATURES

- » Vendor Maintenance
- » Invoice Register
- » Check Register
- » Unlimited Bank Accounts
- » Aged Payable Reports
- » Purchasing Analysis
- » Integration with PO System
- » Manual Check Writing
- » Invoice Payment Processing
- » Check Batch Printing
- » Customizable Vendor Fields
- » Vendor Default Accounts
- » Vendor Lists and Labels
- » Purchase Clearing Accounting
- » Integration with General Ledger
- » Export Information to Excel or Word

#### TITAN ACCOUNTS PAYABLE

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# TITAN

## *4 Mobile Apps to Keep*

# Contractor Hub

## Seamless Collaboration With Contractors

Titan's Contractor Hub is an exciting service that strengthens the collaboration between the precaster and contractor. Through our secure internet hub, precasters and contractors can share up-to-the-minute information about their jobs – without making a phone call!



With Contractor Hub, you can:

- Create a secure information exchange portal for contractors
- Share structure drawings, delivery info and all details
- Create a delivery calendar with monthly, weekly, daily views – and much more!

# QCTitan

## Make Your QC Mobile - And More Efficient

The QCTitan mobile app puts our powerful QC dashboard at your fingertips so you can track your quality control activities from anywhere. QCTitan reduces duplication of data, cuts down errors and makes your QC more efficient. With QCTitan you can:

- Digitize inspections and track testing of products
- Improve accountability of inspections
- Create a custom reporting dashboard for metrics
- Integrate with Titan's scheduling and inventory modules



# MOBILE

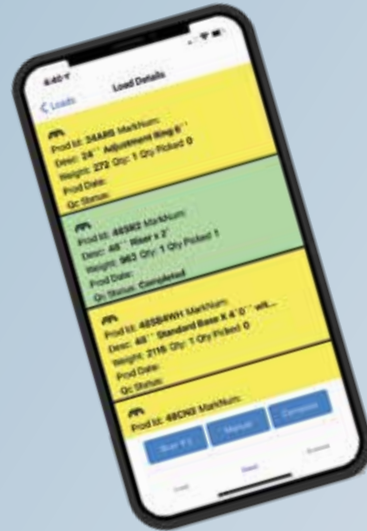
*Your Business Growing*

## PickIT

### Confirm the Items on Your Delivery Load

Timely product delivery is critical to every precast business. That's where Titan's PickIT app comes in. PickIT simplifies your staging needs by confirming that products scheduled for delivery have been fully produced and quality checked.

With PickIT, simply scan a product's barcode to verify that the correct item is ready to load, and then double-check the log to ensure that all necessary quality control steps have been taken. It's easy – and mobile – with PickIT!



## SignIT

### Paperless Delivery Tickets

A Contractor Hub app, our new paperless delivery ticket mobile app allows truck drivers to get delivery tickets signed on the go right from the convenience of a phone or tablet.

This is the best way to stay on top of all of your loads and delivery tickets, and get your invoices out quicker.

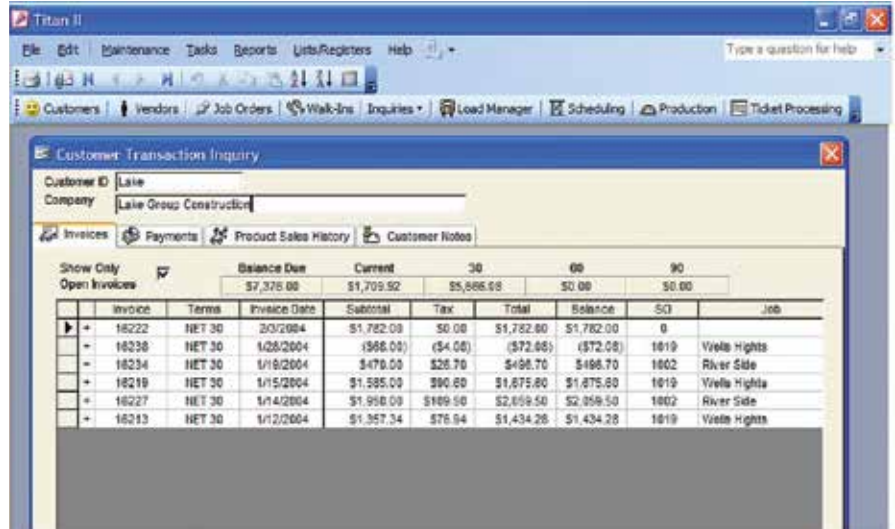


# Titan 3000 Precast & Prestress Management System

## Accounts Receivable

### FEATURES

- » Customer Maintenance
- » Invoice Registers
- » Cash Receipts Registers
- » Unlimited Bank Accounts
- » Aged Receivable Reports
- » Receivables by Sales Rep
- » Receivable Report with Collection Notes
- » Payment Analysis Reports
- » Walk-In Screen
- » Customer Inquiry Screen
- » Collection Notes Tracking
- » Customer Statements
- » Finance Charge Feature
- » Customer Status Feature
- » Custom Fields
- » Export Information to Excel or Word



Invoice	Terms	Invoice Date	Subtotal	Tax	Total	Balance	SC	Job
16222	NET 30	2/3/2004	\$1,782.00	\$0.00	\$1,782.00	\$1,782.00	0	
16238	NET 30	1/28/2004	(\$68.00)	(\$4.00)	(\$72.00)	(\$72.00)	1619	Wells Hights
16234	NET 30	1/18/2004	\$476.00	\$26.70	\$498.70	\$498.70	1602	River Side
16219	NET 30	1/15/2004	\$1,585.00	\$90.60	\$1,675.60	\$1,675.60	1619	Wells Hights
16227	NET 30	1/4/2004	\$1,958.00	\$169.50	\$2,059.50	\$2,059.50	1602	River Side
16213	NET 30	1/12/2004	\$1,357.34	\$76.94	\$1,434.28	\$1,434.28	1619	Wells Hights

### Comprehensive and Powerful Tool to Manage Customer Account Information

Titan's Accounts Receivable module provides a variety of tools for tracking and managing customer account information.

Intuitive features coupled with informative reporting are the hallmark of this Accounts Receivable module.

By simply generating invoices directly from delivery tickets, the accounts receivable process starts off swiftly and accurately. It is followed by the ability to print customer statements in multiple formats, while easily recording and tracking customer collection notes.

Finishing strong, the accounts receivable process ends with user-friendly cash entry and customer inquiry screens.

Comprehensive and powerful, the Accounts Receivable module is a critical process within the Titan Precast Management System.



### TITAN ACCOUNTS RECEIVABLE

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# Titan 3000 Precast & Prestress Management System

## General Ledger

Budget	Yearly Fixed Budget	Allocate Monthly	Budgets	
2004 V1	\$12,000.00			
2004 V2	\$12,000.00			
2005 V1	\$12,000.00			
2005 V2	\$12,000.00			
Period	Amount	Factor Account	Percent	Description
1	\$1,000.00			
2	\$1,000.00			
3	\$1,000.00			
4	\$1,000.00			
5	\$1,000.00			
6	\$1,000.00			
7	\$1,000.00			
8	\$1,000.00			
9	\$1,000.00			
10	\$1,000.00			
11	\$1,000.00			
12	\$1,000.00			

### Titan's General Ledger: A Complete Financial Picture of Your Business

The General Ledger module ties together all aspects of the Titan Precast Management System for a complete financial picture of your business. Accounts receivable, accounts payable, inventory receipts and production processing are all tightly integrated with the General Ledger to give you a clear view of the past. Our Active Budgeting feature will give you a clear view of the future.

With the ability to create unlimited budgeting scenarios, the Active Budgeting feature enables you to create budgets based on current and projected sales figures. Percent of Actual Sales Budgeting as well as Fixed Budgeting scenarios give you the tools to create truly flexible and realistic budgets.

Combining ease of use with power and flexibility, Titan's General Ledger module will provide you with valuable business insights and lead you to the next level of comprehensive financial management.

### FEATURES

- » Chart of Accounts
- » Active Budgeting
- » Unlimited Budgeting
- » Income Statements
- » Balance Sheets
- » Statement of Cash Flow
- » Flexible/Easy Financial Report Writer
- » General Ledger
- » Trial Balance
- » Working Trial Balance
- » Transaction Journals
- » Transaction Journal by Plant
- » 20 Digit Account Number
- » Export Information to Excel and Word

#### TITAN GENERAL LEDGER

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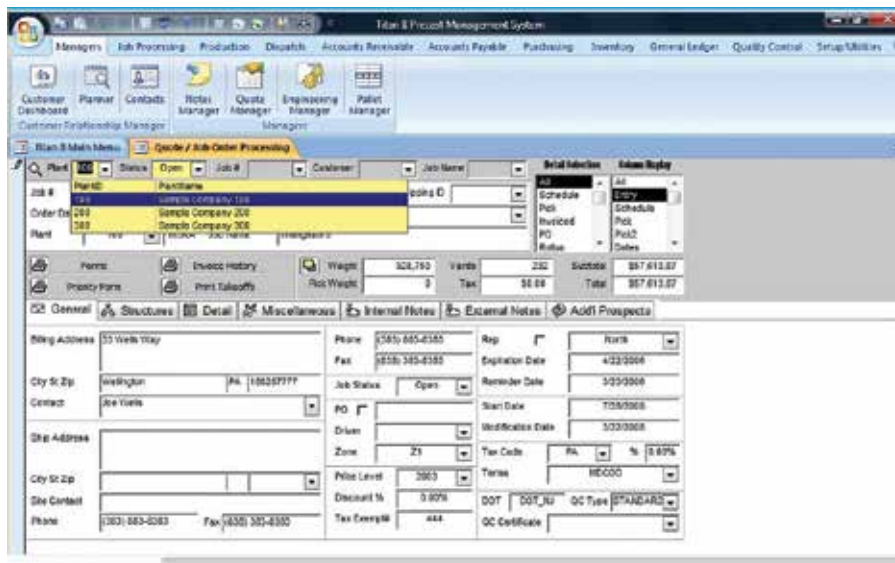


# Titan 3000 Precast & Prestress Management System

## Inter-Company Accounting

### FEATURES

- » Multiple Companies Share One Database
- » Individual Company Trial Balances and Financials
- » Consolidated Financial Statements
- » Share Production Resources
- » Share Shipping Resources
- » Share Customers
- » Share Vendors
- » Share Product Codes
- » Multiple Companies Can Process a Single Job
- » "Due to/Due from" Inter-Company Transactions Can Be Automatically Created
- » Print All Reports by Company
- » Print All Reports Combined



### Multiple Companies: One Cohesive Unit

Unique and powerful, Titan's Inter-Company Accounting feature enables multiple companies to work as one cohesive unit. Related companies can now be combined under one database while maintaining individual trial balances and financial statements.

Multiple companies can seamlessly process a single job in Titan. Sales and expenses will be automatically attributed to individual companies. Inter-company general ledger transactions can automatically be created, accurately reflecting "due to/due from" scenarios.

Sharing production resources, shipping resources, customers, vendors and product codes dramatically reduces database maintenance while increasing resource utilization.

All reports, including sales, receivables, payables, inventory, and financial reports, can be printed individually, by company or combined.

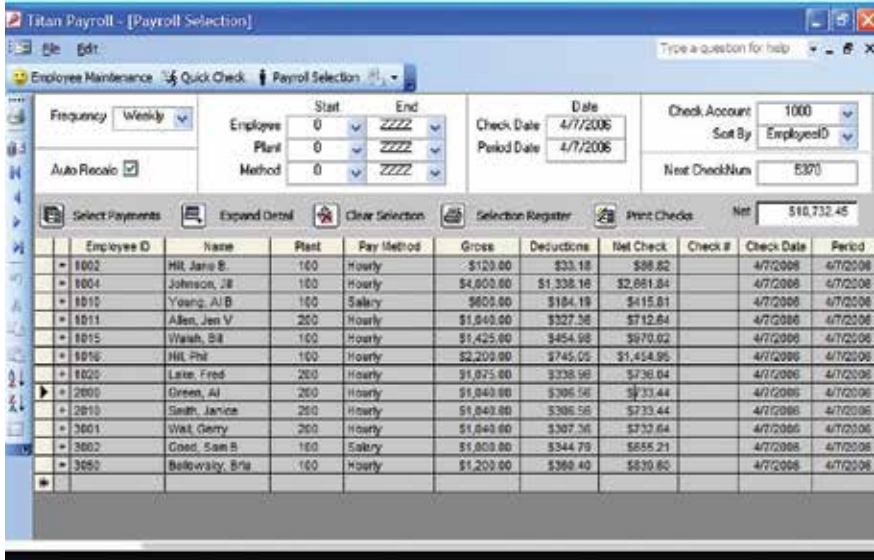


### TITAN INTER-COMPANY ACCOUNTING

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# Titan 3000 Precast & Prestress Management System

## Payroll



The screenshot shows the Titan Payroll software interface. At the top, there's a title bar 'Titan Payroll - [Payroll Selection]'. Below it are menu options like 'File', 'Edit', and a search bar. The main area is divided into several sections: 'Frequency' (Weekly), 'Employees' (0), 'Plant' (0), 'Method' (0), 'Date' (4/7/2006), 'Check Date' (4/7/2006), 'Check Account' (1000), 'Sort By' (EmployeeID), and 'Next CheckNum' (5370). There are also buttons for 'Select Payments', 'Expand Detail', 'Clear Selection', 'Selection Register', and 'Print Checks'. A 'Net' value of \$10,732.45 is displayed. Below these controls is a table with columns: Employee ID, Name, Plant, Pay Method, Gross, Deductions, Net Check, Check #, Check Date, and Period. The table lists 15 employees with their respective details.

Employee ID	Name	Plant	Pay Method	Gross	Deductions	Net Check	Check #	Check Date	Period
1002	Hil, Jane E.	100	Hourly	\$120.00	\$33.18	\$86.82		4/7/2006	4/7/2006
1004	Johnson, JH	100	Hourly	\$4,600.00	\$1,338.16	\$3,261.84		4/7/2006	4/7/2006
1010	Young, Al B.	100	Salary	\$605.00	\$184.19	\$415.81		4/7/2006	4/7/2006
1011	Allen, Jim V.	200	Hourly	\$1,840.00	\$327.56	\$1,512.44		4/7/2006	4/7/2006
1015	Wash, SB	100	Hourly	\$1,425.00	\$454.98	\$970.02		4/7/2006	4/7/2006
1016	Hil, Phil	100	Hourly	\$2,200.00	\$745.05	\$1,454.95		4/7/2006	4/7/2006
1025	Lake, Fred	200	Hourly	\$1,075.00	\$338.96	\$736.04		4/7/2006	4/7/2006
2005	Green, Al	200	Hourly	\$1,040.00	\$306.56	\$733.44		4/7/2006	4/7/2006
2010	Smith, Janice	200	Hourly	\$1,040.00	\$306.56	\$733.44		4/7/2006	4/7/2006
3001	Walt, Gerry	200	Hourly	\$1,040.00	\$307.56	\$732.44		4/7/2006	4/7/2006
3002	Good, Sam B.	100	Salary	\$1,000.00	\$344.79	\$655.21		4/7/2006	4/7/2006
3050	Bellowsky, Brian	100	Hourly	\$1,200.00	\$360.40	\$839.60		4/7/2006	4/7/2006

### A Full-Featured and Flexible Payroll Module, Tightly Integrated with Your General Ledger

The Payroll Processing Module is an excellent addition to Titan's family of products specifically designed for the precast industry. Secure and tightly integrated with the General Ledger, the Payroll Module completes Titan's financial set of modules.

Payroll checks can be swiftly processed using batch processing or single check processing. All common reporting is available, including earnings analysis reports and deduction/expense analysis reports.

With customizable earnings, deduction and expense codes, the payroll module is full featured and flexible.

Multi-plant, multi-department features coupled with intuitive inquiry screens makes Titan's Payroll Module comprehensive and equipped for precast concrete operations of all sizes – from small single-plant operations to the largest multi-plant facilities.

### FEATURES

- » Multiple Earnings Distribution
- » Multiple Plant/Department
- » Benefit Accrual Reporting
- » Tax Withholdings
- » Customizable Deductions (i.e. 401(k), Cafeteria Plan)
- » Checks and Stubs
- » Check Register
- » Direct Deposit Register
- » Earnings Analysis Reports
- » Deduction/Expense Analysis Reports
- » Simple Batch Processing
- » Single Check Processing
- » Simple Check Voiding
- » 941/940/W-2
- » Customizable Fields
- » Notes and Reminders
- » Intuitive Inquiry Screens
- » Plant/Department Expense Distribution

#### TITAN PAYROLL

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# Titan 3000 Precast & Prestress Management System

## Timesheet

### FEATURES

- » Clock In/Out Feature
- » Enter Total Hours Feature
- » Timesheet Review Screen
- » Quickly Review Time by Production Department
- » Post Time Directly to Production Work Orders or Post Time to Job Costing Phases and Cost Codes
- » Filter Job Selection by Production Schedule Date
- » Integrates Directly with Titan Payroll Module
- » Utilize Tablet PCs
- » Generate Various Timesheet Reports
- » Multi-Plant Feature
- » Custom Report Feature
- » Data Export Feature

### Accurately Capture Labor Hours

Designed to completely integrate with Titan Production Processing, Job Costing and Payroll Modules, Titan's Timesheet Module is a powerful tool to accurately capture labor hours.

Pull-down lists are available to employees for easy selection of Job and Work Orders or Phases and Cost Codes. Jobs and Work Orders can be restricted and filtered by production scheduling date. Inexpensive tablet PCs can be simultaneously used to capture and record time in the office, in the plant, in the yard, or on the road.

Managers can scan through time entries with the Timesheet Review Screen and quickly view Totals by Production Department.

Recorded hours can be used to directly update production entries and/or job costing entries. Time can also be directly loaded into Titan's Payroll Processing Screen if required. Various Timesheet Reports and Data Export features are also available.



### TITAN TIMESHEET

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# Titan 3000 Precast & Prestress Management System

## Asset Manager

The screenshot displays the Titan Asset Manager software interface. At the top, there are navigation tabs for 'Asset Manager' and 'Work Order Labor Reports'. Below the tabs, there are several panels: 'Asset Manager' with fields for 'Description', 'Make', 'Model', 'Serial Number', 'Plate', 'Color', and 'Condition'; 'Parts Maintenance' with 'Task Setup', 'Plan Setup', and 'Profile Setup'; and 'Work Order Labor Reports' with 'Parts Reports', 'Job Cost Reports', and 'Depreciation'. Below these panels is a toolbar with icons for 'View Asset Detail', 'Data Sheet', 'Create WO', 'WO List', 'Create PO', 'Job Cost', and 'Documents'. The main area is a table titled 'Asset List' with columns for 'Class', 'ID', 'Description', 'Make', 'Model', 'Serial Number', 'Location', 'Rate', and 'Status'. The table contains 20 rows of equipment data, including items like '3 TON OVERHEAD CRANE', '18 TON OVERHEAD CRANE', '18 TON LOW HEAD OVERHEAD CRANE', '18 TON OVERHEAD CRANE', '18 TON SOUTH EAST OVERHEAD CRANE', 'OVERHEAD CRANE', 'OVERHEAD CRANE', 'OVERHEAD CRANE', '7 TO 10 TON OVERHEAD CRANE', 'OVERHEAD CRANE', 'OVERHEAD CRANE', 'OVERHEAD CRANE', '18 TON CRANE - Equal to 10 TON', '18 TON CRANE', 'SLO BLOWER', 'SLO BLOWER', 'DIESEL POWER HEATER', 'DIESEL POWER HEATER', 'PORTABLE HEATER', and 'FORKLIFT'.

## FEATURES

- » Track Plant Equipment
- » Record Acquisition Data
- » Create Maintenance Plans
- » Create Maintenance Work Orders
- » WO and Task Management
- » Track Parts
- » Location Tracking
- » Tax Depreciation Reports
- » Book Depreciation Reports
- » Create Book Depreciation Journal Entry
- » Equipment Cost Tracking
- » Equipment Labor Tracking
- » Costing Analysis Reports
- » Tied to Document Management
- » Customizable Display
- » Display Equipment Picture
- » Export Data to Excel

## A Whole New Level of Asset Management

Increase the useful life of your equipment with Titan's Asset Manager module. Emphasizing maintenance, depreciation and costing, this module brings together key equipment processes into one integrated program.

Track and record all maintenance routines critical to the proper upkeep of your equipment. Track parts and labor from work orders while building an equipment costing history essential for future purchasing decisions.

Track and create depreciation entries critical for month-end financial reporting purposes. Track and record equipment locations and other important data such as make, model, serial number, plate, color, status and condition.

In addition, documents and photos can be associated and tracked against any asset by utilizing Titan's Asset Manager and Document Management integration.

Bring your equipment management processes to a whole new level with Titan's Asset Manager module.

### TITAN ASSET MANAGER

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# Titan 3000 Precast & Prestress Management System

## Job Cost Processing

### FEATURES

- » Monitor Job Phases
- » Track Job Cost Codes
- » Create Job Estimates
- » Record Actual Costs
- » Integrates with General Ledger, Purchase Order Processing, Accounts Payable, Payroll, Accounts Receivable, Inventory Management, CRM and Document Management
- » Analyze Estimate to Actual by Phase and Cost Code
- » Copy Job Estimate Utility
- » Issue Inventory
- » Certified Payroll
- » AIA Billing
- » Retainage Feature
- » Export Information to Excel or Word

Phase	Cost Code	Cost Type	Cost Code Description	Est. Qty	UOM	Est. Rate	Est. Amount
001	100100		PROGRESS BILLINGS	7000	LS	\$1.00	\$7,000.00
001	900300	Labor	DRIVERS	5	HR	\$45.00	\$225.00
001	900100	Labor	OPERATORS	5	HR	\$53.00	\$265.00
001	900200	Labor	LABORERS	5	HR	\$35.00	\$175.00
001	900425	Labor	SUPERINTENDENTS	5	HR	\$60.00	\$300.00
001	900000	Labor	SUBSISTENCE	5	HR	\$25.00	\$125.00
001	400453	Labor	330 BAWCHIDE	5	HR	\$75.00	\$375.00
001	400455	Equipment	WTR TRK (#65, 72, 101)	5	HR	\$75.00	\$375.00
001	400470	Labor	D 400 ROCK TRUCK	5	HR	\$55.00	\$275.00
001	500596	Labor	980C (L12, L7, 20)	5	HR	\$57.00	\$285.00
001	500598	Equipment	980 G LOADER	5	HR	\$88.00	\$440.00
001	600200	Labor	MISC JOB COSTS	5	HR	\$57.00	\$285.00
001	500590	Materials	PURCHASED AGGREGATE	5	TON	\$45.00	\$225.00
001	600200	Materials	MISC JOB COSTS	5	HR	\$100.00	\$500.00
001	700100	Materials	MISC EQUIPMENT RENT	5	HR	\$75.00	\$375.00
001	700115	Sub	SUBS/CONCRETE	5	HR	\$55.00	\$275.00
001	700190	Sub	SUBS/ELECTRIC WORK	5	HR	\$55.00	\$275.00
001	700999	Materials	OTHER SUBCONTRACTORS	5	HR	\$56.00	\$280.00

### Tight Integration to Manage Project Costs

Titan's Job Cost Processing module manages costs on large-scale projects, small projects and even capital equipment and facilities. General Ledger, Payroll, Accounts Payable, Purchase Order Processing, Inventory Management, Accounts Receivable, CRM and Document Management modules are all tightly integrated with the Job Cost Processing module.

Create job estimates and budgets by phase and cost code. Compare and analyze budgeted amounts to actual expenditures by individual cost codes or by phase. Copy job estimates by job or job template. Job notes and tasks can be assigned and monitored by individual or by task category.

Certified payroll reports can be generated with the Payroll Module. Retainage features are available in conjunction with the Accounts Receivable AIA billing features.

Filled with tools to manage your costs, Titan's Job Cost Processing module is essential for both large and small projects.

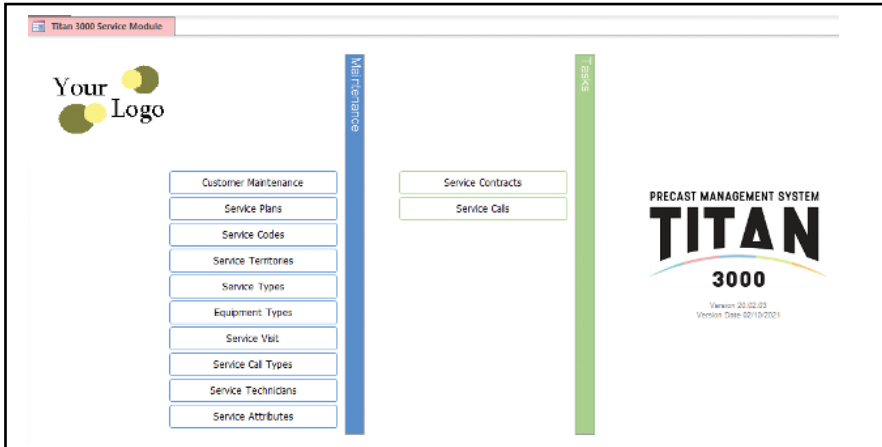


### TITAN JOB COST PROCESSING

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# Titan 3000 Precast & Prestress Management System

## Field Services



### Connect Your Field Services, Streamline Processes and Integrate with Titan 3000

The Titan Field Services module connects the service team and main workplace so that your company can schedule more jobs and get payment faster. Enhance your field service specialists with the on-time support your customers require.

View upcoming workload status, service technician productivity, and billing receivables – all at a touch of a button. Titan Field Services streamlines your processes and provides useful tools to easily organize your work orders, customer information, and cash flow. Most importantly, it integrates seamlessly with Titan 3000 to keep your financial and field services data in sync.

Customer Maintenance lookup fields and features make it simple to quickly find account information by jobsite address, customer contact, or serial number. With the easy-to-use Customer Maintenance screen, you can view all equipment, service contracts and service calls associated with the client. A double-click of the contract information or service call information takes you to the detail screen for that specific data.

Integration with the powerful Titan 3000 system is the key. Easily generate an invoice that seamlessly flows into the Titan 3000 system from the Service Contract screen. And, you can view customer and product information in both the Titan Field Services module and the Titan 3000 system, saving time, duplication and reducing errors.

### FEATURES

- » Customer Maintenance
- » Customer Lookup
- » Equipment List
- » Customer Notes
- » Job Site Info
- » Service Plans
- » Customizable Verbiage on Agreement/Acceptance on Service Contracts
- » Service Contracts
- » Service Calls
- » Service Record Cards
- » Print Upcoming Work Orders
- » Print Service Contracts
- » Component Warranties
- » Automatically Mark as Pending a Batch of Service Contracts
- » Works with Titan 3000 system
- » Generate Invoices
- » Print Service Orders
- » Print Service Reports
- » Print Incident Reports
- » Material Issued Record

#### TITAN FIELD SERVICES MODULE

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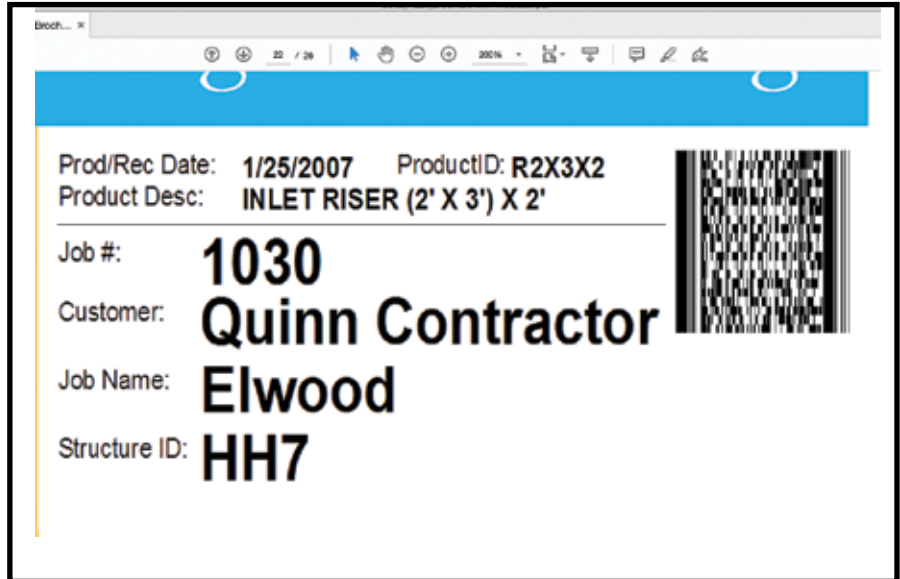


# Titan 3000 Precast & Prestress Management System

## Bar Coding and Labeling

### FEATURES

- » 6" by 12" Durable Labels
- » Viewable from Long Distance
- » No Need to Retype Information
- » Print from Production Scheduling
- » Print from Production Processing
- » Print from Inventory Receipt
- » Print from Job Order Processing
- » Accepts Inventory Status Information from Handheld Scanner
- » Record and Track Product Location Information
- » Additional Label Sizes Available
- » Integrates with Titan's Quality Control Module



### No More Crayons and Spray Paint with Titan's Complete Bar Coding Module

Put away your crayons and spray paint. Titan offers a complete Bar Code Labeling module. Gone are the days of tedious stenciling and spray painting or the unprofessional look of crayons.

Now, with Titan's Bar Code and Labeling model, labels can be easily printed directly from production scheduling, production processing or inventory receipt processing. No need to retype any information or shake a spray can. The 6" by 12" labels are sure to stick and can be viewed from a long distance.

The Bar Coding, along with a handheld scanner, can be used to track the location of "specials" or "custom made" items. These locations or sections can then be displayed on all picking and delivery tickets. No more running around looking for a product to load on the truck.

Complete inventory accuracy can be achieved by using the handheld scanner to record and transfer stock status information to Titan. Specific product delivery information can be captured and linked to Titan's Quality Control Module.



### TITAN BAR CODING AND LABELING

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## TITAN TALES - The User Experience

# Before and After: A Dramatic Difference

*The Titan Precast Management System enables Nance Precast to take charge of a growing operation*

**F**or Nance Precast Concrete Products, there's the "before" and the "after." Based in Piedmont, Oklahoma, Nance Precast has grown steadily since its founding in 1991. But there comes a point when keeping track of all aspects of the business using manual processes and several software applications gets a little unwieldy. That's the "before."

"We had an independent quoting software and a different accounting program for invoicing and payables," said Chad Nance. "We used Excel for production scheduling, along with a CAD program for drawings."

It took a lot of effort and a lot of staff time to coordinate the wide-ranging pieces of a project from start to finish. So Nance, the third generation precaster who now owns the company with his father Randy and his uncle Stanley, started to look for a solution.

"I started doing some research, thinking that if there was a way to tie it all together, increase efficiency and reduce errors, that would be awesome," he said. "I came across Titan and started talking to them."

That's the "after."

### Transforming the Business

Nance learned about the Titan Precast Management System, committed his company to deploying the system, and watched it transform the way Nance Precast manages all aspects of its business.

"What's great about it from our side is that it ties everything together," Nance said. "Other than a few of the smaller packages, we use every module. We use it for quoting, costing, drawing, scheduling, quality control, loading, dispatch, invoicing, payables, et cetera," he added.

"For the most part, we're paperless," Nance continued. "The only paper we use are the production drawings that go to the guys out back. Everything else is tracked and available in Titan.

"So, for example, our sales department quotes the project," Nance said. "Once sold, a project manager converts it to an active order and finalizes the drawings. It is then turned over to production for scheduling. Next, the parts are produced and run through the quality control program. Finally, the job is scheduled to ship, is loaded, and then shipped.

"All of these processes are converted to the different modules easily and handled by the Titan program," Nance said. "From the time the project is quoted to delivery, the information is only entered once at the

beginning. There is no risk of errors manually converting from one module to the next. This is significant for us," he said.

"Accessibility is a great benefit with Titan," Nance added. "With all of the information being available to everyone at any time, it eliminates the need for employees to have to go back and forth looking for answers to questions. More importantly, you know that the answers you seek are in the program and correct. Again, from the time the project is quoted to the time the invoice is paid, everything is correctly tracked."



Chad Nance

### Managing Growth

As the company has grown, the Titan Precast Management System has enabled it to keep pace without adding additional support staff, which is another key benefit.

Since implementing the Titan system, "it's been record year after record year," Nance said. "We're a growing company, and because of Titan we've been able to keep the same core in the office and still support that growing volume. We probably have fewer people in the office now than we did when we had half the sales 10 years ago."

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## An IT Issue...and an Idea

*Garden State's quest for a new business management system led to a relationship that changed the precast concrete industry.*

**G**arden State Precast was just getting started when Kirby O'Malley realized they needed a new type of business management system. Kirby, his brother Gene and partner Dan Morris purchased the plant in 1999, and they were staring at an IT system that was clunky and antiquated.

"I needed to find somebody, and the precast industry didn't have anything," O'Malley said. They were looking for a vendor to help them wrap their arms around the accounting and IT side of the business. "We had bought some new computers, and the person who sold them to us knew James and Magda Muka," O'Malley said. "He told us, 'I know these people who are really smart and have a small company.'" That was the beginning of a long relationship that changed both companies, and, in essence, the precast concrete industry.

At the turn of the century, Muka Development Group was a small accounting firm focused in other business sectors in New Jersey and New York region. O'Malley introduced them to the precast concrete industry and asked whether they could develop some precast-specific software.

### Immersed in the Industry

James Muka, a CPA, spent months at the Garden State facility in Farmingdale, N.J., learning about the industry. "He was watching what we did, and how we scheduled and how we did our engineering and takeoffs," O'Malley said. "So, he really immersed himself in the precast industry, and that's how we got started."

Fast forward 20 years, and Garden State Precast has a thriving business that runs exclusively on what is now known as Titan 3000 – a full-blown precast concrete plant management system used by precast plants throughout North America. It all started with an IT issue and an idea.

"We do everything on Titan," O'Malley said. "Credit, collections, all our receivables, all our invoicing. That's one of the things I like about it. It does everything – soup to nuts. We don't need a separate Excel spreadsheet for something. Everything is there."

Garden State Precast has worked extensively with Muka Development Group over the years in testing new modules. They are currently working on implementing the QCTitan mobile app at the plant, as the company continually moves toward becoming paperless. They've already taken giant steps down that road. It started early on with a Titan accounting module.

"I had James come over to the plant and showed him all the paper we had," O'Malley said. "So, he developed a module and we got rid of 28 filing cabinets. We only have one filing cabinet left in the company. Everything gets scanned in, and it's all accessible. You can access it from your phone. You can access it remotely, and that's been a big thing because so many of us work remotely now."



**Kirby O'Malley**

Customers appreciate it also, O'Malley said. "When we do our quoting, we can put it in almost any form that the customer wants. The data goes in, and we can bring it out any way they want. Our customers really enjoy the fact that we can customize it for the way in which they want to receive the quote. Same information. But some people like it one way, some people like it the other way. We can send it electronically. It's a modern convenience our customers really like, because our quotes are really easy to understand," he added. "It's always a good thing when your customers have confidence in what you're doing."

The team at the Muka Development Group would definitely agree with that statement!

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## One Version of the Truth

*With the Titan Precast Management System, Terre Hill's team works from one information source, rather than multiple versions of data.*

One of just a handful of precast concrete companies that can trace its roots back 100 years, Terre Hill Concrete Products evolved alongside the industry, adding new products, better technology, more automation and multiple locations through the years. Located in Terre Hill, Pa., about an hour west of Philadelphia, by 2005 the company was running in several directions, and so were the data systems for accounting, sales, production and dispatching.

It was time to get everybody on the same page. That's when Terre Hill Concrete Products made the move to the Titan Precast Management System, according to Joshua Martin. A fourth-generation family member, Martin is the director of business improvement and the company's point person for IT and all things Titan.

"We use it today to manage our entire quoting process, production, order tracking. It handles our customer invoicing, our general ledger, accounts payable," he said. "Prior to Titan, every department and every office had their own filing system, their own paper files. What I would say is that they had their own version of the truth. So, we were not just duplicating work, we were sometimes triplicating work or more, just starting from scratch – taking a quote and starting all over to make it a shop drawing, and then starting all over to make it a delivery ticket. Starting all over to make it an invoice."

### The Entire Process in One System

Titan changed all that with its comprehensive data management of every process at the plant. "The biggest advantage to Titan is the consolidated approach to managing orders," Martin said. "The entire process is contained within one system, accessed by any person in the company regardless of their physical location. And everyone is pointing back to that same data source. That same source of truth."

With about 160 full-time employees spread out among four production locations and a corporate office, the conversion to a global information management system made a lot of sense, but it didn't come easy.

"When we first started using it in 2005 there was a learning curve, as there is with anything new," Martin said. "People, of course, are hesitant to change. But the first thing it did right away, it brought a little bit of sanity to our office. Once everyone got comfortable with it and figured out where the information was stored, we saw that people were suddenly able to help themselves to that information

– rather than waiting for someone to get off the phone so that they could ask the question that only he could answer."

### On-Demand

"Now, people could go in and it's kind of like self-serve, on-demand information. And that's true not only for the office-level employee, but it's also true for the managers and executives. They can actually just go into Titan directly and look up this information and get what they want when they want it."

The capability for everybody to track what's happening no matter their location is a key benefit. "Not only can we see it, but it's getting updated live," Martin said. "So, for the most part, it's live information. Again, when there is one version of the truth and everyone is looking to that, it really helps to break down silos, to encourage communication, to make sure everyone is literally on the same page."

Martin cautions that it takes a commitment to bring Titan online, but it's well worth it in the long run.

"The process of converting is daunting. And certainly, it's a big investment," he said. "But once you get over the hump, once you get through that necessary transition, you will ask, 'how did we live without it?' And your employees will say, 'I don't ever want to go back.'"



Joshua Martin

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