



## TOTALTEK Inc

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Overview: At TotalTek, a minority owned small business, our mission is to help the US Federal Government achieve its goals and objectives by providing agile and reliable solutions in Digital Transformation, Naval Engineering and Design Services, Project Management, and SAP Consulting Services. We understand the unique challenges faced by the federal government in meeting the needs of its citizens and stakeholders, and we are committed to delivering services that are tailored to meet those needs. Our team of experts has a deep understanding of the federal government's regulatory and compliance requirements.

### Capabilities:

#### Digital Transformation:

- Digital Strategy Development
- Business Process Automation
- Cloud Migration and Adoption
- Data Analytics and Insights
- Customer Experience Optimization
- Cyber Security Risk Management

#### Marine Engineering and Design Services:

- 2D and 3D Design and Modeling
- Systems Engineering and Integration
- Structural and Mechanical Engineering
- Production and Project Engineering
- Test and Evaluation
- Life Cycle Support and Maintenance

#### Project Management:

- Project Planning and Scheduling
- Resource Allocation and Management
- Risk Identification and Management
- Change Management
- Quality Assurance and Control
- Project Closeout and Evaluation

#### SAP Consulting Services:

- SAP Implementation, Customization Training and Upgrading
- SAP Module Configuration and Integration
- Business Process Analysis and Optimization
- SAP System Support and Maintenance

### NAICS CODES:

336611 Ship Building and Repairing

541512 Computer Systems Design Services

541330 Marine Engineering and Architecture

561410 Document Preparation Services

541511 Custom Computer Programming Services

541611 Administrative Management and General Management Consulting Services

**DUNS# 801199527**

**UEI# T8M2JTJB3KA6**

**CAGE Code 7BB11**



#### Key Differentiators:

Risk Management and Resource Optimization - Open Communication - Focus on Innovation - Emphasis on Collaboration - Holistic approach to Digital Transformation – Expertise across Multiple Domains

#### Certifications:

**National Minority Supplier Development Council Certificate:** CH02103

**CMMC Level 1/NIST SP 800-171:** Certification Number 0087197 exp. 20271208

#### Performance History:

##### Current Projects:

**Austal USA** – Function Engineering, Producibility & Design Support

**Philly Shipyard** – Field Engineering & Design Support

**Fincantieri Bay Shipbuilding** – Project Engineering Services & Design Support

**Gulf Crane** – Full Modeling, Analysis, & Production Drawing

**Alabama Shipyard** -

Business Challenge – Waupaca Foundry 4,500 Employees

*Waupaca Foundry was operating six plants and faced significant challenges in managing its pricing records.*

#### Key issues included:

- No standard reporting, meaning they were unable to view all pricing in one unified screen, making it tough to effectively compare and review expired and current pricing conditions.
- The sheer volume of records was overwhelming, with 12,000 SD scaled pricing records and approximately 2,800 pending price records.
- Vendor consignment pricing required mass updates using external software. However, licensing fees meant this task was limited to a single person across all six plants.

### **Solution and Outcomes with TotalPricing**

*The **TotalPricing** solution was implemented to streamline and simplify the pricing record management. The outcomes were transformative:*

- All price changes could be viewed and updated on one screen, saving significant time and improving accuracy.
- The solution enabled all inventory controllers to mass update their pricing records, freeing up resources and reducing bottlenecks.
- The time needed to update pricing reports was reduced by as much as 70%, creating further efficiencies and cost savings.



- The efficiencies realized by the TotalPricing solution allowed for the full redeployment of one full-time employee (FTE), demonstrating the tangible benefits in human resource utilization.

In conclusion, the TotalPricing solution overcame significant business challenges, creating a more efficient and accurate pricing record management system, leading to considerable time savings, improved accuracy, and better resource allocation.

### **Business Challenge – Kimberley Clark, 45k employees**

Kimberley Clark was implementing SAP Trade Promotion Management (TPM) with PwC serving as the system integrator (SI). However, the client wanted a lower cost provider for the integration work, which was initially estimated to cost \$1.5 million. In search of a cost-effective solution, the client chose TotalTek to develop all integrations.

### **Solution and Outcomes with TotalTek's SAP TPM Implementation**

TotalTek's expert team quickly identified opportunities for significant cost savings in the project. Utilizing existing code as templates for most of the interfaces, TotalTek identified \$500k in cost savings, reducing the overall budget significantly.

The team delivered high-quality integrations on time and within the revised budget, demonstrating efficiency and reliability. These savings allowed the client to implement functionality that the primary SI had previously deemed out of scope due to cost constraints.

Recognizing TotalTek's successful delivery and cost-effectiveness, the client invited them to bid on these out-of-scope items. TotalTek was awarded over \$500k in additional work, further expanding their role in the project.

Despite the increased scope, TotalTek delivered the additional tasks on time and on budget, reaffirming their commitment to providing value-driven services.

As a result of their successful performance, TotalTek became a trusted partner and sounding board for the client's development efforts, providing a reliable second opinion on estimates provided by the primary SI.

In conclusion, TotalTek's involvement in the SAP TPM Implementation resulted in significant cost savings, improved functionality, and timely delivery. Their flexible and customer-centric approach led to a strengthened partnership, validating the client's decision to choose TotalTek as their integration development partner.