

Defining Your Application Quality Strategy

The Dynamic Approach for Delivering Application Excellence



Original Software



Setting New Standards for Application Quality

If you could implement a solution that would enable your team to be more productive, achieve greater coverage in less time and collaborate more effectively across business units and IT teams, would it make a difference to your department? If this also meant that applications were delivered faster, quality was improved and you gained immediate visibility across all projects, would this help you achieve your objectives?

Today's applications are becoming increasingly complex and are critical in providing competitive advantage to the business. Failures in these key applications result in loss of revenue, goodwill and user confidence, and create an unwelcome additional workload in an already stretched environment. Managers responsible for quality have to be able to implement processes and technology that will support these important business objectives in a pragmatic and achievable way, without negatively impacting current projects.

These core needs are what inspired Original Software to innovate and provide practical solutions for Application Quality Management (AQM) and Automated Software Quality (ASQ). We have helped our customers achieve real successes by implementing an effective 'application quality

eco-system' that delivers greater business agility, faster time to market, reduced risk, decreased costs, increased productivity and an early return on investment.

These successes have been built on a solution that provides a dynamic approach to quality management and automation, empowering all stakeholders in the quality process, as well as uniquely addressing all layers of your application stack. Automation has been achieved without creating a barrier of dependency on specialised skills and by minimising ongoing maintenance burdens.

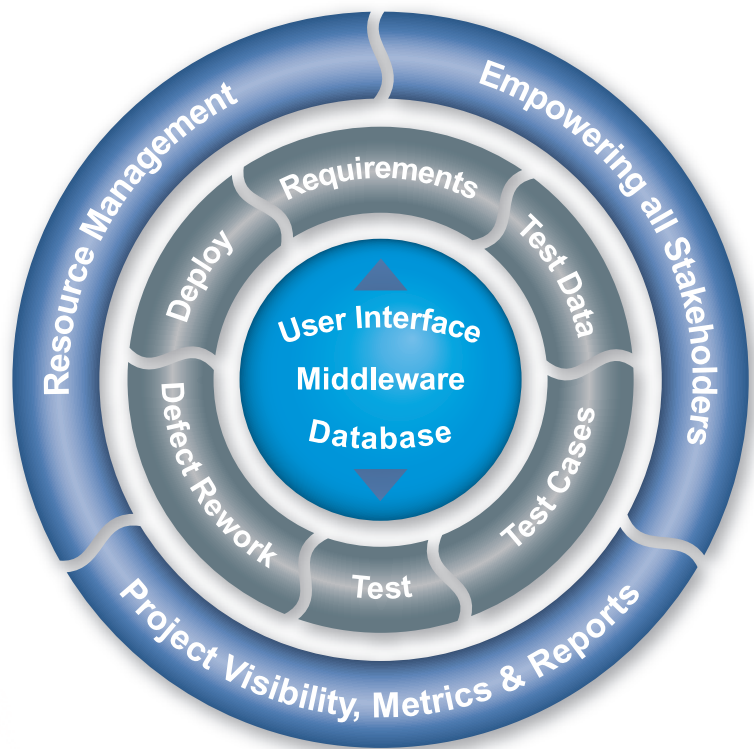
Read on to discover an innovative solution that delivers rapid value at a speed that makes a difference, helping you to provide quality business applications, faster and at a lower cost.



Original Software has broken the mould in application quality. Not only do we drive down the cost and time of each project, but our dynamic solution empowers all stakeholders to be more effective, delivering a proven ROI in months and a lower TCO for customers.



Colin Armitage
CEO, Original Software



Why Are We Original?

Innovation is in our DNA at Original Software. Our intuitive solution suite directly tackles your application quality issues and helps you achieve your ultimate goal of application excellence.

Empowering All Your Stakeholders

The design of our solution helps customers build an 'application quality eco-system' that extends beyond just the QA team, reaching all the relevant stakeholders within your business. We enable everyone involved in the delivery of IT projects to participate in the quality process – from the business analyst to the business user and from the developer to the tester. Management executives are fully empowered by having instant visibility of projects underway.

Quality That is Truly Code-Free

We have observed the script maintenance and exclusivity problems caused by code-driven automation

solutions and have built a solution suite that requires no programming skills.

This empowers all users to define and execute their tests without the need to use any kind of code, freeing them from the automation specialist bottleneck. Not only is our technology easy to use, but your quality process is accelerated, allowing for faster delivery of business-critical projects.

Top to Bottom Quality

Quality needs to be addressed at all layers of the business application. Our solution suite enables you to check every element of your application - from the visual layer, through the underlying service processes and messages, as well as into the database.

Addressing Test Data Issues

Data drives the quality process and as such cannot be ignored. Our solution enables you to build a compact test environment from production data quickly and in a data privacy compliant manner, avoiding legal and security risks. It also manages the state of that data so that it is synchronised with your test scripts, enabling swift recovery and shortening test cycles.

We help you ensure ongoing, holistic quality from top to bottom, deep and wide

Original Software's integrated solution suite is uniquely positioned to address all of your application quality needs. We provide the ability to unite all aspects of your software quality lifecycle. We help you manage the requirements, design, build, test planning and control, test execution, test environment and deployment from one central point that gives everyone involved a unified view of project status and avoids the release of an application that is not ready for use.



Complete Application Quality Management

Qualify is our unique solution for Application Quality Management (AQM) that unites all aspects of the software quality lifecycle from requirements through to deployment, providing an integrated approach to solving your management challenges.

Optimise Your Quality Process

Qualify spans all the departments in your quality process, providing a customisable infrastructure that supports all aspects of the process from requirements, to test planning, test case design, test execution and defect tracking, with full traceability. The rich collaboration functionality and highly customisable workflow enable you to optimise your quality process. The ability to view multiple projects across the whole organisation allows more efficient resource planning, speeding up your entire application quality process.

Reduce Your Business Risks

A risk-based strategy is supported by integral traceability that provides a fully inclusive view of coverage and status. This provides visibility of issues and bottlenecks, enabling you to ensure that critical tests are performed. Qualify also reduces the business risk of application errors through earlier defect identification and communication. Full historical records are available for every project, modification and test performed, easing the burden of compliance and allowing for a complete audit trail.

Support Multiple Processes & Methodologies

Flexibility is a key strength of Qualify. We don't straight-jacket you into a single process model when it comes to quality management. Qualify enables you to map your specific processes, adapt, grow and evolve

them easily and without programming. The supporting framework can change with you on your journey to better quality and quicker project delivery. Our solution is methodology and platform agnostic, supporting all methodologies such as Agile, Waterfall, ASAP, TMap® or a combination of all within the flexible solution. Projects are planned, organised, managed and reported on from a single point of control.

Manage Your Resources More Effectively

The ability to view your resources deployed on various projects enables you to manage teams much more effectively, supporting flexibility and optimised use of resources during the project lifecycle. Qualify lets you view the utilisation of resources project by project and company-wide, enabling staff to be deployed with the greatest efficiency. Changes to working times, tasks assigned and the adding of holidays can be made with ease and their impact assessed immediately.

Improve Project Control & Visibility

The ability to track business requirements throughout the project lifecycle, from initial business analysis, through to design, development, testing and implementation, makes the control of all projects far easier than using spreadsheets and email. Qualify provides a communication backbone where all members of your project team can collaborate and



The solution from Original Software has helped us to significantly reduce the business risk of poor quality.



Doug Goodwin
VP of Global Development, Euronet

participate in processes that reflect the way you work now and in the future, with access to all associated information and documents. Real-time views of project status, together with alerts when changes are made, enable you to receive minute by minute updates on your desktop or via a mobile smart device. Not only is project visibility improved, but collaboration on multiple projects, whether in-house or outsourced, is supported.

Compile Meaningful Reports & Metrics

Meaningful reporting is vital if sound management decisions are to be made. Our reporting engine and smart device-enabled dashboard views are easy to use, combining detailed and statistical information with the control of report content, layout and format. Presentation is possible in various chart types and information can be exported to other applications. Production of real-time metrics is fast and effortless and the drill down into the data behind the report is immediate.



Intelligent Database Management & Verification

Databases are key corporate assets and their accuracy must be verified as part of any application quality process. TestBench is our solution that uniquely addresses the validation of all database effects and the creation of cut down, representative test data to reduce test times and data footprints. Data confidentiality is addressed and the unique user-managed data roll-back capability reduces environment downtime, improving testing productivity and accuracy.

Ensure Test Data Privacy for Compliance

Using customer, employee, or other confidential data straight from production for testing or developing applications violates data privacy laws, making that data a soft target for data leaks. TestBench overcomes this issue using obfuscation techniques, such as data shuffling or scrambling and masking, which make the data anonymous. The risk of exposure or costly legal penalty and embarrassment is negated.

Manage Your Test Environment Effectively

Creating and managing test environments can be time consuming, expensive and may not produce the desired result. TestBench delivers an efficient and reusable way of creating and extracting data subsets from your live database with full referential integrity, making the building of cut-down test environments a fast and reliable process.

Verify & Validate Your Application Data

The integrity of the database is critical in your business applications, and it is also one of the hardest aspects to check. Our support for the database layer uniquely tests the effects of test processes in the database, enabling end-to-end validation. Database updates can be validated against previously defined business rules. TestBench provides in-depth and independent verification of the database showing developers and testers exactly what happened during a test.

Protect Your Test Data

Good test data is an asset and needs to be protected and managed. If it becomes corrupted, it impacts testing and may hide errors. Our unique checkpoint and rollback functionality provides users with a database 'undo' ability, which returns the data to a prior state in a few moments so the error can be corrected and the test repeated.



Over the past 12 months, TestBench has conservatively saved Cargill Global Financial Solutions more than \$270,000.



Chip Lee
Product Manager, Cargill GFS



Dynamic Manual & Robust Automated Testing

100% automation is not normally achievable, and whatever level you hope to achieve, you still have to get there from a manual start. With manual testing representing such a significant share of testing effort, it can often be a bottleneck. The usual response to this issue is to throw more resources at the problem, but this isn't sustainable and suffers from declining ROI. TestDrive-Assist is our solution that delivers practical and immediate benefit, enabling the transition from manual testing into automation quickly and easily.

Test automation has the potential to radically improve productivity and reduce the reliance on manual testing. However, studies show that successful automation has only been achieved where applications are stable. Traditional tools have failed to have an impact due to their complexity and inability to deal with applications that change regularly. TestDrive is our Automated Software Quality (ASQ) solution that addresses these limitations to achieve rapid automation. It is designed to test browser and legacy applications, as well as GUIs, including Java™, Ajax, Flex® and Silverlight®. TestDrive and TestDrive-Assist form a powerful solution to accelerate quality processes and increase test coverage.

Remove Your Manual Testing Bottlenecks

TestDrive-Assist provides two key elements, offering practical and immediate benefit. Firstly, the results of tests are automatically documented in detail for defect diagnosis or re-use purposes, removing the tedium of manual screen prints. Secondly, we allow the transition from manual testing into automation by converting manual results into automated test scripts. This approach has shown to cut up to half the time spent in manual software testing and provides a fast start to automation.

Increase Your Test Coverage

With the bulk of testing still carried out manually, it's not surprising that organisations have low levels of test coverage and throughput. Using a solution that makes defect capture faster provides more time to increase the test coverage. In addition, the process captured from the manual test feeds automation and further increases coverage in shorter timescales. Increased coverage will eliminate more errors, improving the quality of your applications and increasing business satisfaction.

Reduce Your Time to Market

TestDrive improves staff productivity resulting in a significant reduction in the time to market of your business-critical applications. The solution enables the creation of an accessible library of re-usable test scripts, raising the visibility and re-use of key assets. This enables your team to increase the usage and value of test cases. TestDrive helps you capture business knowledge and incorporate it into automated regression testing.

Minimise Script Maintenance

Our solution incorporates a unique script technology, allowing users to run existing test scripts over new versions of the application. Any differences are detected and the 'fuzzy' logic maps changes and actions so they can be automatically incorporated in revised scripts for future use. Not only does this minimise maintenance efforts, but just like the 'Track Changes' feature in Word, users are able to accept or reject the script changes made. We call this 'self healing'. Programmer-driven code maintenance is a thing of the past, and with a library of user-friendly scripts that can cope with change, you can now automate areas

of your fast changing, business critical applications that pose a bigger risk; an essential requirement for Agile.

Achieve Agile Automation

Many organisations struggle to test effectively in an Agile environment. Most QA departments are used to working in a 'test last' setting, whereas the Agile model is a 'test first, test continuously' model. Agile methods impact every stage of the software development lifecycle and all stakeholders within it, from the business analyst to the tester and developer, therefore making collaboration a key requirement for success.

Our solution suite has been acclaimed by analysts as the best for testing Agile projects. We support the various Agile stakeholders and facilitate full collaboration. Visibility of project status within each 'sprint' is possible with reference to user stories and epics. Integral dashboards give 'whiteboard style' views of project status and issues. Plus our ease of use enables the team to deliver automatic regression testing capabilities as part of the 'sprint'.



Support for All Applications

Automate Your Package Application Quality

Package applications place additional constraints and different needs on your business users, QA and development teams. Frequent updates and specific integration requirements force the need for an effective automated solution that enables easy regression testing and achieves greater productivity. Our solution supports

most ERP and CRM solutions, including SAP®, JD Edwards, Agresso, Oracle, plus many more.

Manage Quality at the SOA & Process Layer

Testing of SOA (Service Oriented Architecture), ESB (Enterprise Service Bus), Web Service or message-oriented middleware solutions is a time consuming

procedure and introduces a great deal of complexity for the quality management process. Our solution provides an integrated best of breed solution which analyses, simulates and tests middleware, batch and web service components to deliver quality and impact assessment, from the visual layer through the underlying processes and into the database.

Ensure Successful Quality Adoption

Meeting your objective to improve application quality not only requires the appropriate technology, but also calls for commitment from management and those who will use the solution. Most importantly it requires a realistic and structured approach to the implementation. Process changes and technology adoption need to be carried out in a way that does not adversely affect day to day operations. The implementation and adoption of the solution needs to be considered in the context of current position, workloads, resources, skills, priorities, business initiatives, goals and return on investment.

Original Software offers an approach to implementation based around our “Crawl, Walk, Run” methodology. This proven approach identifies areas of quick win and easy adoption, based on your key objectives, so that real gains are made early on. The savings and improvements made here provide the momentum and capacity to tackle the tougher aspects of automation in a phased approach.

Crawl Then Walk Before You Run

Very often planning and management, manual testing, and database management can provide early wins in the ‘Crawl’ phase. Moving into the ‘Walk’ phase enables automation to be addressed, initiating regression testing and leveraging re-use from manual test efforts. Finally as the processes starts to ‘Run’, quality can become wider and deeper, including more phases of testing, such as, validation down into the database and automated regression testing.

Succeed in Your Application Quality Strategy

Implementation consists of far more than product installation and some training. To achieve success requires the optimum combination of analysis, planning, project management, training, workshops and support. Having developed a strategy with you that will ensure the successful adoption of an automated approach, we also deliver education in a combination of classroom exercises and practical workshops, based on your data and test applications. This will leave you

with a set of test packs that you can continue to work with and develop over time.

Once all education and workshops are complete, we will come back at an agreed date to conduct a post-implementation clinic, to check on progress, address any issues and refine the use of the solution you have invested in. Going forward, many clients find great benefit in having periodic visits from one of our consultants to help the on-going learning process.

Contact Original Software and accelerate your application quality process today!



About Original Software

With a world class record of innovation, Original Software offers a solution focused completely on the goal of effective quality management. By embracing the full spectrum of Application Quality Management across a wide range of applications and environments, the company partners with customers and helps make quality a business imperative. The solution includes a quality management platform, manual testing, full test automation and test data management, all delivered with the control of business risk, cost, time and resources in mind.

More than 400 organisations operating in over 30 countries use Original Software solutions. Current users range from major multi-nationals to small software development shops, encompassing a wide range of industries, sectors and sizes. We are proud of our partnerships with the likes of Coca-Cola, Cargill, HSBC, FedEx, Pfizer, DHL and many others.



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