Prolifics

TESTING TO ENSURE PLANNING EXCELLENCE

TESTING

EXTENSIVE TESTING
A 6-phase framework covers every testing step, from requirement gathering to maintenance

BA360 ACCELERATOR
Prolifics' automated testing and business assurance tool enhances the testing process

TANGIBLE RESULTS
Quota rollout timetable reduced by 20%; strategic discussion phase reached 30% sooner

Planning for the Future of Business

The Company is a major provider of cloud infrastructure and application virtualization solutions. It effects digital transformations, infrastructure enhancements, and business mobility improvements for customers across the globe.

With over $7 billion in annual revenue, the Company is a major player in the worldwide solutions marketplace.

The Company implemented a cloud-based planning platform that can generate models, forecasts, and go-to-market strategies for the sales, finance, and marketing sides of the business. It accelerates planning speed, enhances business performance, and improves key business outcomes.

The Company sought to conduct thorough testing of this new platform. However, the platform's high level of customization and integration with the Company's existing applications made that testing a difficult proposition.

It turned to Prolifics, a partner with a history of quality testing work with the Company, as well as deep knowledge of the downstream systems that are connected to the planning platform in question.

An In-Depth Testing Solution

Eleven of Prolifics' functional and performance testers worked closely with a Company representative to accomplish the 8-month planning platform testing project. It covered a total of six phases:

- ► **Requirement gathering and analysis.** A requirement specification document was created based on stakeholder input.
- ► **Design.** The system and software designs were prepared based on the requirement specifications.
- ► **Implementation.** Tests were coded based on the system design documents.
- ► **Test execution.** The code was tested against the requirements to ensure the product addressed the Company's needs.
- ► **Deployment.** The successfully tested product was delivered and deployed for beta testing. Bugs and necessary changes were fixed, followed by final deployment.
- ► **Maintenance.** New issues identified during product use were resolved.

Prolifics leveraged its extensive testing expertise to achieve success throughout the project's phases. It also brought in its BA360 automated test design and business assurance tool to speed the development of test cases.

Clear Benefits

The Prolifics testing team averaged one release per month during its engagement as part of its agile testing methodology. Over the course of the project, 1,325 test cases were developed; 400 of those were automated. 558 defects were logged and resolved.

Prolifics supported the Company's automation team by transferring the knowledge needed to push its level of automation forward. It provided the guidance needed to build a regression suite in parallel with the regularly scheduled releases.

As a result, the Company's sales planning division was able to cut its quota rollout timetable by one week—a reduction of 20%. The implementation of automation helped the Company's sales team get to the strategic discussion phase 30% faster. The Company has also achieved better time efficiency and accuracy on its account territory rollout.

The cloud-based planning platform testing project successfully delivered on the scope, schedule, budget, and quality of objectives, maintaining the high standards that Prolifics' clients have come to expect. The Company's satisfaction with the result led to further testing projects for several of its other applications.