Speed Changes Everything

ASUG New England Chapter

De-Risk & **Accelerate**
the journey to the Intelligent Enterprise

Tricentis

innovate
faster.

Would **you** do this ?

Under what **conditions?**

What do you think you **need** to be **"ready"?**

Ensuring successful business outcomes together

New Business Models

FASTER
innovations & transformations

**intelligent automation
accelerating Time to Market**

Modernize **WITHOUT** Risk

REMOVE
SAP Transformation blind-spots

**focus
on risk-avoidance**

Greater Efficiency

REINVEST
savings in future innovations

**quality-first mindset
led by continuous automation**
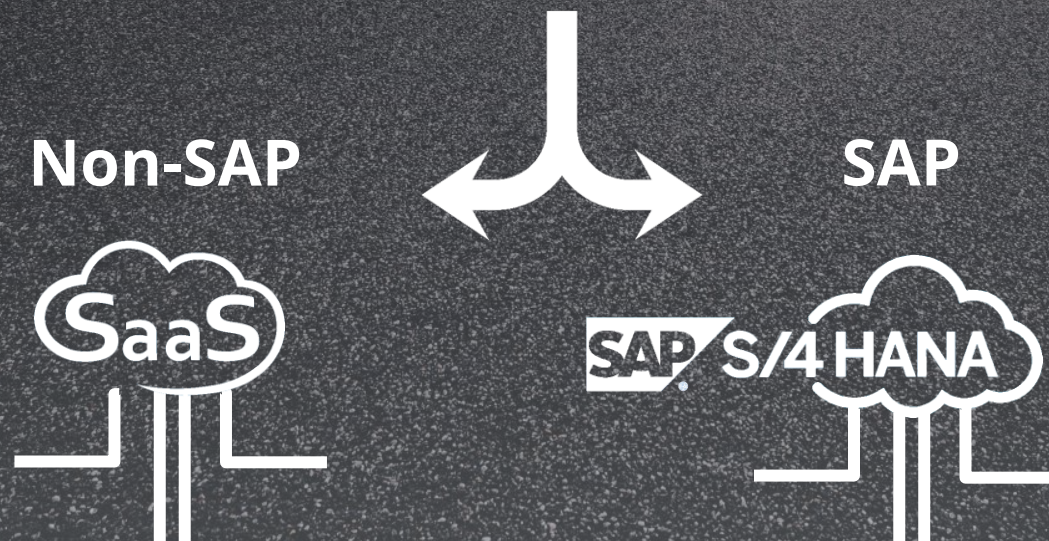
Digital Transformation Drivers

Economic | Environmental Changes   **Rising Competition**   **Technical Disruption | Innovation**

SaaS | Hybrid IT Landscapes | Cloud Rationalization

Applies To

Non-SAP   **SAP**

SaaS

SAP S/4 HANA

PRINCIPLES OF
SAP DIGITAL TRANSFORMATIONS:

Every
S/4HANA Transformation
is a
**Business
Transformation**

Every
Business Transformation
needs to consider
**People, Processes,
Systems, and Data**

Successful
Business Transformation
requires
**Continuous
Improvement &
Continuous Testing**

SUCCESSFUL BUSINESS OUTCOMES
[BUSINESS ASSURANCE]

What **impedes** innovation?

Quality Assurance
is the
#1 barrier
to agility

1 Not knowing what has been impacted

2 High frequency of application changes

3 Availability of test data and environments

4 Are the decisions we are making, correct?

5 **Slow** is the new **downtime**

What **accelerates** innovation?

What to test?

+ Change Impact Analysis
✕ LiveCompare

Does it work?

+ Enterprise Continuous Testing
✕ Tosca ✚ Service Virtualization - OSV

Is the data correct?

+ Enterprise Data Integrity Testing
✕ Tosca DI

Does it scale?

+ Enterprise Performance Testing
✕ NeoLoad

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FORRESTER® The Total Economic Impact™

SAP Application Testing Solutions by Tricentis

Through customer interviews and data aggregation, Forrester concluded that SAP application testing solutions by Tricentis have the following three-year financial impact.

Tricentis Business Assurance Quantified Benefits

Total Benefits:

$7.8 million

" When you put it all together, the benefits are clear: less test condition, less effort, less errors.

ERP principal test manager, telecommunications

BENEFITS

Accelerate innovation and software release cycles.

Reduce risks to critical business processes.

Increase transparency and support real-time insights.

Lower costs by reducing manual test efforts and complexity.

Empower business users and better decision-making.

334%
ROI and six months payback

300%
Improvement in application release rate

84%
Reduction in testing scope, and **78%** reduction in production errors

99.4%
Reduction in performance test maintenance costs

FORRESTER®

The **MUST HAVE** testing solution for:

- SAP transformations
- SAP migrations
- Digital transformation

SAP + Tricentis

Why **SAP** Chose **Tricentis** as Its **Official** QA Solution

The Global Leader in Enterprise Testing Solutions

- ◎ Leader in Gartner Magic Quadrant
- ◎ Proven Results in the World's Biggest Brands
- ◎ Versatile Platform for Customers at Any Stage of SAP Modernization

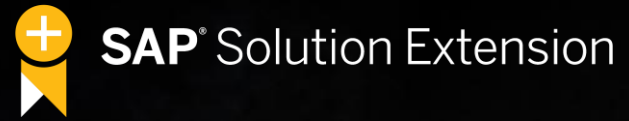## Enterprise-Grade Platform for SAP and Beyond

- ◎ Model-Based Automation for Resiliency and Scalability
- ◎ Risk-Based Approach That Minimizes Business Downtime
- ◎ Seamless Integrations for SAP and Non-SAP Testing

Modern, AI-Driven Technology for Easy Adoption

- ◎ AI-driven Impact Analysis for Fast, Safe Changes
- ◎ Cloud-Based Architecture
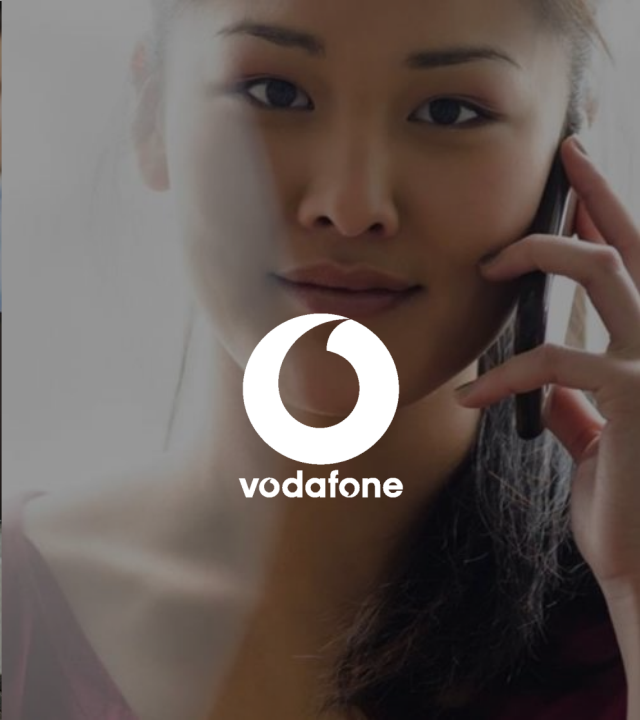- ◎ No-Code, Business Friendly Platform for Easy Adoption

Tricentis

SAP® Solution Extension

"
Tricentis is the **fastest** growing SolEx partner... **EVER!**
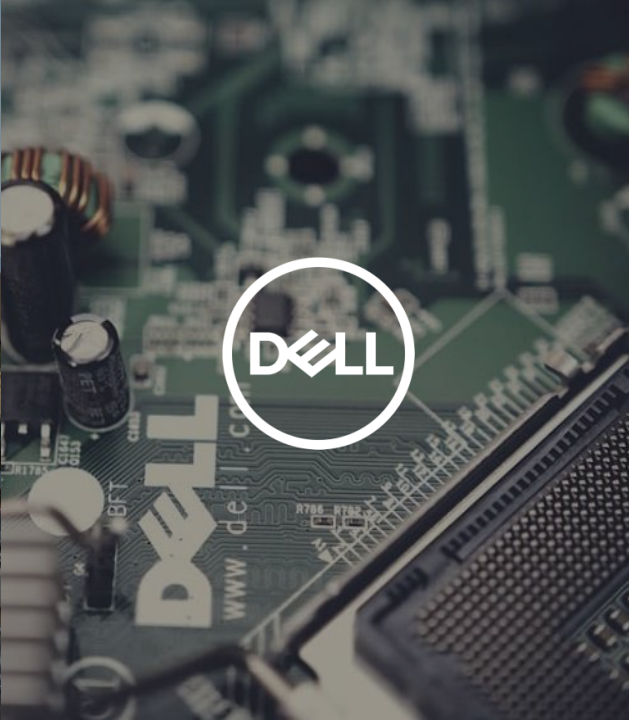
Tyson Foods

How Tyson Foods gained speed, reduced risk, and saved millions on their journey to SAP S4HANA

THE SITUATION
- Massive SAP S/4HANA transformation project. Customer had 2% test automation rates with over 350+ licenses of HP and Worksoft
- Expanding, complex infrastructure of shared system components with SAP

THE NEED
- Test automation for SAP from ECC, Fiori and S/4HANA to APIs and custom apps
- Convert Manual Testers to Automation Specialist
- Become more Agile and DevOps focused

WHY TRICENTIS
- Ease of use
- Comprehensive regression tests across SAP and non-SAP systems
- Extensive platform and protocol support
- Lower total cost of ownership

8X
Time to Market Acceleration

75%
Risk Reduction
[Up from 38%]

58%
Cost Savings
[$44M > $18M annually]

Vodafone

How Vodafone accelerated S/4HANA implementation

THE SITUATION

- Vodafone was transitioning to one of world's largest SAP S/4HANA implementations in just 10 months
- HP/MicroFocus UFT lacked support for modern technologies and processes
- Test automation was slow and difficult, did not scale

THE NEED

- Dramatically speed up testing to meet S/4HANA migration needs
- Ensure that ongoing SAP updates don't disrupt core business processes

WHY TRICENTIS

- Model-based test automation makes test automation accessible and resilient
- Support for their old and new SAP platforms
- Full end-to-end business process testing across their SAP and non-SAP systems

440
Annual
Working Days Saved

81%
E2E Enterprise
Automation

200%
Faster
Testing Time

McKesson
Mastering SAP testing complexity for innovation without disruption

SITUATION
- Complex workstream with a large partner ecosystem
- No margin for error - Simple business processes cross over 30 different custom and packaged applications (SAP ECC, FI, Hybris, Ariba, Salesforce, Workday, Pega).
- Enterprise digital transformation including moving 24 SAP instances to SAP S4HANA.

COMPLICATION
- During this change, pressure to catch defects earlier and reduce cost of testing.
- Daily release schedules
- E2E business process validation covers multiple technologies

SOLUTION
- On target for 90% test automation coverage
- 35% reduction is testing costs ($1.4M annual savings projection)
- McKesson's Defect Removal (DRE) exceeds 99%

"Software that doesn't function correctly can have far-reaching and, in some cases, dire implications due to McKesson's industry-leading business and life-critical mission"

Daniel Khan, North American Service Transition & Business Leader

Mercedes-Benz

drives better customer experiences and higher revenue through better data

CHALLENGES

- Complex transformation rules
- Large data volumes
- Frequent changes expected with source systems and new requirements
- Lack of resources with advanced SQL and SAP BW skills

SOLUTION METRICS

- **1 Billion+** rows tested with ~150 tests
- **400k+ rows tested** in under 60 seconds
- **100%** testing cost avoidance.

SOLUTION RESULTS

- Delivered higher quality customer data to propel sales and improve customer experience
- Reduced Mean Time to Release (MTTR) through EDIT root-cause analysis
- **220** testing days saved

"It's impossible for humans to test billions of rows of data. We can now test nearly half a million rows in just one minute. There's just no comparison."

Ezgi Çetin, Test Automation Engineer, Mercedes-Benz Otomotiv

Spar

How SPAR rapidly scaled test automation to improve the online shopping experience

CHALLENGES

- Modernization of their SAP B2C ecommerce environment - online retail store
- Complex End-to-end test scenarios and business processes
- Extremely complex system landscapes for multiple ecommerce platforms
- Back-end involves a mixture of on-premise and cloud components

SOLUTION METRICS

- 800% increase in test execution speed
- 12 months complete ROI
- 84,000 automated tests

SOLUTION RESULTS

- Cut test execution time for complex, end-to-end scenarios from hours to less than two minutes per test case
- Fully automated deployment pipeline with automated tests
- Reduced test environment costs

"We cannot have people spending their time on software testing tasks that can and should be automated. There is much higher-level work to do. We need future-oriented staff, and we can't afford to make them suffer by asking them to do needless manual testing."

Andreas Kranabitl, CIO SPAR

Dell

How Dell doubled performance testing across SAP and 600 applications

THE SITUATION
- SAP applications are the backbone of Dell's business
- Dell has 600+ applications including SAP Hybris and SAP GUI
- Dell's 2,500 sales reps rely on these applications to conduct business

THE NEED
- A performance testing solution capable of testing all Dell's applications
- Integration of performance testing into their CI pipeline
- Faster performance testing with less maintenance required.

WHY TRICENTIS
- Continuous performance test automation
- Standard platform for testing all their applications
- Ease of adoption
- Codeless solution enables faster test design with less maintenance
- Integration into their CI toolchain

NeoLoad helps Dell streamline load testing for SAP, the "backbone of the business."

Ranbir Singh, Management Information Systems Director

Duke Energy

Duke delivers on transforming customer experience with the move to SAP S/4HANA

PROJECT BACKGROUND

- Transform the customer experience starting with streamlining internal billing systems for a universally optimized customer experience
- Duke's leadership knew testing would be a critical component to the project's success

COMPLICATIONS | CHALLENGES

- Consolidating 4 different billing applications into a single system
- Ensure the S/4HANA project did not negatively impact critical business processes
- Automating testing for multiple SAP applications –SAP for Utilities, SAP Marketing, SAP commerce cloud, ICU, C4C, Fiori and Customer recommendation engine

SUCCESSFUL BUSINESS OUTCOMES

- Test automation is viewed as high quality, high business value
- Advanced from waterfall to weekly SAP releases
- Defects discovered earlier, enabling faster and more efficient defect resolution

250	**0**	**150**
End-to-End Tests Run Weekly	Defect Releases	Unattended Tests Run Nightly (under 12 Mins)

LiveCompare + Tosca Concept Demo

Change Impact Analysis + Intelligent Automation

Tricentis