

# Presentation

## All-inclusive versus fixed rental



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# Agenda

- Who is Computest
- Computest and Borland
  
- All-inclusive model
- Case study insurance company
  
- Questions

# Who is Computest

- Founded in 2005
- Active testing company since 2002
- +/- 30 consultants
  
- Specialized in all kinds of testing
  - performance testing (80%)
  - functional testing (20%)

# Computest and Borland

- Partners since 2006
- Biggest all-inclusive partner of the Benelux
- Sales and marketing partnership
  
- Computest is joining Borland in the Nordics
- Borland versus other vendors

# All-inclusive model

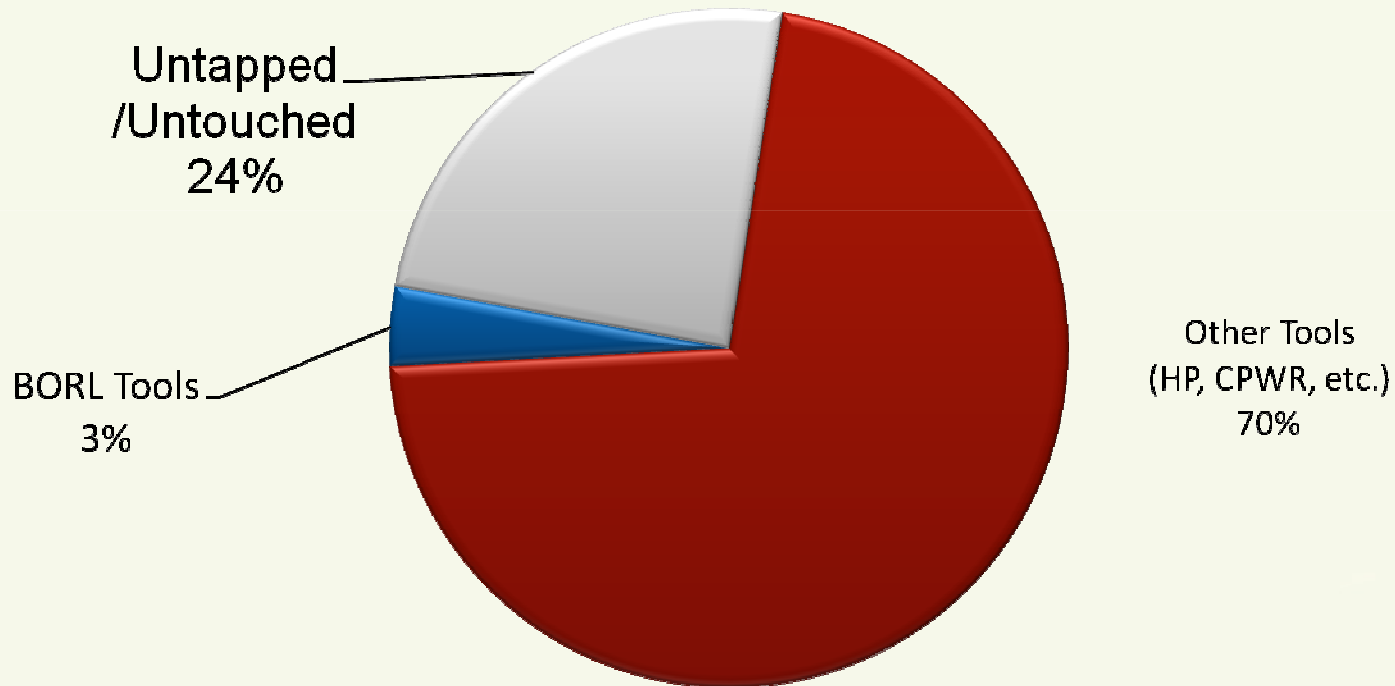
- When you do business with Computest you will get:
  - Technical intake
  - A well defined test plan
  - Experienced performance consultants taking care of:
    - scripting activities
    - running the test(s)
    - analyzing the results
  - All licenses required
  - Report with results and recommendations

# Customer pain points

- Lack of adequately trained testing staff
- Cost constraints force decision between quality and 'good enough'
- Lack of infrastructure (license and hardware) to support performance testing
- Need for an independent verification and validation

# Market situation

**Software Testing Market ~ \$1.2B (\$1.5B by 2010)**



Software Testing – Distributed: Forecast – Application Development #149561 Gartner Research

# Benefits

- Minimal cost
  - priced per project, not based on time
- No tool ownership
  - no shelf-ware
  - no maintenance
  - no people
- Single party to deal with
  - no 3<sup>rd</sup> party software purchase required
- Single report that says it all



# Case study: Dutch insurance company

- SAP performance testing
- Multi-national environment
- Usage of the all-inclusive model versus fixed rental

# Solution for customer

- Flexible periods of testing
- All-inclusive versus fixed rental
- Flexible Vusers

# Results for customer

- Minimal
- Cross
- Proj
- Makr



# Questions?

Questions and maybe answers?