

WORLD'S #1 TESTING & AUTOMATION PLATFORM

The Executive Guide to Accelerating SAP Projects with Enterprise Test Automation



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THE CHALLENGE:

Digital transformation in the SAP world.

Today's enterprises are driving digital transformation projects to boost speed, agility, and innovation. To achieve this, they're making massive investments in their SAP systems to streamline back-end operations, modernize front-end interfaces, and connect critical business processes across a complex web of technologies and applications. Unfortunately, enterprises are woefully lacking the automation that's required to complete these SAP projects with the necessary speed and quality.

"To adapt to what is happening in the industry...we want to evolve our technology strategy to be competitive from a speed to market perspective."

—Tina Oelschlager, Director, IT Analysis, Nationwide



THE PROBLEM:

Traditional SAP testing is broken.

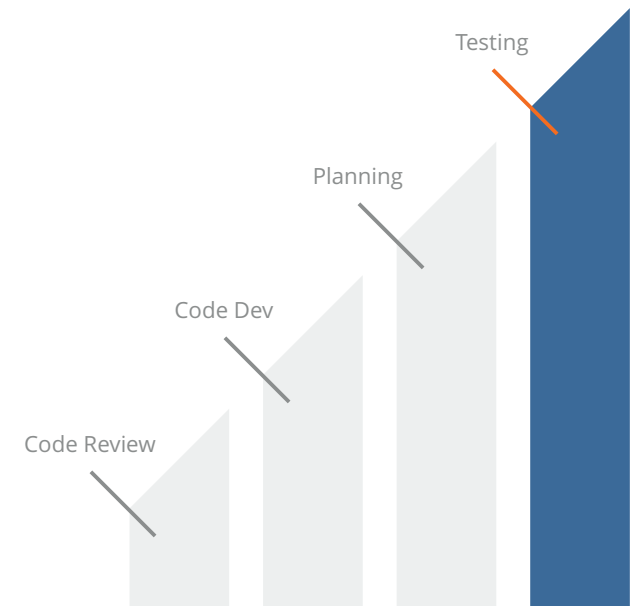
SAP applications link every aspect of your business. This means even a minor SAP update has the potential to cause major damage. The goal of SAP testing should be to help organizations deliver safe, fast changes to their SAP systems. But most SAP customers rely on manual testing, which requires high degrees of effort (often from key business users) but provides low amounts of risk prevention in return. This broken process slows down innovation and adds to your project costs while leaving your business vulnerable to downtime.

"We are constantly iterating and improving the business applications that are critical for supporting customers and users. However, prior manual testing processes were inefficient and tedious."

—Sujit Unni, Vice President of IT, Vantiv

Testing is the #1 barrier to speed and agility.

What impedes the delivery of innovative software?



Source: GitLab, Global Developer Report, 2019

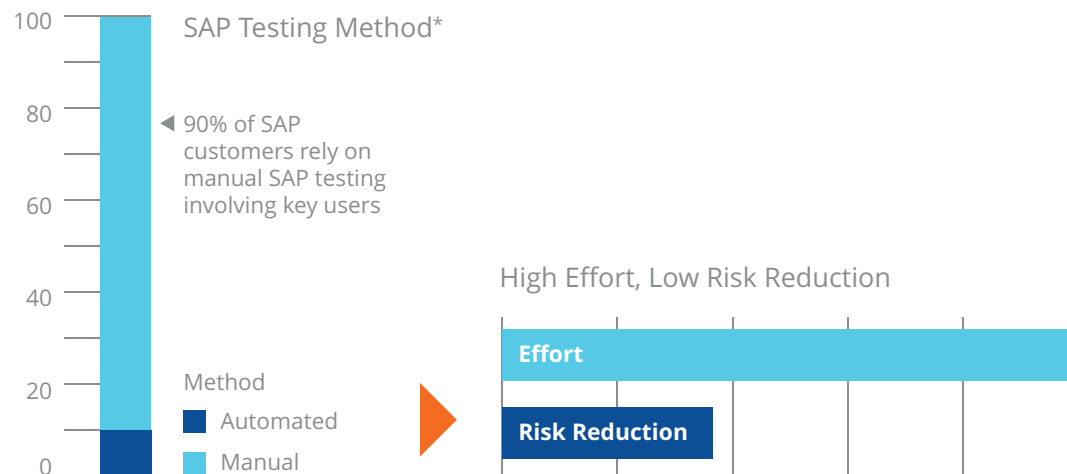
THE PROBLEM:

The cost of complexity.

The complexity of SAP software makes it difficult to know which changes pose risks to your end-to-end processes. When SAP testing is broken, risky changes result in costly business downtime. This forces many organizations to rely on special “hypercare” periods after SAP updates. During these periods, emergency teams spend weeks—even months—fixing problems that their manual testing process did not catch. Innovation stalls. Productivity plummets. Costs skyrocket.

Broken SAP testing leads to hypercare.

Manual testing requires high effort but provides low risk reduction, leading many companies to rely on hypercare to stabilize business after an SAP update.



Slow, Painful, Expensive Post Go-Live Hypercare



- ▶ Resource costs
- ▶ Opportunity costs
- ▶ Business downtime costs

* ...Tricentis survey, largest 3,000 global SAP customers



THE SOLUTION:

SAP's choice for faster, safer, lower cost releases.

Tricentis offers a new and fundamentally different way to test SAP changes. One that's totally automated, fully codeless, and intelligently driven by AI. And one that's designed to accelerate SAP innovation from the get-go. Thanks to our track record of success helping SAP customers like McKesson, Vodafone, and Coca-Cola, SAP chose Tricentis as their partner for continuous test automation.

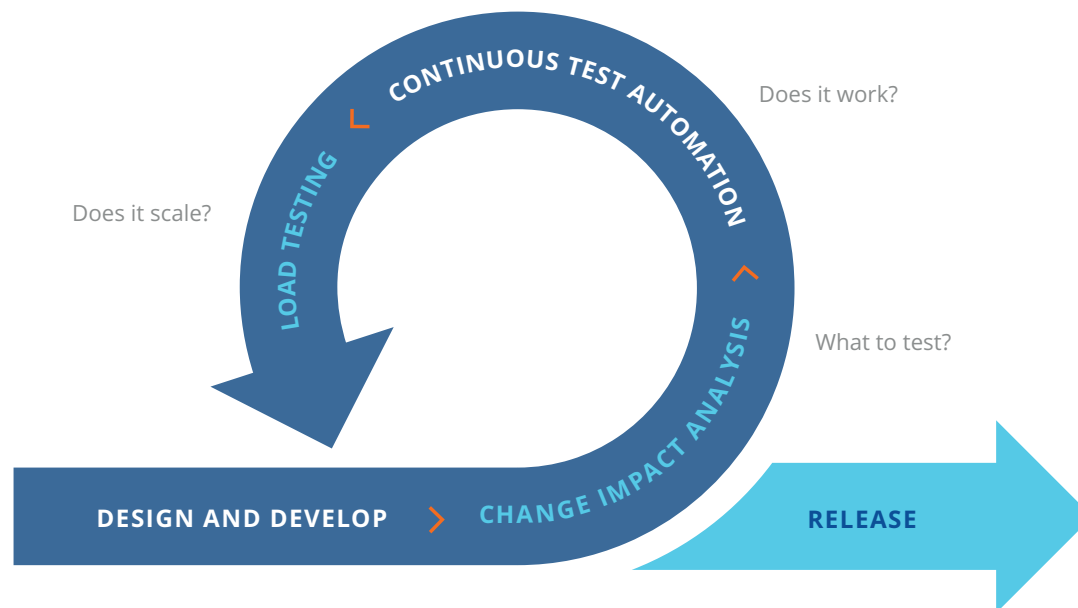
"Our customers will benefit tremendously from SAP's partnership with Tricentis. We will ensure that the adoption of SAP software is accelerated and that the costs of testing are significantly reduced."

—Marc Thier, SVP Application Lifecycle Management, SAP

THE SOLUTION:

Tricentis enterprise testing platform.

The Tricentis platform simplifies and automates the process of SAP testing. Using the platform, you can accelerate SAP testing by 10x or more while dramatically reducing the risks to business. This results in massive savings—as much as 50% or more reductions in your testing costs. The result? Faster innovation, smoother upgrades, and better business outcomes.



AI-driven, continuous testing for SAP.

The Tricentis platform shows you the risks you need to test, runs the right tests to address those risks, and tells you when it's safe to release.

KEY BENEFITS:

- 10x faster testing
- 90% risk reduction
- 50% lower costs

RESULT #1:

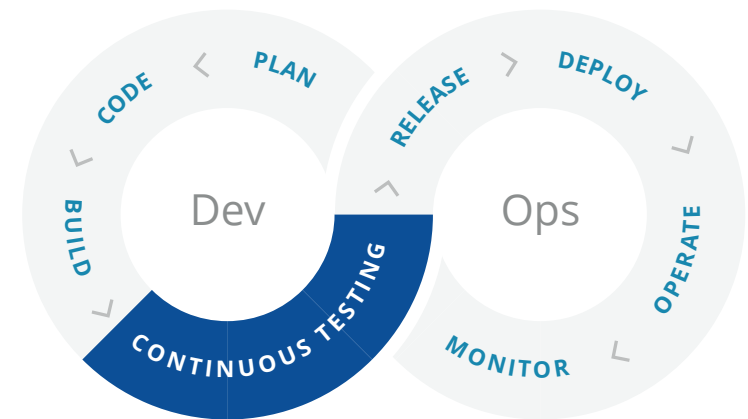
Fast track innovation.

When it comes to SAP testing, speed changes everything. By replacing slow manual testing with our AI-driven, codeless platform, you can quickly achieve 10x faster testing times. This lets you shift to Agile and make weekly (even daily) SAP releases a reality.

“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, CEO, SPAR

Digital transformation requires continuous testing.



Test Automation: Continuous

RESULT #2:

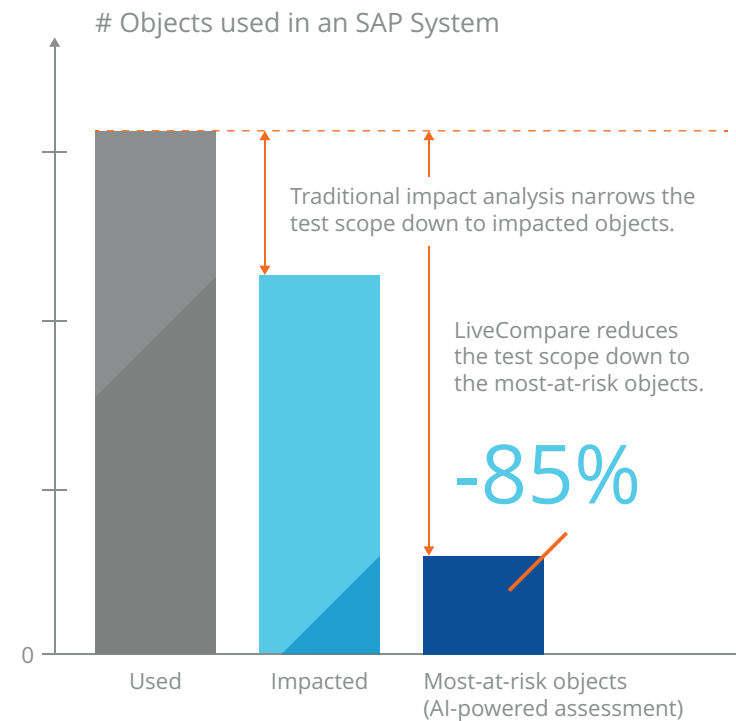
Deliver change without disrupting business.

Our AI-powered change impact analysis tool, Tricentis LiveCompare, takes the complexity out of SAP testing. It tells you exactly what to test to address the risks in an SAP update. So instead of testing too much, too little, or the wrong things entirely, your teams test the right things. This provides 90%+ risk coverage for only 15% of your current test effort. Test times shrink. Quality soars. And there's no more need for hypercare.

"LiveCompare ensures we're testing the right things and spending resources in the right places...That has translated into a direct resource savings of 30-40%."

—Ray Berry, Application Development Lead, The Coca-Cola Company

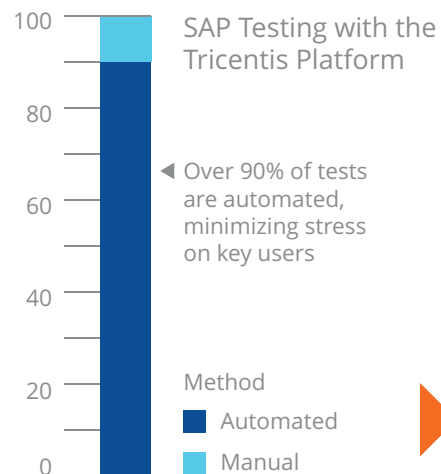
Test less.
Boost quality.
End hypercare.



RESULT #3:

Test smarter. Save a ton.

Automation saves more than time. By reducing test volume and automating manual tasks, the Tricentis platform shrinks your testing costs by as much as 50%, or more. The savings don't stop there. Fixing SAP testing minimizes expensive business downtime, eliminates the need for costly hypercare periods, and improves the overall cost-to-value of your SAP initiatives.



Low Effort, High Risk Reduction



Slow, Painful, Expensive Post-Go-Live Hypercare



- ▶ Resource costs
- ▶ Opportunity costs
- ▶ Business downtime costs

The Tricentis platform fixes SAP testing.

Tricentis test automation fixes SAP testing by providing high risk protection for low effort, speeding innovation while eliminating the need for expensive hypercare.

WHY TRICENTIS:

Enterprise grade. **SAP proven.**

Tricentis is the global leader in enterprise testing solutions. With more than 1,800 customers around the world, including brands such as McKesson, Vodafone, and Coca-Cola, we are the undisputed leader in SAP test automation. Our modern, AI-driven platform is built from the ground up to support fast, safe releases, while reducing costs. As our customer, you'll rest easy knowing our long-standing partnership with SAP and proven track record means we have the experience to help you make your SAP initiatives succeed.



CASE STUDY

How one of the world's largest food processors accelerated delivery to S/4HANA.

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
- Become more Agile and DevOps focused

THE NEED

- Test automation for SAP from ECC, Fiori and S/4HANA to APIs and custom apps
- Convert Manual Testers to Automation Specialist

WHY TRICENTIS

- Ease of use
- Comprehensive regression tests across SAP and non-SAP systems
- Extensive platform and protocol support
- Total cost of ownership

Snapshot

Time to market acceleration **8x**

Risk reduction **75%**
(was 38%)

Cost savings **58%**
(\$44M > \$18M annually)

CASE STUDY

How a large, global technology manufacturer more than tripled their releases.

THE SITUATION

- Desperately needed help managing and supporting SAP packs and custom releases

THE NEED

- Impact analysis tied directly to test automation efforts and integration with ALM solution

WHY TRICENTIS

- Smart impact analysis
- Code quality analysis
- Ongoing transactional usage analysis
- User usage statistics/analysis—our ability to identify who is doing what and who isn't
- Ability to seamlessly integrate with Solution Manager's ChaRM

Snapshot

Number of releases using LiveCompare	+350%
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Custom testing (reduction)	99%
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Defects eliminated	200+
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CASE STUDY

How a leading energy provider transformed SAP testing for Agile.

THE SITUATION

- \$300M digital transformation program included an “idea to production in 5 days” initiative
- To meet this goal, SAP teams needed to shift from quarterly releases to Agile delivery but manual regression testing was the bottleneck
- Testing consumed 50% of the team’s software development lifecycle and 30% of the team’s budget

THE NEED

- Reduce regression testing time for SAP initiatives from over a week to 1 day.
- Shift QA focus to address release quality/risk reduction rather than quantity of tests completed
- Eliminate delays related to test data preparation

WHY TRICENTIS

- Continuous end-to-end test automation
- Ease of adoption
- Risk-based approach
- Automated test data preparation/generation
- Resilience of model-based tests
- Integration into their DevOps toolchain

Snapshot

Speed to market	+16x
Reduction to overall testing time	95%
Risk reduction	80% (was 40%)
Cost savings	83%



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