

Customer Endorsements

Learn how Original Software revolutionised the speed & quality of application & website changes



Original Software



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Delivering Software Quality Through Innovation

At Original Software we believe in forging strong partnerships with our customers and working with them to ensure our solutions are a success within their businesses, generating a ROI that's bound to make them internal heroes.

Mission

It is our mission to provide a solution suite that will enable everyone involved in the development and implementation of new or enhanced applications to participate in the software quality process.

Benefits

- Reduced project cost
- Reduced project time
- Improved quality of testing
- Critical defects eliminated
- Productivity increased
- Project deadlines met



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Macerich

Macerich took the opportunity of the Oracle E-Business Suite R12 upgrade project not only to streamline and accelerate the R12 implementation, but to lay the groundwork for an improved testing methodology with any type of application change in the future.

“ Original Software has turned out to be among the top five best application purchasing decisions we've ever made.

J.P. Jones, CIO, Macerich

Original Software offered a comprehensive set of features, ease of use for our business partners and cost-effective pricing. Original Software's tools gave us confidence.

We weren't just testing changes. We were capturing business processes.

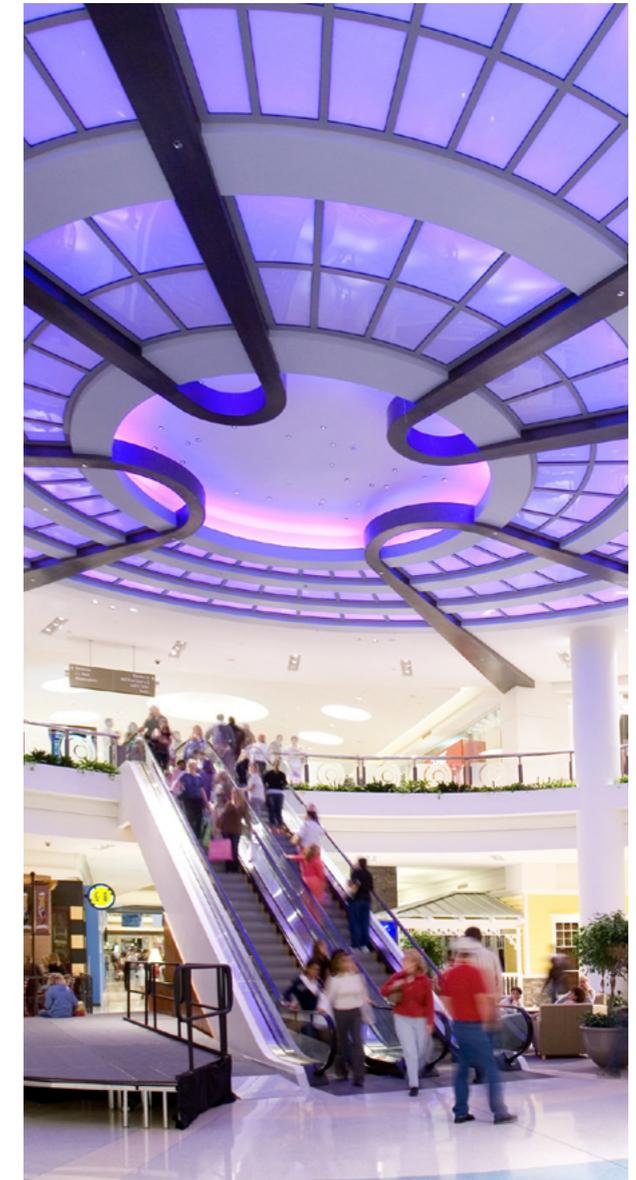
Overall, we accomplished more in less time with the same number of people.

Lori also credits support from Original Software's team of consultants, which remained available, accessible and actively engaged in facilitating quality assurance through the full 9-month course of the project.

Lori Andrade, Senior Business Analyst, Macerich

We easily reduced the testing burden on the business users by 25 to 35 percent.

Leon Hampton, Assistant Vice President, Macerich



ViaSat

When ViaSat, Inc., a publicly traded satellite and digital communications company, approached the impending upgrade of its Oracle E-Business Suite to version R12, management took a sweeping, forward-looking approach to testing befitting an organisation engaged literally in rocket science.



We ruled out solutions from HP and Oracle.

We wanted to use our new testing solution across the business.

We performed the upgrade using full documentation within Original Software. Every test case was listed and every test was executed and screen shots captured.

For our R12 upgrade we have daily status calls, where we review current reports in Quality to gauge status in real-time and determine whether we're on pace.

As a bonus, we'll use the animation feature to convert screen shots to video training guides for educating new employees about business processes.

Patrick Hooper, Business Systems Analyst, ViaSat

Original Software allowed a very straightforward audit when the financial auditors came in and reviewed the changes.

We really appreciate the support that Original has given us. It has been phenomenal. We are very, very impressed.

Aaron Sager, Director of Business Systems and Processes, ViaSat



Midcounties Co-operative

The Midcounties Co-operative had a goal: 100% test coverage on all current business systems and all future software developments. This posed a challenge for QA Manager, Alan Massingham. Without a new approach, he estimated that this would require 10 new full-time employees.

“ With Original Software in place, testing productivity has increased 200%.

We've gone from paper and spreadsheet to an automated system. Our people no longer have to sit down in front of a screen and create test cases for each version manually. Nor do they have to reproduce errors manually because the entire session is recorded.

There has definitely been an improvement in quality since Original Software. One way we see this is in the decline in incident calls to our service desk for systems exclusively tested using Original.

Resource management gives us an overview that helps us plan ahead and identify shortfalls of resources – it's a massive advantage.

Alan Massingham, QA Manager, Midcounties Co-operative

”

The Midcounties Co-operative



Marston's

When Marston's learnt about Original Software and realised how easy the solution was in terms of usability, Marston's immediately saw the benefits it could provide the business with its SAP testing.

“ I would recommend this as a great way to accelerate an SAP upgrade. It keeps costs down, enables business and project people to spend less time in manual validation, and focuses effort on areas of change. It has reduced risk for Marston's.

Phil Court, Head of Information Systems, Marston's

The whole exercise went incredibly smoothly. At this stage 60% automation is good, but we actually expect it to be closer to 80% at the conclusion of the project.

When the project is complete Judy expects to have a regression pack that can be run every month. “Running the regression pack will help us to ensure the integrity of Marston's SAP systems and lower the risk of business disruption.”

Judy Doust, Test Manager, Marston's



Ageas 50

With the help of Original Software, Ageas 50 has significantly improved the quality of deployed applications with post deployment issues reducing by over 94%.

“ We upped our game with Original Software. We aligned IT with the business, and now we deliver faster and with much better quality. There's no doubt that the level of satisfaction has increased tremendously. It's like a wall has come down.

John Osborne, Head of IT, Ageas 50

The tools from Original Software were head and shoulders above the rest.

The functionality was extremely powerful and there was no need for programming at any stage. Everything was point-and-click and context sensitive.

Chris Andrews, QA Manager, Ageas 50

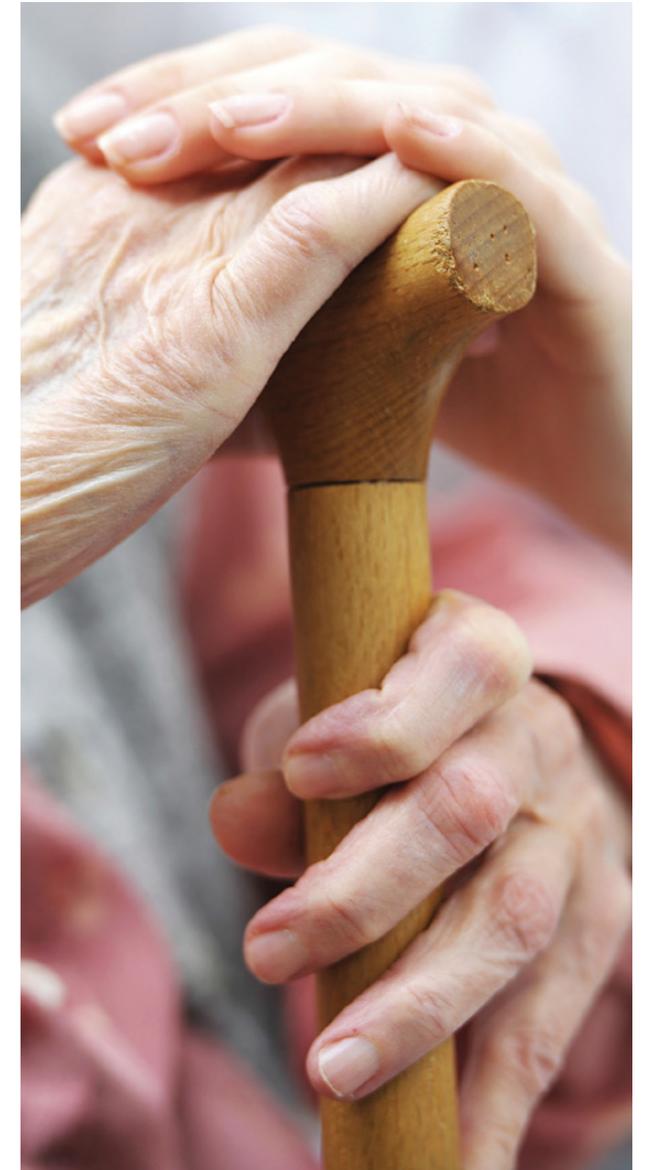
In total our workload has increased by around 65% and we've only added one additional headcount. I estimate that having the solutions in place has delivered productivity improvements that are equivalent to the work of five analysts.

We work smarter now. The tools give us the information we need to prioritise testing according to the business impact, risk, urgency and likelihood of problems occurring.

The Qualify product has made planning unbelievably easier. Now it takes about ten minutes a week. And what's even better is that the test teams can manage their own workloads. It's easy for them to access Qualify and prioritise tasks themselves.

The Original Software products are easy to install and offer brilliant value for money. The tools have proven so successful that, based on the results of our implementation, another division within the group has adopted them. And the support we get is superb. I just wish all our suppliers would respond as efficiently, effectively and quickly.

David Jewel, QA Manager, Ageas 50



Analysts

Original Software has been recognised as a market leader by some of the most influential independent software quality analyst firms covering the application development lifecycle space.

Gartner

Original Software is recognised as a visionary in Gartner's Magic Quadrant for Integrated Software Quality Suites based on completeness of vision and ability to execute.

Ovum

“ While other companies have diversified into other test types and sometimes outside testing completely, Original has stuck more firmly to a value proposition almost solely around unsolved challenges in test automation. It has filled out some yawning gaps in functional test automation and attempted to make test automation more accessible to non-technical testers.

Paul Herzlich, Software Testing Tools Analyst, Ovum

Overall, in Ovum's view, Qualify is a versatile product that will adapt to the way QA teams work and enable organisations to centralise their software quality lifecycle processes.

On the basis of its innovative approach, Original Software has a strong future in the software quality management space in the years to come, of which its latest product, Qualify, is a prime example.

Michael Azoff, Senior Software Quality Research Analyst, Ovum-Butler Group”



Customer Testimonials

Original Software has a world class record of innovation spanning 20 years in the software quality industry. During this time, we have received many endorsements from customers who have realised significant improvement in application quality, while minimising the associated risk and cost.

Coca Cola

“ The Original Software solution enabled the QA team of Coca-Cola Computer Services to create a wide range of automated tests and help maintain the high quality of the BASIS application used by many bottling plants around the world. The Coca-Cola team needed a solution which would enable them to build rapid and maintainable automation as well as address other aspects of the testing challenge including the database and managing test data environments, and they found this unique combination with Original Software in a partnership which has continued for over 8 years. During this time the test assets created proved especially beneficial when Coca-Cola delivered big releases that required a complete retest of the complex and business critical application. Around 130 Test Cases with about 3000 Scripts comparing 200,000 individual screens have been recorded over time and are readily available to run business process related tests in a short time. It has saved the team many hundreds of man-hours and means that BASIS can be assured to a level just not possible manually, supporting Coca-Cola's mission of delivering quality to their business partners in a timely manner. ”

Gerald Weichselbraun, Quality Manager, Coca-Cola Computer Services



Jack Henry & Associates

“ I wanted to take a moment to tell you how much we appreciate your support staff. As always – they are committed to providing excellent support to our company. ”

Steve Sinclair, Technical Business Analyst, Jack Henry & Associates



NYSE Euronext

“ It makes me feel really comfortable working with Original Software that they can answer both the business and technical questions that I might throw at them without having to go through ten people. They are driving the process as hard as I am! It's not just a money thing - they want it to be successful for us. ”

Paul Cassell, Vice President of QA, NYSE Euronext



Amadeus North America

“ Thank you for the quality of the support you have provided us with. This is a good and fruitful partnership. ”

Harold Sepulchre, Director TOPS Development, Amadeus North America Inc.



Reliance Security Services

“ IT and the business are now more closely aligned and working as a partnership to drive the business forward. The Original Software team are very approachable, understand our needs and are knowledgeable about how to get the most out of an improved test process – it has been a good partnership. ”

Tim Aitkinson, CIO, Reliance Security Services



Unilever

“ I have recently purchased TestDrive-Assist for manual testing and TestDrive for test automation from Original Software. Both solutions are brilliant and I am using them very successfully. Intuitive to use, visual scripting as opposed to programmatically scripting, self-healing scripts - absolutely brilliant! Original have been pleasant to deal with, helpful at all times, and as I say, I am more than happy with the tools' capabilities. I thoroughly recommend them. ”

Peter Cliffe, Global Solutions Quality Assurance Manager, Unilever UK Limited



Euronet

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

Doug Goodwin, VP of Global Development, Euronet



Macmillan

“ The ability to re-run and reuse test scripts and data at will has massively accelerated the entire testing process. We can now do our regression testing on demand – and unmanned. ”

Roger Matthews, Head of Data Administration, Macmillan



Castrol

“ The great thing is that TestBench covers everything, every time...5 hours for a complete test that would have taken 10-15 days to do manually! ”

Peter Giles, Project Manager, Castrol UK



Diamant Boart Industries

“ Other solutions were simply too complex to work with. We just didn't have the time required to learn how to use them. On the other hand TestBench was really very easy to learn – in just two hours I had heard enough to get going by myself. ”

Bob Kemper, Senior Consultant Diamant Boart Industries



Global Home Loans

“ At our first attempt we were able to cut the amount of time spent on regression testing by 70%. This implies that, as we get slicker, this will come down even further. ”

Jordan Daniel, QA Manager, Global Home Loans

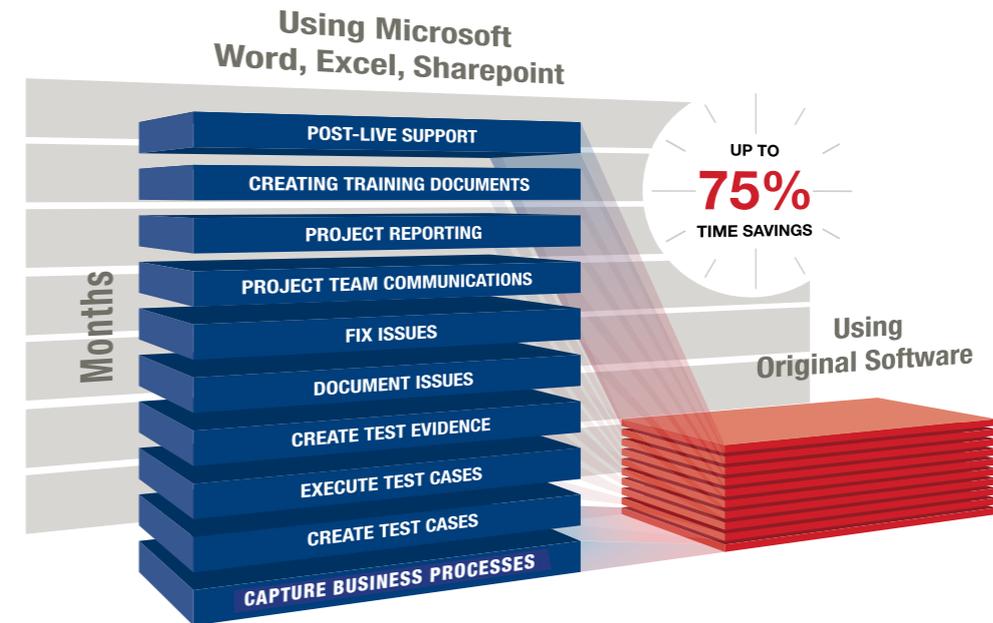


5 Minutes to Calculate Your Own ROI

We are confident our solution can help you deliver a high quality outcome to your application quality project while accelerating the process and optimising resources. We are also sure you can realise significant cost savings.

Based on our customers' experience, we have developed a cost-saving calculator that can quickly and clearly show you the likely cost savings and return on investment you would gain from deploying our solution. Challenge us to calculate your own ROI.

Get in touch at: origsoft.com/contact



About Original Software

Original Software dramatically reduces the effort required to ensure your enterprise applications meet the changing needs of your business. Thousands of knowledge workers and IT professionals around the world use it to streamline processes such as user acceptance testing, conference room pilots, manual and automated testing, project tracking, and regulatory audit of applications. The software provides the fastest way to capture and share business processes, validate application functionality, and communicate real-time project status. You can apply it to any data-centric application. Our customers report their productivity doubling, tripling, quadrupling – or better – enabling them to deliver functionality more frequently and meet strategic objectives more rapidly.

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