



Case Study

Leading financial management and advisory company's mission-critical testing assignment is resolved with a practical, fixed price solution

Client:

A Leading Financial Management and Advisory Company

Industry:

Financial Services

Service Offering:

Global Services

- Application Services
- Quality Assurance & Testing



The Situation: A leading financial management and advisory company issued an RFP through one of its business groups for the custom design and development of a regression testing system to support one of its core service offerings. Overall, the client serves as a global underwriter of debt and equity securities and as a strategic advisor to corporations, institutions, individuals, and governments worldwide. The client has offices in 36 countries and total customer assets of more than \$1.6 trillion. The business group that issued the bid is one of the world's largest financial asset managers, with assets under management totaling \$479 billion.

The Challenge: The client's initial RFP requested proposals from four companies for the custom development of a regression testing system for its middle office strategic platform. This platform is mission critical as it processes over 10,000 transactions daily and routes orders from various trading systems to internal accounting and settlement systems. The client needed to test the integrity of the incoming data to ensure its accuracy before moving it to the next phase of business.

The Response: As a premier provider of technology staffing and services, TEKsystems® responded through its Quality Assurance & Testing practice to develop an alternative and more cost-effective plan for meeting the client's end software goal. TEKsystems drafted an approach letter detailing the use of off-the-shelf automated testing software instead of a costly custom software package. This practical approach offered a simple, fixed-price service and led the client to cancel its bid request in favor of a sole source contract with TEKsystems.

The TEKsystems team worked with the client to identify the project's exact needs and then developed a proof of concept for both Solstice Software's Integra Enterprise automated testing software and IBM® Rational's Robot test automation tool. A thorough examination of each testing package revealed that Integra Enterprise would require additional customization, while Robot could be used as is. The client already possessed



the Robot program and software licenses, but was using it for another purpose. TEKsystems' senior and junior engineers provided the necessary instruction on Robot's additional quality assurance functions and managed the project for its three month duration.

The Result: The innovative solution and fixed-price package offered by the TEKsystems team helped the client complete its project early and significantly under budget. In addition, the client was pleased to realize a greater return on its previous investment in IBM Rational's Robot tool. The TEKsystems team delivered the required regression testing framework and Robot tool instruction for a fraction of the cost and hassle of custom development.

The Technology: IBM Rational's Robot Test Automation Tool; Solstice Software's Integra Enterprise Automated Testing Software