

# Eggplant for Defense – Elevator Pitch.

## Target Audience:



CIO and Program Officers



Test & Engineering  
leaders

## Quick Pitch

Non-invasive automated testing of Command & Control systems to support the warfighter

## Customer Benefits

- **Non-invasive automation** Automate mission critical systems without needing to interact with the underlying code
- **Military-approved technology** Recommended by the US Defense Science Board
- **The automation standard** Used by the DoD, US Army, Navy, Raytheon Technologies, BAE, Lockheed Martin
- **Automate any application** Automate rich graphical UIs and custom operating systems

**eggplant**

## Why eggplant

- One platform to fulfill both Testing and Robotic Process Automation requirements
- Recognized leaders in Test Automation by both Gartner and Forrester
- Proven across the defense industry
- Realize business value faster and improve ROI
- Customer Success to simplify and smooth implementation

### Reference customers

**NORTHROP  
GRUMMAN**



**U.S. ARMY**

**L3HARRIS™**  
FAST. FORWARD.

**LOCKHEED MARTIN**

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## PAIN POINTS

- Using traditional automation tools impossible as teams are unable to access code
- Rich, graphical UIs make automation a challenge
- Automation tools not compatible with custom operating systems (Dell 5501, GTAC, PACSTAR etc)
- Citrix environments and Virtual networks provide additional test complexity
- Large-scale software implementations mean significant test maintenance effort and few releases per year

## SOLUTION CAPABILITIES

- **DevOps at Scale:** Modernizing your digital offering with a strategy in which development and test automation engineers collaborate with the operations team to ensure software delivers on their ultimate goal of delighting partners.
- **Automate Anything:** Eggplant can test any technology on any device, operating system or browser. Automating processes across applications and platforms, from Mobile to Mainframe, from Citrix to Cloud.

## CHALLENGER QUESTIONS

Our customer (US Army, DoD, Lockheed) were facing challenges around...

- Automating applications where access to the code is impossible
- Rich, graphical UIs making automation a challenge

.....Has that been a challenge for you? How have you dealt with that? Have you come across similar problems?

## Objection handling

### Objection

We already have automated testing

### Response

It's good to hear you're already on board with automation, most of our clients already had automation scripts covering their happy paths but wanted to massively increase their level of test coverage, does your team have similar aims?

We build it ourselves

It's great that you have the skills in the team to do that, lots of our clients have built their own frameworks; eggplant is able to incorporate open source code into the model to provide a big increase in test coverage.

We don't have budget

That is a very common theme as very few people have budget lying around – the majority of our new customers over the last 12 months worked with us to develop a business case, I'd be happy to talk through some of the ROI data.