

Eggplant for Enterprise Apps

Target Audience:



Program Heads, Product & Technology leaders, Architects



Test & Dev leaders



Influencing roles:
Heads of Sales & CX

Quick Pitch

Model and automate complex interconnected systems with multiple endpoints across the whole digital stack.

Customer Benefits

- **An interconnected system** Automate journeys and processes across multiple operating systems using a single model
- **From endpoints to microservices** Model and test the entire system E2E through the whole stack
- **Cloud, on-prem and hybrid** Flexible eggplant deployment aligns with your cloud strategy
- **Big data** Incorporate inputs from databases, text files, and spreadsheets

eggplant

Why eggplant

- One platform to fulfill both Testing and Robotic Process Automation requirements
- Recognized leaders in Test Automation by both Gartner and Forrester
- Complete Cloud vision – allow people to work on crucial systems with no disruption due to bad software
- Realize business value faster and improve ROI
- Customer Success to simplify and smooth implementation

Reference customers

ORACLE[®]
micros[®]



DELTA

CISCO

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PAIN POINTS

- Testing off-the-shelf products means no access to the code
- Data-heavy UIs make automation a challenge
- Existing tools only test parts of the system making E2E testing impossible
- Legacy applications with multiple layers that nobody understands
- 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 (Oracle/Les Schwab/Manhattan) were facing challenges around...

- Existing tools only compatible with parts of the system making E2E testing impossible...
- Dealing with the amount of test maintenance that comes with a large-scale software implementation....

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

Objection handling

Objection	Response
We already have automated testing	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.