

# Eggplant for Financial Services – Elevator Pitch.

## Target Audience:



Program Heads, Product & Technology leaders



Test teams



Influencing roles:  
Heads of Sales & CX

## Quick Pitch

Model and automate complex interconnected systems to deliver high levels of test coverage across the whole banking technology stack

## Customer Benefits

- **An interconnected system** Automate journeys and processes across multiple operating systems using a single model
- **Big data** Incorporate inputs from databases, transaction systems, and spreadsheets
- **From endpoints to microservices** Use cases include Finastra, Fidessa, Core Banking Systems, FIS, Oracle, SAP

## 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

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## PAIN POINTS

- Large-scale software implementations mean significant test maintenance effort and few releases per year
- Legacy applications with multiple layers that nobody understands
- Existing tools only test parts of the system making E2E testing impossible
- Custom operating systems like ATMs
- Data-heavy UIs make automation a challenge

## 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.
- **Robotic Process Automation:** RPA automates manual processes, making partners more effective and simultaneously improving business outcomes by reducing the errors involved in manual data entry.
- **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 FS customer (JPMorgan/Alaska/FIS/Nationwide) 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

Ok great, 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

Ok great, lots of our clients have built their own frameworks; eggplant is able to incorporate opensource code into the model to provide a big increase in test coverage.

We don't have budget

No worries, 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.

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## Additional Use Case

- **Replacing Trading Platforms.** An Eggplant customer was replacing their existing bond and swap trading platform. The new system was GUI-based and consisted of multiple components that had their own unique functionality
- **Mimicking Real User Actions.** The new platform utilized mouse and keyboard inputs to manipulate the GUI. They needed a solution that could act as a user and the way they would trade on the new platform
- **Simplified Testing Suites.** There was also a need to ensure that tests, moving forward, could be deployed rapidly for new releases without having to code tests from scratch

## How Eggplant Helps

- **Automation and Object Recognition.** Eggplant is ideal for this type of testing and can easily recognize objects on the screen and complete actions such as identifying bonds, initiating a trade by entering correct information, then monitoring the screen for a confirmation pop-up
- **Real World Behavior.** Other tools can do the above, but Eggplant is the only one able to imitate real user errors and frustrations, such as hitting multiple buttons at the same time or pressing a button multiple times. This identified potential instabilities in the new trading platform
- **Robust Modeling.** Eggplant's object recognition and intuitive modeling structure does not require re-writing tests for every new release