

Eggplant for Law Firms – Elevator Pitch.

Get your team billing!

Target Audience:



Practice Owners



Managing Partners



Influencing roles: CIO;
IT Manager; QA
Manager

Quick Pitch

The most powerful Test Automation solution, allowing for accelerated Regression Testing of packaged applications such as InTapp; Salesforce; SAP. Can also be used for RPA to automate administrative tasks.

Customer Benefits

1. **More Client facing time** Deepen client relationships without having to worry about technology hurdles
2. **Automation** Amplify revenue creation by introducing intelligent automation
3. **Partner Experience** Promote Partner efficiency and deliver more billable hours
4. **Accelerate the Practice** Accelerate organizational productivity with tested, robust systems and process

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 partner experience

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PAIN POINTS

- New software purchases that need testing in terms of interoperability with existing systems
- Bespoke applications lacking integration
- Low Partner satisfaction with IT systems
- Protracted test cycles
- Delayed software rollouts
- Moving to the Cloud

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.
- **Optimize UX:** Digital transformation is fuelled by better quality software, testing is therefore more important than ever. As such, companies must reject simply testing code and instead test from the user perspective.
- **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 Law firm customers (Freshfields/White & Case/Linklaters) 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

Question	Answer
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.