



**TestDirect**

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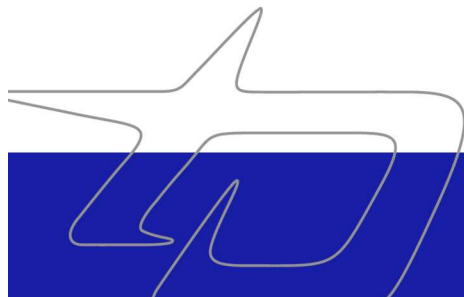


## Overview

Prepared by: Alan Reilly  
Mark Dalton



- What We Do
- Key Individuals/Specific Roles
- Test Direct Solutions
- How We Test
- Summary
- Next Steps



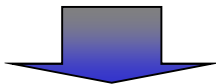
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# What We Do

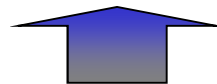


- Provide managed testing services
- Supply quality testing resource
- Offer expert test consultancy
- Supply services across the full testing spectrum
- Work with clients to deliver systems which are:
  - Fit for purpose
  - On time
  - Within budget
- Sustainable improvements in organisations' testing capability

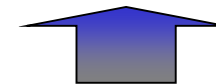
**Costs**



**Confidence**



**Speed to Market**

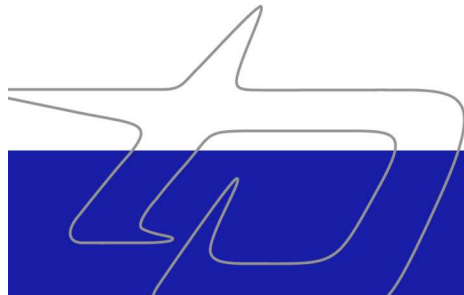


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# Key Individuals/Specific Roles



- Test Management
- Test Strategy and planning
- System Testing
- User Acceptance Testing
- End to End Testing
- Automated Test Tools
- Non functional Testing
- Test Analysis and execution
- Test Consultancy
- Capacity Management
- Data Management
- Environment/Configuration Management
- Incident Management
- Implementation Management



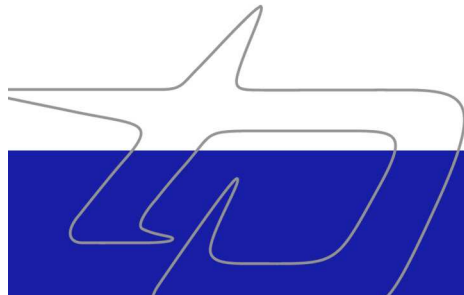
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# Potential Solutions



## 1. Planned Individual Resources

- Key individuals identified now for Future Projects
- Client approach imparted in advance
- Project aware prior to deployment
- Hit the ground running
- Potential for more flexible pricing



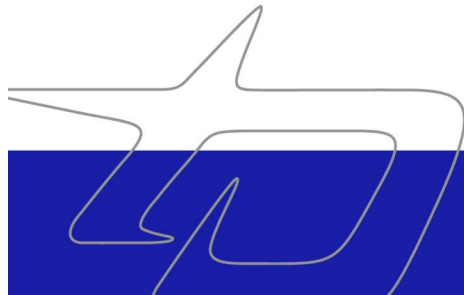
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# Potential Solutions



## 2. Planned Team Resources

- Benefits as per planned individual resources
- Full or component part of a team
- Appropriate roles/skills mix
- Teams used to working together
- Team Leaders/Test Managers if required



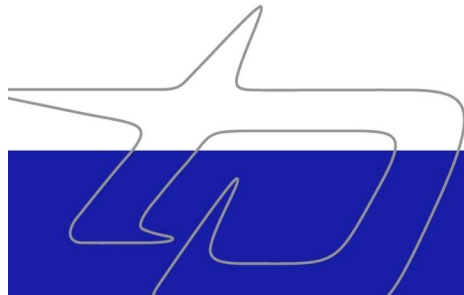
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# Potential Solutions



## 3. On Demand Resources

- Skilled and dedicated people at short notice
- Short or medium to long term basis
- For any role in the test arena
- Holiday and sickness cover
- Remove and replace
- Emergency deployment



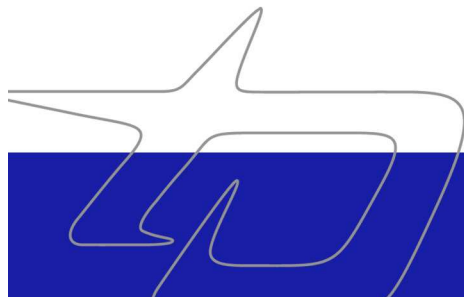
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# Potential Solutions



## 4. Offsite Working

- Discreet and secure test labs
- Test analysis and preparation
- Remote access to client networks
- Cost efficiencies: space/budget



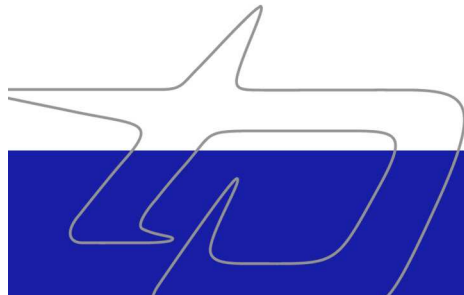
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# Potential Solutions



## Quality People, Flexibility and Competitive Pricing

- Planned Team Resources
- Planned Individual Resources
- On Demand Resources
- Off Site Resources
- Any Combination, All or Other



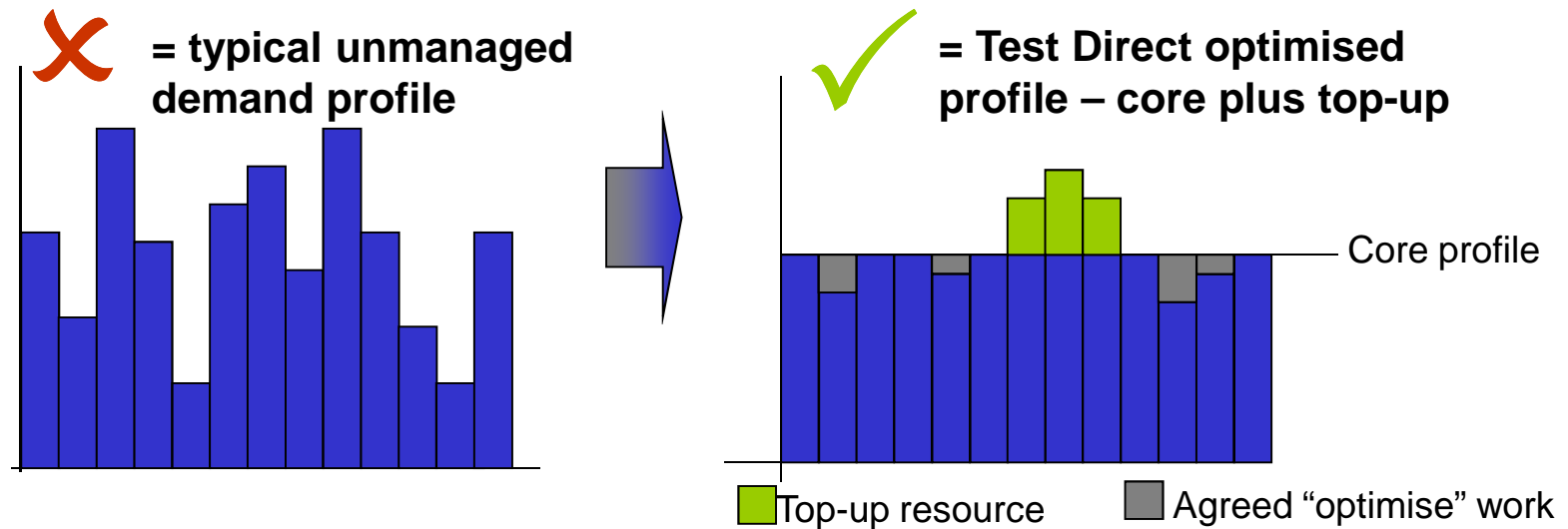
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# How We Test



## Plan Ahead and Optimise Resources

- Understanding of major projects
- Use of V-model approach for early planning and preparation

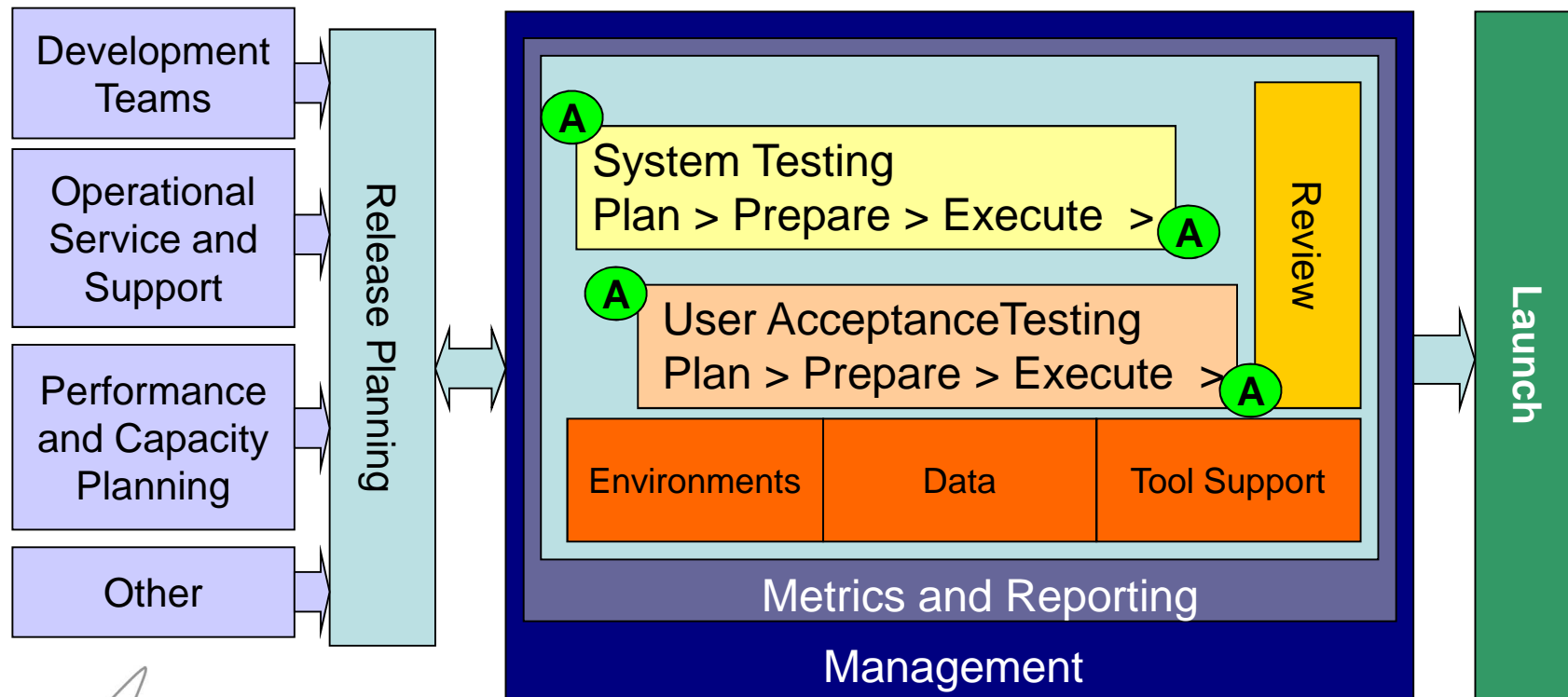


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# How We Test



## Define and Integrate the Service



**A** = assessment point

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# How We Test



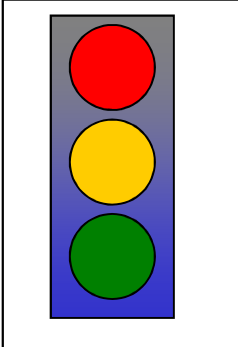
## Increase Visibility, Demonstrate Value for Money



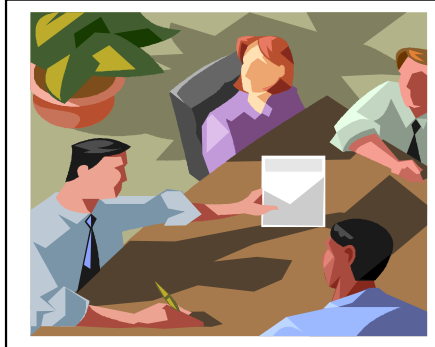
Standard documents and consistent procedures

Skill Definition/Achievement vs Target	1	2	3	4	Rating
<b>Business</b>					
Business Skill 1	2/1	3/2	2/2	0/1	Orange
Business Skill 2	0/0	1/1	3/3	2/2	Green
Business Skill 3	1/1	3/3	2/2	3/2	Green
<b>Functional</b>					
Functional Skill 1	2/1	3/2	2/2	1/1	Green
Functional Skill 2	0/0	1/1	3/3	2/2	Green
Functional Skill 3	1/1	3/3	2/2	3/2	Green
<b>Technical</b>					
Technical skill 1	2/1	3/2	2/2	1/1	Green
Technical skill 2	0/0	2/2	1/3	0/2	Red
Technical skill 3	1/1	3/3	2/2	3/2	Green

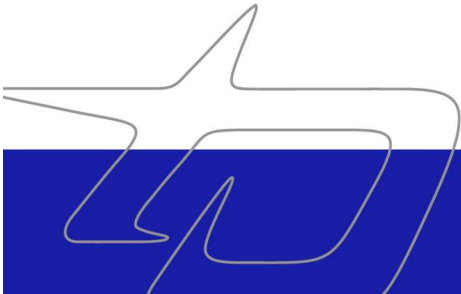
Skills measured and tracked



Clear management reporting



Effective gateways and reviews

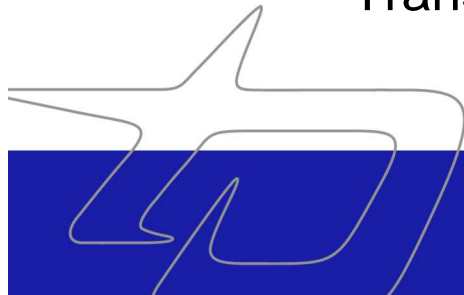


# How We Test



## Improve Quality and Speed to Market

- Develop re-usable test assets
  - Plans, scenarios and cases/scripts
  - Test data and environments
- Automate where appropriate
- Provide detailed metrics
- Facilitate process improvement by:
  - Pinpointing issues
  - Analysing metrics
  - Testing Reviews
  - Applying lessons learnt
- Transfer knowledge to customer employees

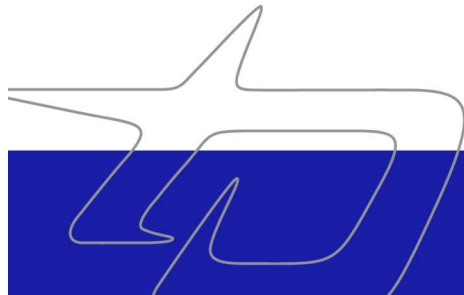


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# Summary



- Services across the full Testing Spectrum
- Financial Services Expertise
- Bespoke Resource Solutions
- Skilled and Dedicated People
- Flexible Deployment
- Certainty of Resource
- Value for Money
- Proven Track Record



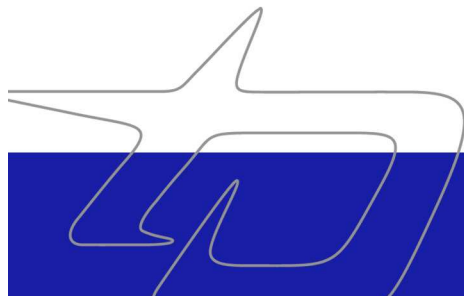
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## Next Steps



THE POSSIBILITIES ARE INFINITE



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