

# unlock

## the power of SAP

through test and acceptance management

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Ensuring your SAP projects are successful, on time, and on budget

**Your information is your most critical resource. Running it effectively relies absolutely on your SAP Enterprise Resource Planning (ERP). Integrating any SAP application, upgrade, release or patch into your business is highly complex; so as well as the best SAP environment, you need the most robust testing methodologies to drive change.**

Our Testing and Acceptance Management for SAP enables you to ensure SAP projects are completed to time and budget. Our 40 years' experience of testing mission critical systems, backed by deep industry expertise and specialist knowledge, makes certain your projects are successful and that you achieve cost savings of around 35%.

# Testing and shaping SAP for your business

Any SAP implementation relies absolutely on the best Test and Acceptance Management (TAM) processes. The question is: do you have the best?

## The challenge

**Good ERP is the cornerstone of any major information system. And for 90% of international businesses, that ERP is based at least in part on SAP. They choose SAP for its functionality, robust reliability and agility. Used properly, SAP enables businesses to adhere implement best practice across every area of operations heavy process redesign.**

However, at the moment 93% of SAP projects are delivered late, and 35% over budget, because the complexity of implementing SAP into the legacy systems is underestimated. Any implementation requires integrating SAP into your already-existing legacy systems and overcoming functional and technical considerations as well as issues of data quality and loading. If you don't industrialize your testing and acceptance (through a TAM process), they can account for around 50% of the total engineering costs of the project an amount that's worth considering and saving against. Through our complete TAM services, those processes can be industrialized, made more effective, and save your money.

## Shared vision from the start

Our TAM offers a complete set of services to support you in testing and validating any SAP project. With our help, you can steer through the complexity and achieve success every time. These solutions are industrialized and can help you achieve results more effectively on all types of SAP project, including new applications, upgrades, minor releases and patches.

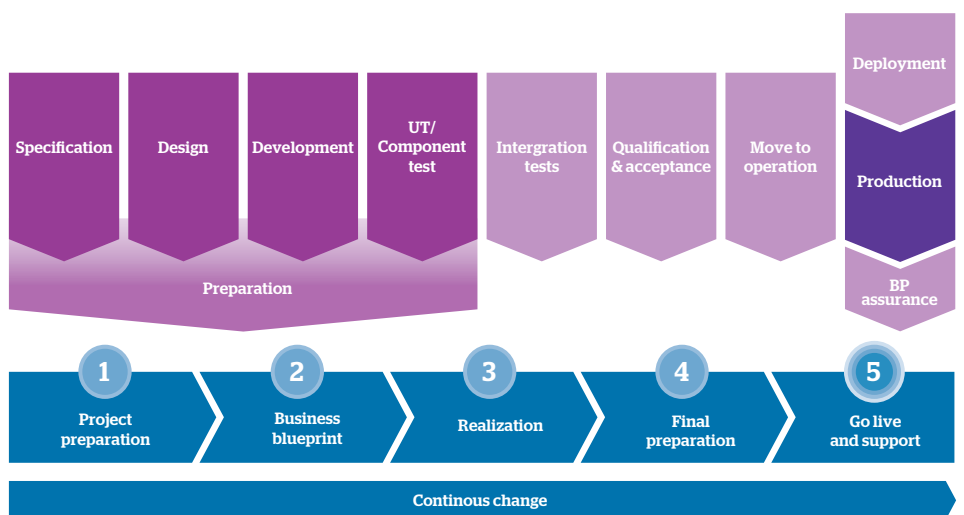
We work together with you from the start, aligning business, development and application management teams. With all teams adhering to best practice methodology based on Run SAP (compliant both with the market and SAP) ensures a shared vision and direction.

## TAM for SAP includes consulting services such as:

- ▶ Health check and maturity assessment
- ▶ Definition of the TAM for SAP solution
- ▶ Business acceptance testing
- ▶ SAP testing industrialization and tool selection
- ▶ SAP automation
- ▶ SAP business process assurance.

## Adaptable delivery

We give you global sourcing backed up by an in-depth, international and distributed organization. That means you get the best service and expertise, in the right place at the right time. Our more than 15 nearshore/offshore test factories across the world can create, tailor and service your project to meet your needs.



**By not industrializing test and acceptance activities, through a good TAM process, they could cost you up to 50% of your SAP engineering costs. Industrializing through TAM saves you money.**

# An industrialized TAM approach

## An approach driven by ROI

It's a simple equation. To ensure SAP projects are delivered perfectly, faster and cheaper, you have to industrialize the processes behind them. We accelerate this through:

## Our Business Process Modeling (BPM) approach

This gives you the efficient and proactive management of business critical applications that you need. Our TAM helps you manage SAP processes and ensure the critical business processes that your SAP drives are properly implemented, tested and constantly monitored.

Our BPM approach aligns your business requirements with automatically generated, associated test cases. This enables full traceability between business process and operational execution as well as allowing you to formalize and structure the test repository. This approach enables us to achieve ROI at the fourth iteration cycle.

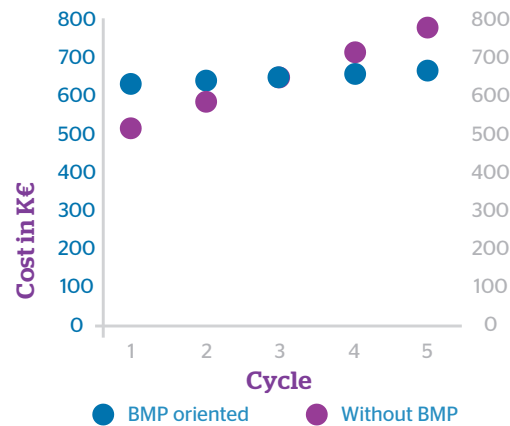
## Our regression testing approach

Any testing strategy has to be able to bring in new changes and deploy them into the operational environment smoothly. To achieve this, each time changes are deployed we clearly define the regression tests to be performed.

Regression testing includes both our regression test strategy and the execution leverage tools that automate test case generation and test execution. Our TAM for SAP includes the use of SAP Test Acceleration and Optimization (TAO) for accelerated test component generation as well as HP QTP and HP BPT.

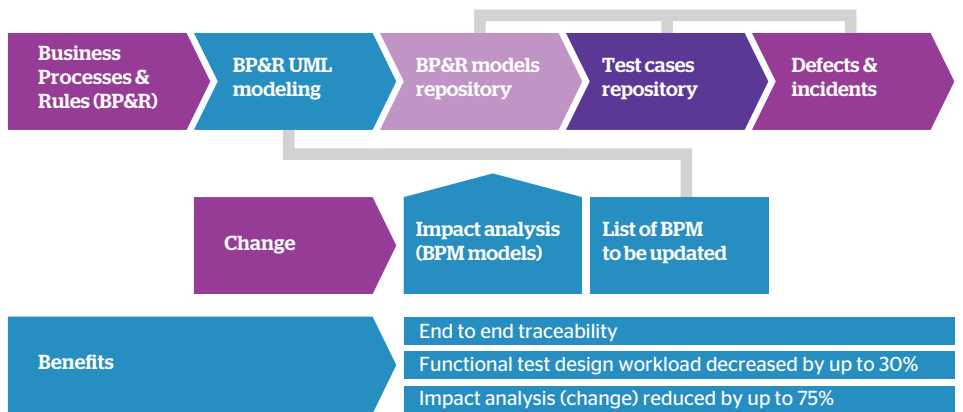
## Return of Investment (ROI)

(Business case: 150 BP, 1500 test cases, 20% regression test rate)



## Scope covering 14 processes

(Procurement, IM, sales; manufacturing, etc.)  
1494 test cases



**We give you innovative, end-to-end TAM solutions that are built around you.**

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# TAM that delivers significant returns for our SAP customers

We give you industrialized SAP Testing and Acceptance Management through the use of market-leading tools such as SAP Solution Manager, SAP TAO, SAP TDMS, HPOS for SAP and Smartesting.

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## Clear benefits

Our TAM solution for SAP delivers clear benefits:

### ► Accelerating implementation and rollout by:

- Implementing a business process oriented approach for end to end, industrialized traceability
- Using pre-modeled SAP Modules such as FI, CO and MM
- Automatically generating tests cases from the modeled business process
- Reducing the length of the impact analysis phase by 75%.

### ► Delivering higher quality solutions for optimal performance by putting in place best practice as well as tried and tested Atos methodologies such as:

- Acceptance Driven Development Methodology (A2DM)
- R2BT (Requirement and Risk Based Testing)
- Our own test capabilities improvement framework.

### ► Reducing implementation costs by:

- Reducing the design phase of functional testing by up to 30%
- Calibrating testing and acceptance phases through our R2BT methodology
- Automating regression testing to ensure ROI from the fourth iteration cycle
- Improving productivity through industrialization
- Providing traceability between any potential defects and business requirements.

## Our credentials

- Atos is committed to providing SAP services around the world and it's a major part of our global solution portfolio. This ensures that you get consistently exceptional service, risk and budget management wherever you are. And that means extraordinary quality at a manageable cost
- We work in partnership with leading providers of testing tools, such as SAP, HP, IBM and Smartesting. The joint offerings we give you cement and multiply our respective strengths
- We consistently deliver cost savings of up to 35% to our customers, through our business modeling approach and our automated repository of test cases
- Our testing methodologies aren't just theory; they're constantly being proven with customers in every sector, including utilities, automotive, pharmaceuticals, industry, public sector and telco
- We bring our customers the benefit of real industry expertise and specialist knowledge, gained over 40 years of successfully testing mission critical systems
- Our experts are qualified to the highest levels and all hold relevant specialist qualifications based on ISTQB (International Software Testing Qualifications Board).

For more information, please contact: [tam@atos.net](mailto:tam@atos.net) or visit: [www.atos.net/tam](http://www.atos.net/tam)