



Counting the Numbers

Hard facts about the value of test automation with Tricentis

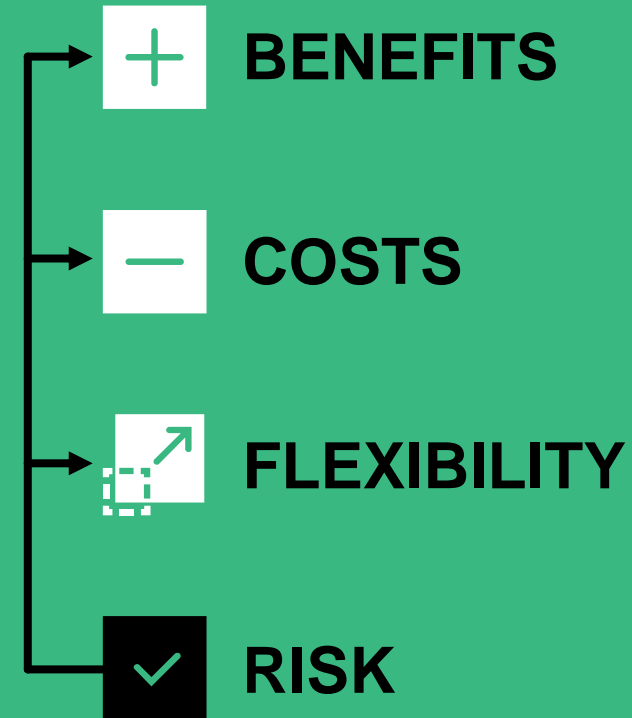
February 22, 2022

Kirk Wohlers, Sr. Director
Global Partner Success - SAP

Robert Sherwood – Senior Enterprise Architect - Tricentis
Ronald Tetteroo, VP SAP Strategic Partnership - Tricentis

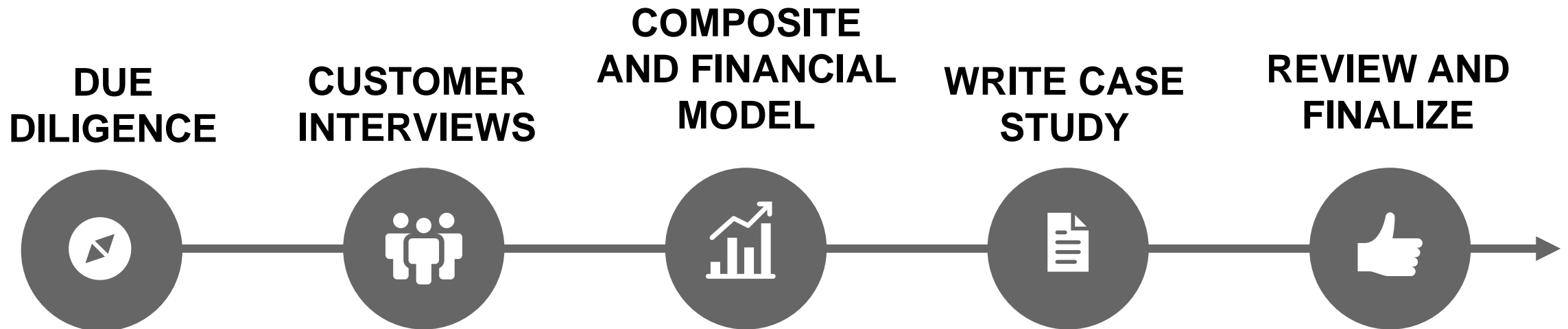
**TEI™ is a proven,
consistent,
repeatable
methodology to
justify technology
investments**

TOTAL ECONOMIC IMPACT



Project approach

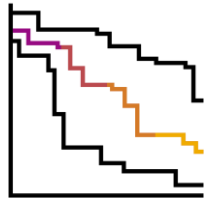
Forrester took a multistep approach to evaluate the impact of SAP Application Testing Solutions by Tricentis



The Total Economic Impact™ of SAP Application Testing Solutions by Tricentis

“ When you put it all together, the benefits are really clear: fewer test conditions, less effort, less errors.”

– ERP Principal Test Manager, Telecommunications



90% Reduced costs of hypercare

SAP Application Testing Solutions by Tricentis



Application release rates increased by **300%**

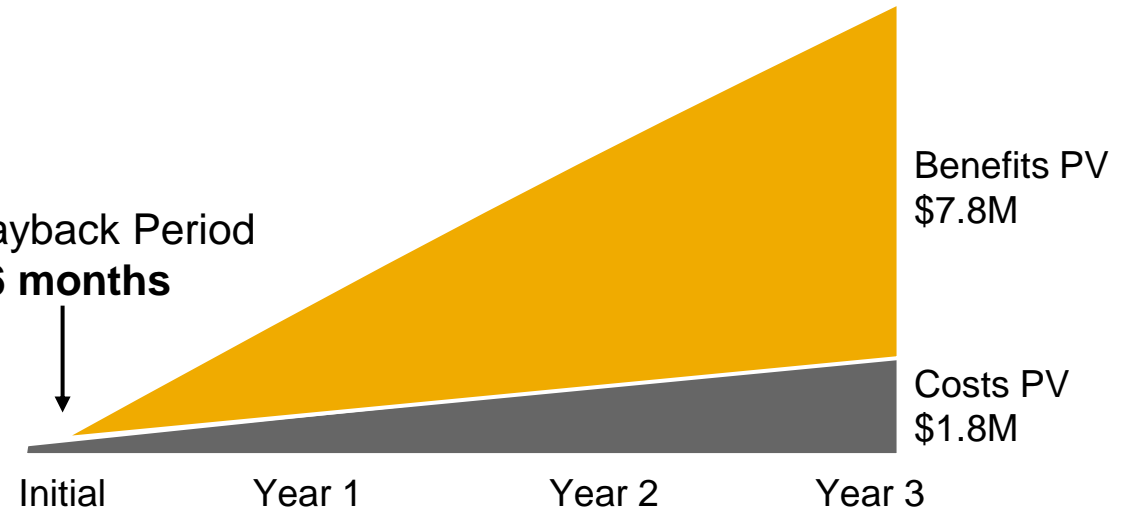


Production errors reduced by **78%**



Testing scope reduced by **84%**

Payback Period **<6 months**












NPV **334%**

ROI **334%**

Payback **<6 months**

Assets and Offers

	Asset Description	Links
1. Forrester Infographic - Total Economic Impact of SAP Application Testing Solutions by Tricentis	<ul style="list-style-type: none"> • TEI Infograhhic • Forrester TEI Report • Blog 	<ul style="list-style-type: none"> • TEI Infographic Forrester TEI Report  
2. Videos	Short Video SAP Application Testing Solutions by Tricentis Long Video SAP Application Testing Solutions by Tricentis	<ul style="list-style-type: none"> • Short Video Long Demo Video  
3. Digital Landing Page	SAP Application Testing Solutions by Tricentis Campaign Page	Landing Page 
4. Enabling Intelligent Change Analysis and Fostering Innovation	Solution Brief – SAP Change Impact Analysis by Tricentis	https://d.dam.sap.com/a/jBvuEYz 
5. Powering Digital Transformation Through Fast and Efficient Continuous Testing	Solution Brief – SAP Enterprise Continuous Testing by Tricentis	https://d.dam.sap.com/a/GRR18kF 
6. Supporting Innovation with Fast, Flexible Performance Load Testing at Scale	Solution Brief – SAP Enterprise Performance Testing by Tricentis	https://d.dam.sap.com/a/U1LwrT5 
7. Verify the Accuracy of Your Data	Solution Brief – SAP Enterprise Data Integrity by Tricentis	https://www.sap.com/documents/2021/09/8ee67494-f97d-0010-bca6-c68f7e60039b.html 

Thank you.

Kirk Wohlers

SAP Partner Success

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