



De-risking cloud transformations

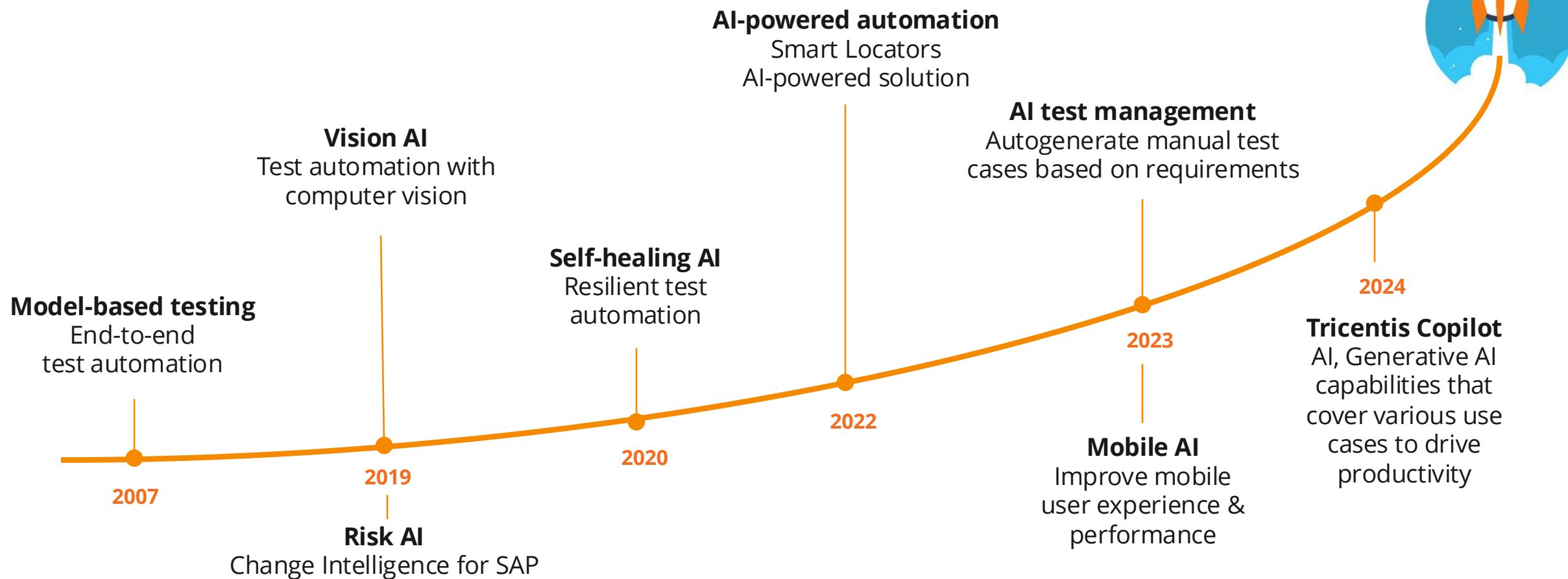
In an AI driven World

Oscar Trompe
o.trompe@tricentis.com



Tricentis AI evolution

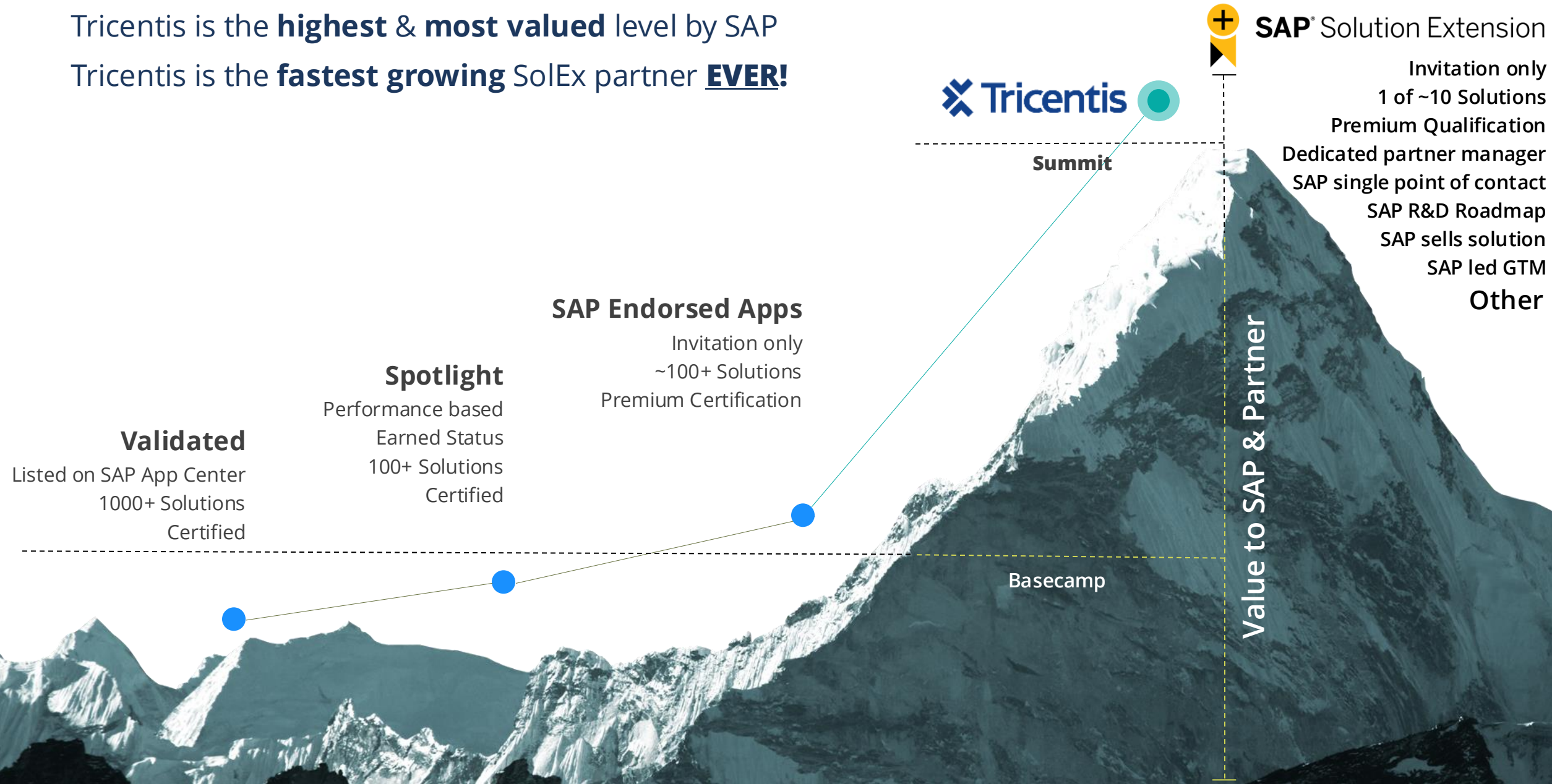
Solving the toughest problems with the biggest impact



SAP Solution Extension (SolEx) Progression

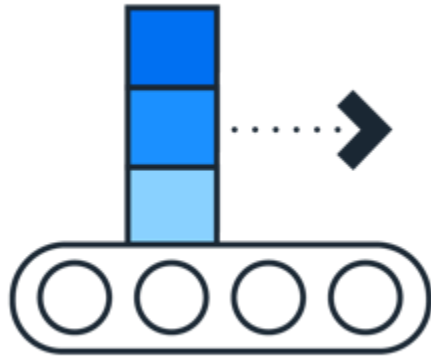
Tricentis is the **highest & most valued** level by SAP

Tricentis is the **fastest growing** SolEx partner **EVER!**



Ensuring successful business outcomes together

Modernize without risk



Remove

SAP Transformation blind-spots

Focus on **risk-avoidance**

New business models



Faster

innovations and transformations

Intelligent automation accelerating
time to market

Greater efficiency



Reinvest

savings in future innovations

Quality-first mindset led by
continuous automation

Energy company

Delivers on transforming customer experience
with the move to SAP S/4HANA

Project Background

- Transform customer experience starting with streamlining internal billing systems for a universally optimized customer experience
- The leadership knew testing would be critical to the project's success

Complications | Challenges

- Consolidating four different billing applications into a single system
- Ensure the SAP S/4HANA project did not negatively affect critical business processes
- Automating testing for multiple SAP applications – SAP for Utilities, SAP Marketing, SAP Commerce Cloud, and more.

Successful Business Outcomes

- Test automation is viewed as high quality, high business value
- Advanced from waterfall to weekly SAP releases
- Defects discovered earlier, enabling faster, more efficient defect resolution

21B\$

Invoicing revenue

0

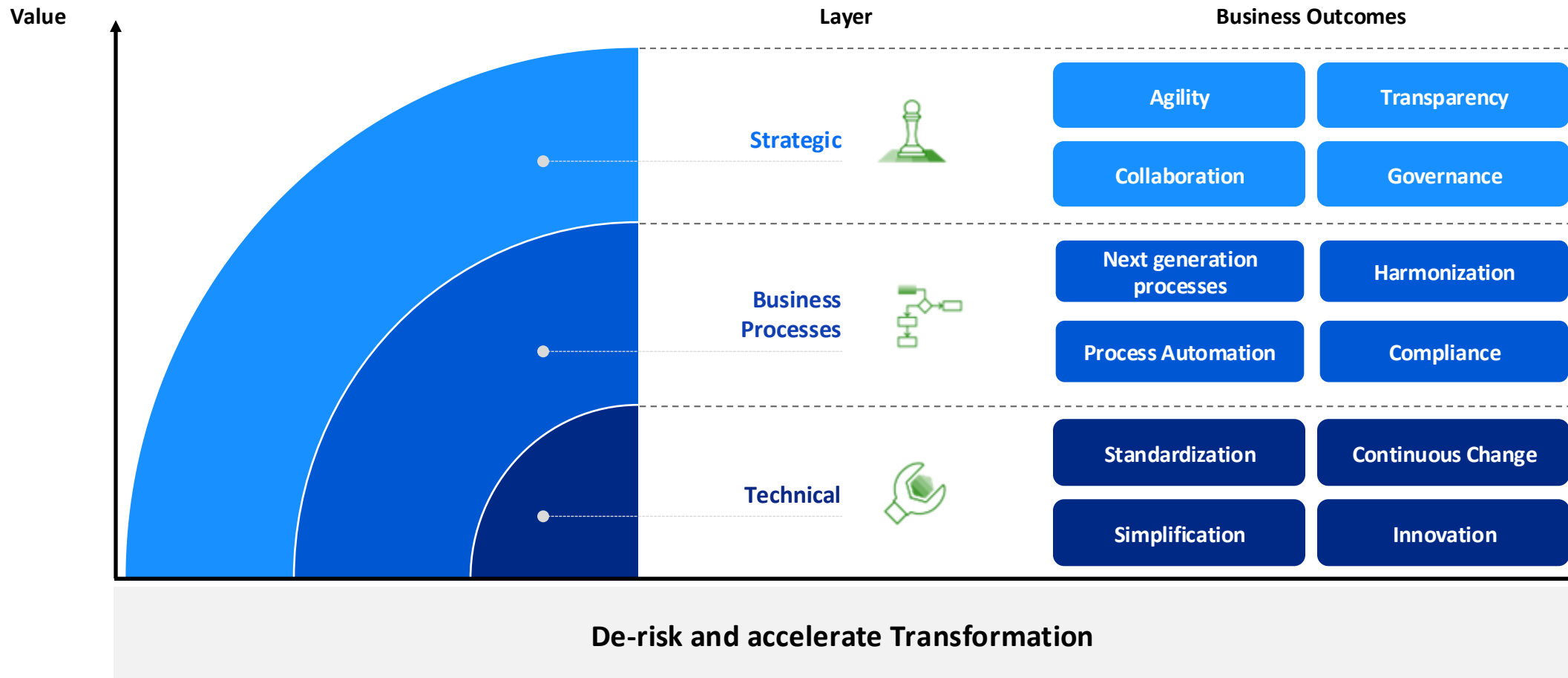
Defect Releases

7

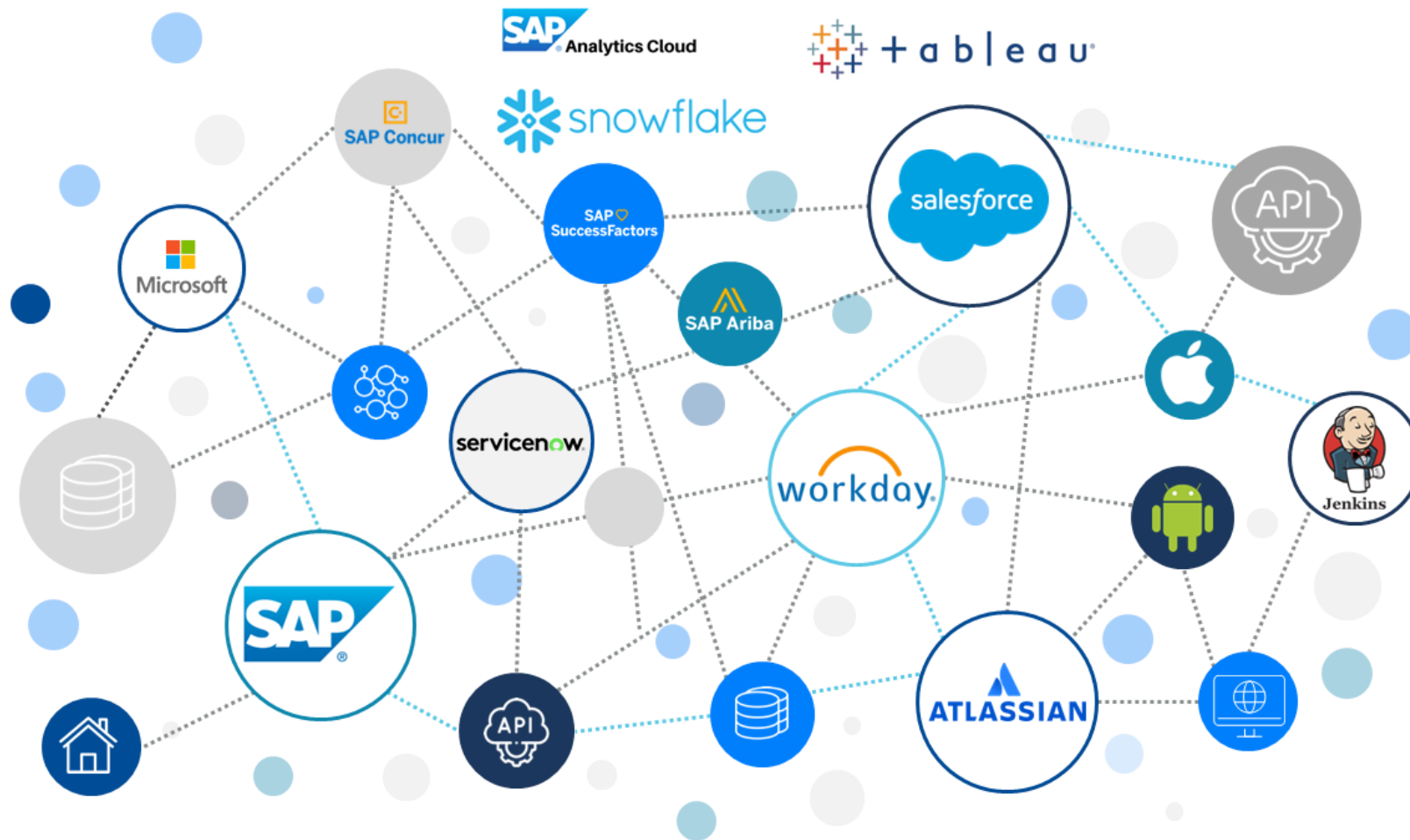
Months ahead
of schedule



Drive Tangible Business Outcomes and Transformations



The Tricentis Integrated Platform



Innovation
does NOT happen
in a vacuum



Increasing
rates of change

Increasing integration
complexities

Increasing change
dependencies

Composable | Autonomous | Heterogeneous

De-risking Business Transformation

Integrated Platform

Signavio & Tricentis for holistic business transformation



TODAY

TOMORROW

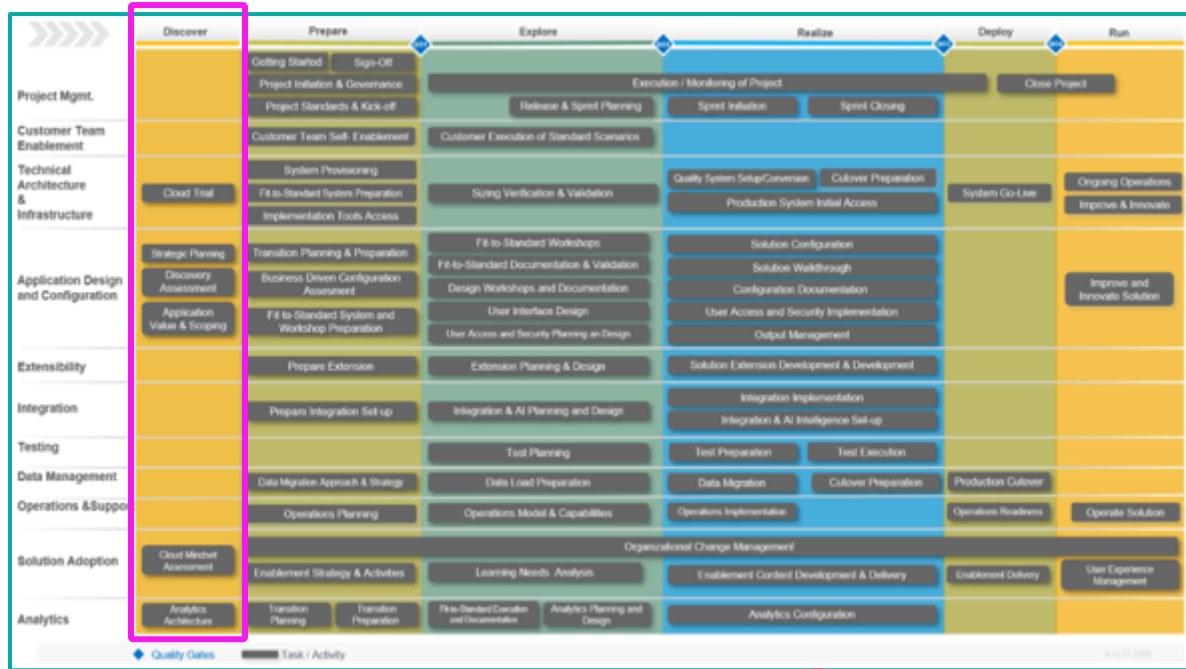
Ensuring the quality of enterprise-wide digital business processes



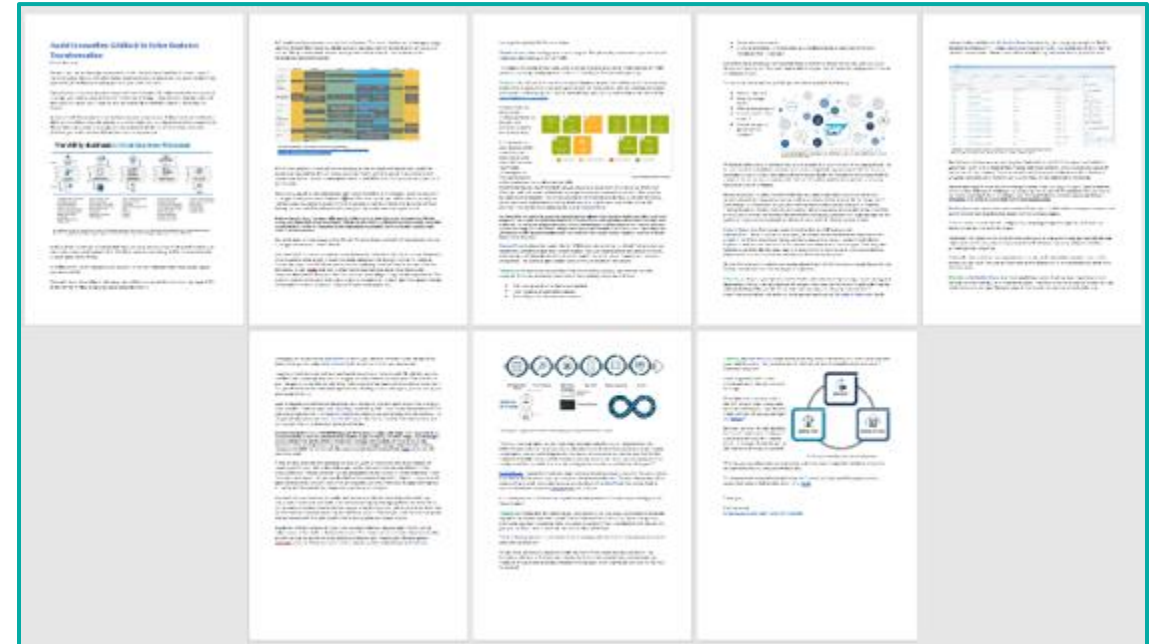
● Integrated Technically

● Bundled with Content

Program implementation methodology – SAP Activate



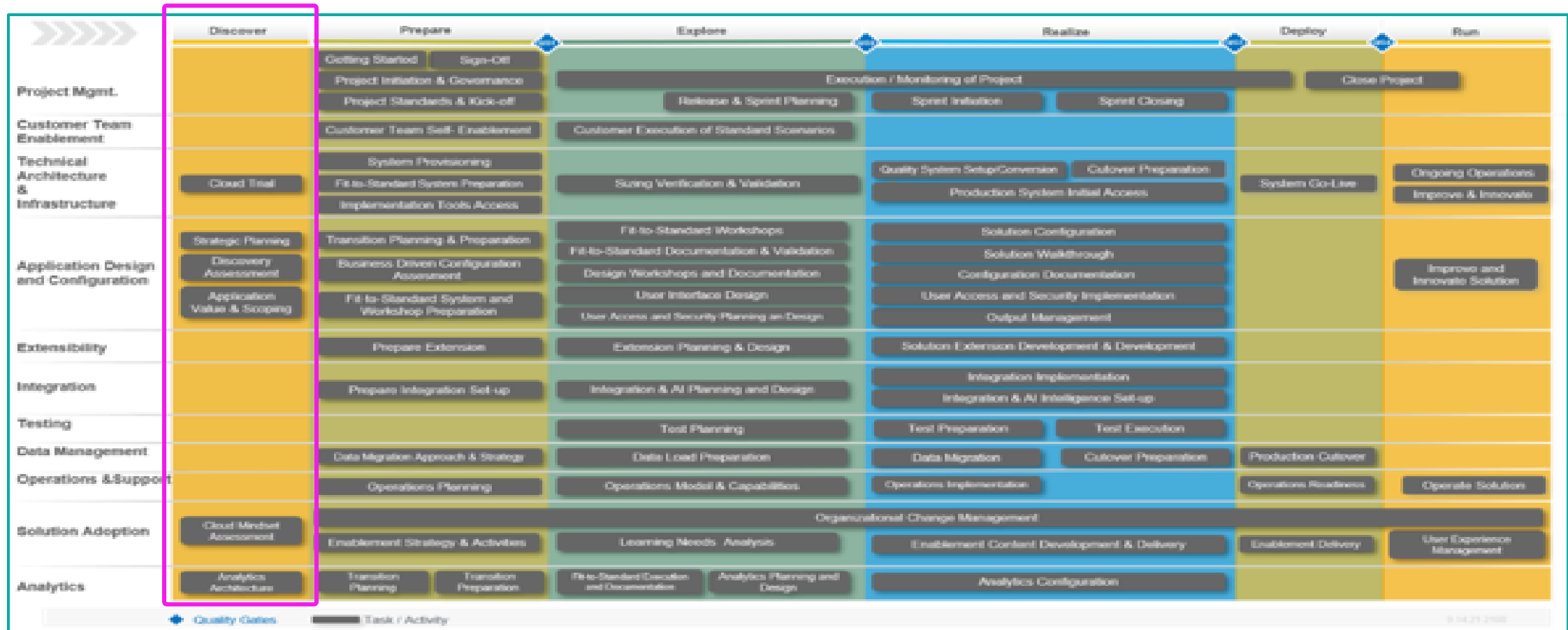
Shift earlier in the delivery process



[Avoid Innovation Gridlock to Drive Business Transformation.pdf](#)

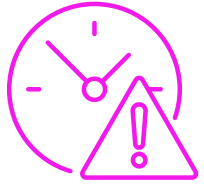
Where is the risk?
Does it work?
Does it scale?
Is the data correct?
Are we ready?

Program implementation methodology – SAP Activate



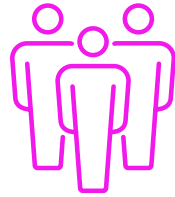
Shift earlier in the delivery process

The challenges: human limitations



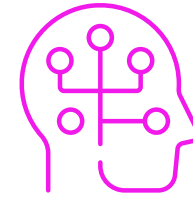
Effort and time

Writing and maintaining test scripts, even with frameworks, is time-consuming and prone to human error.



Skill gaps

Effective use of testing frameworks requires a certain level of expertise, which not all team members may possess.



Adaptability

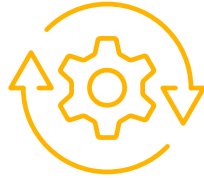
As software evolves, tests need to be constantly updated to remain relevant, which can be a significant overhead.

The revolution: AI in testing



Natural language processing (NLP)

AI, particularly generative AI, can understand and process human language, making it easier to generate test cases from plain language requirements.



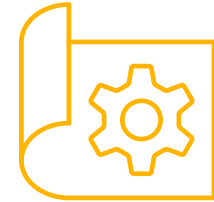
Automatic test generation

Tools powered by AI can automatically generate a wide range of test scenarios, significantly reducing the time and effort required from human testers.



Self-healing tests

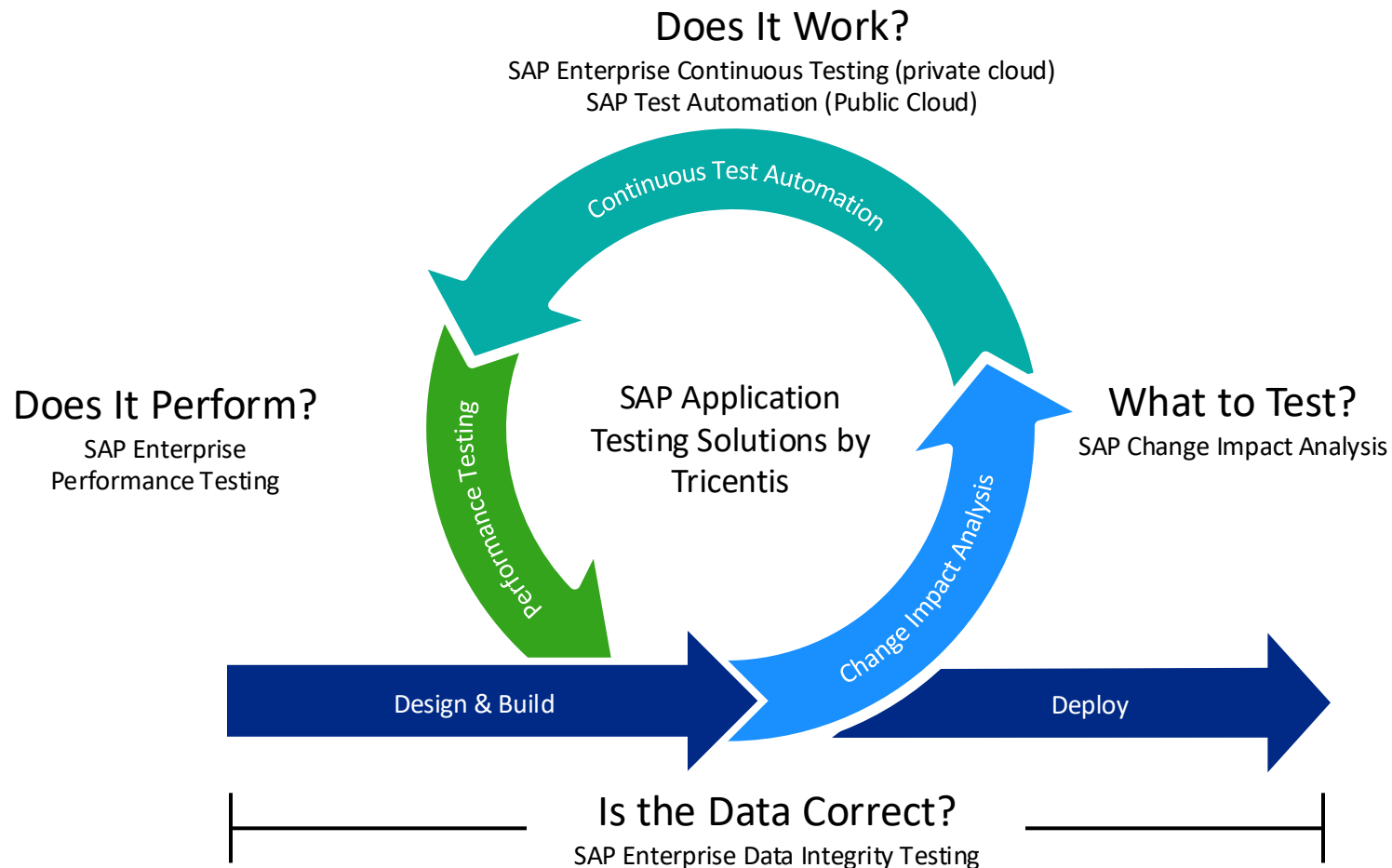
AI can identify changes in the application and automatically update tests to match, addressing the issue of maintenance.



Enhanced test coverage

AI can analyze the application and identify areas that are under-tested, ensuring more comprehensive test coverage.

SAP Application Testing Solutions by Tricentis



Key benefits

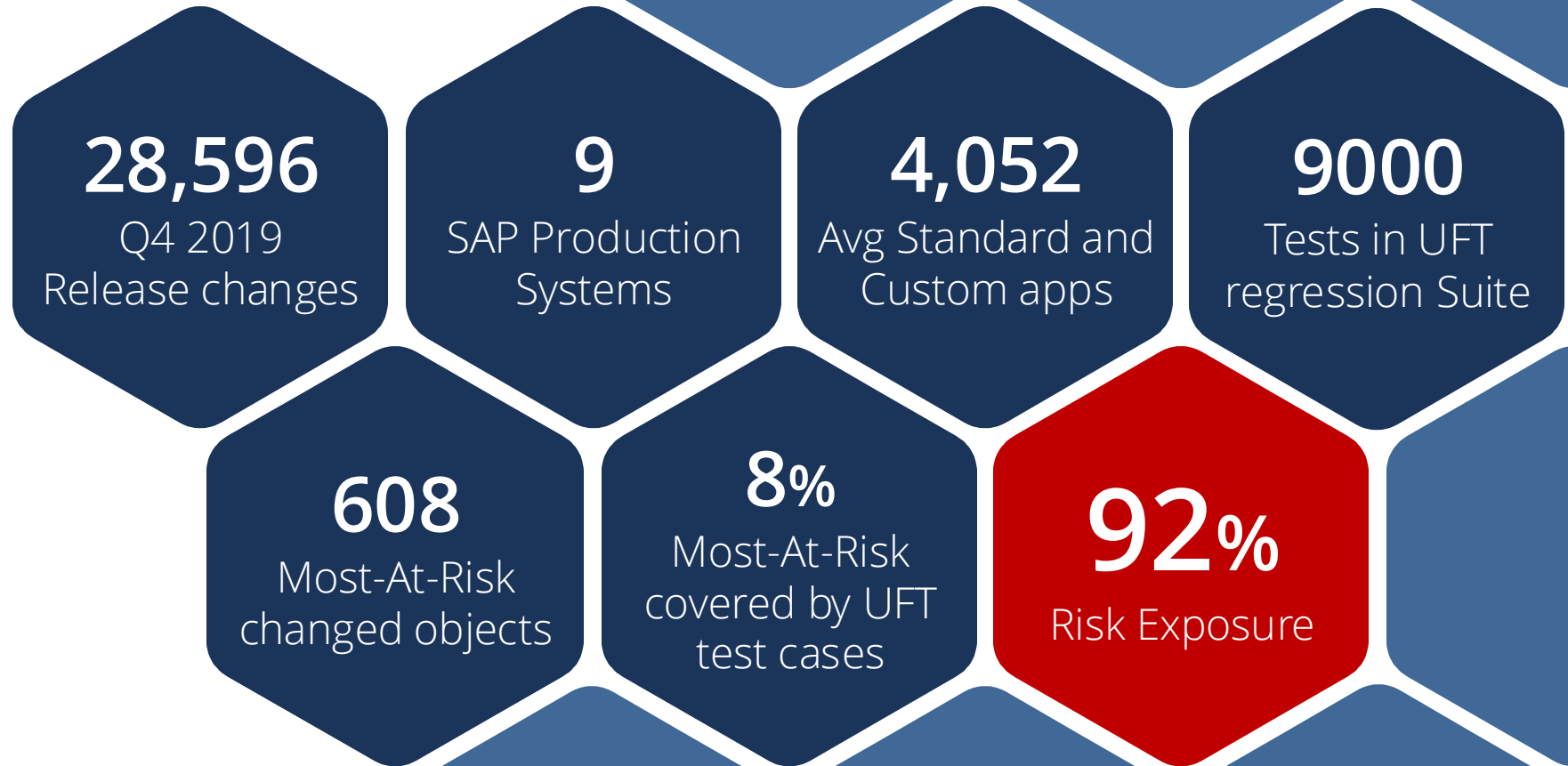
Application release rates increased by **300%**

Production errors reduced by **78%**

Testing scope reduced by **84%**

Easier transition to SAP S/4HANA

Global Oil & Gas Company

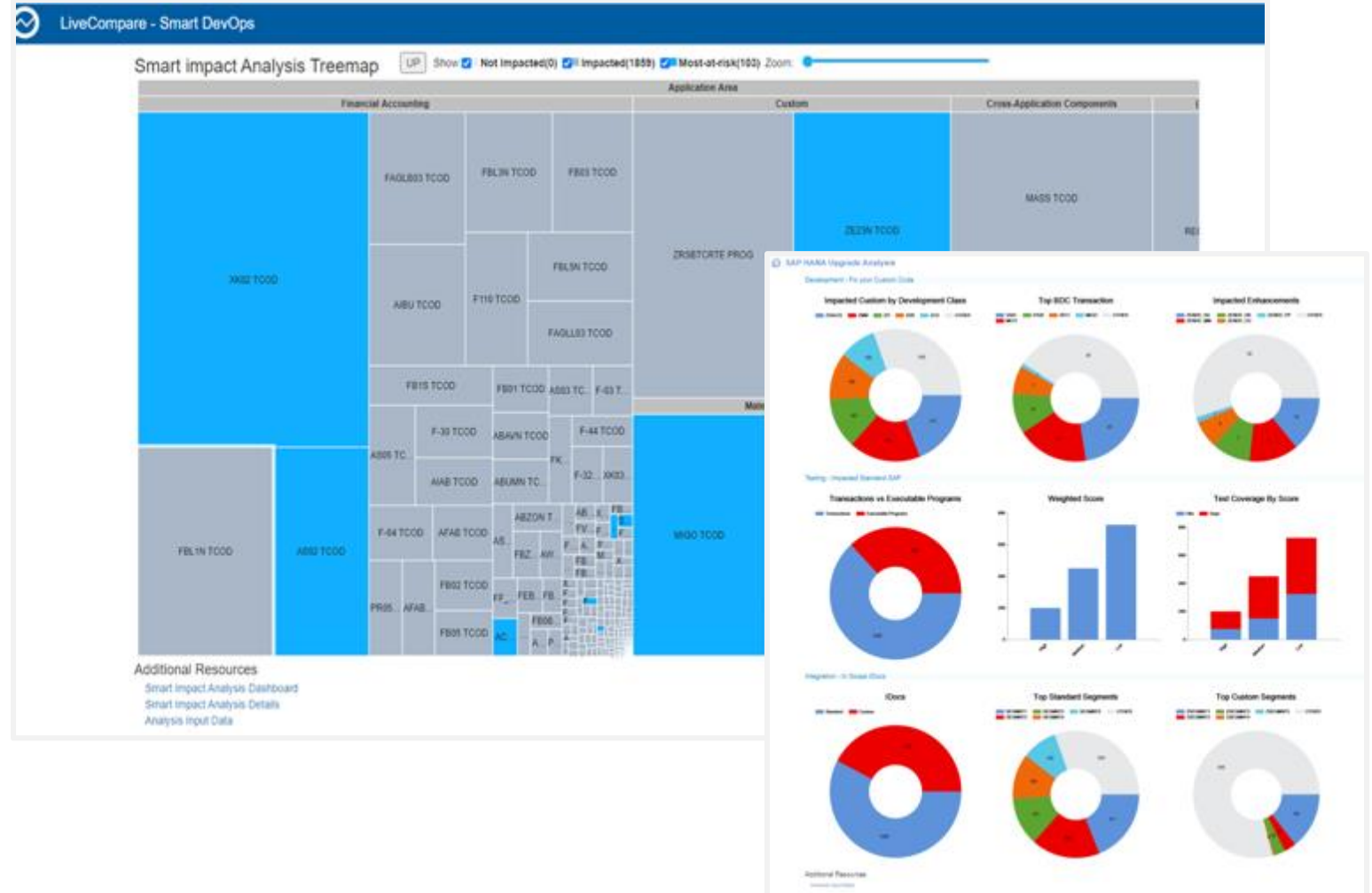


Assess Risk

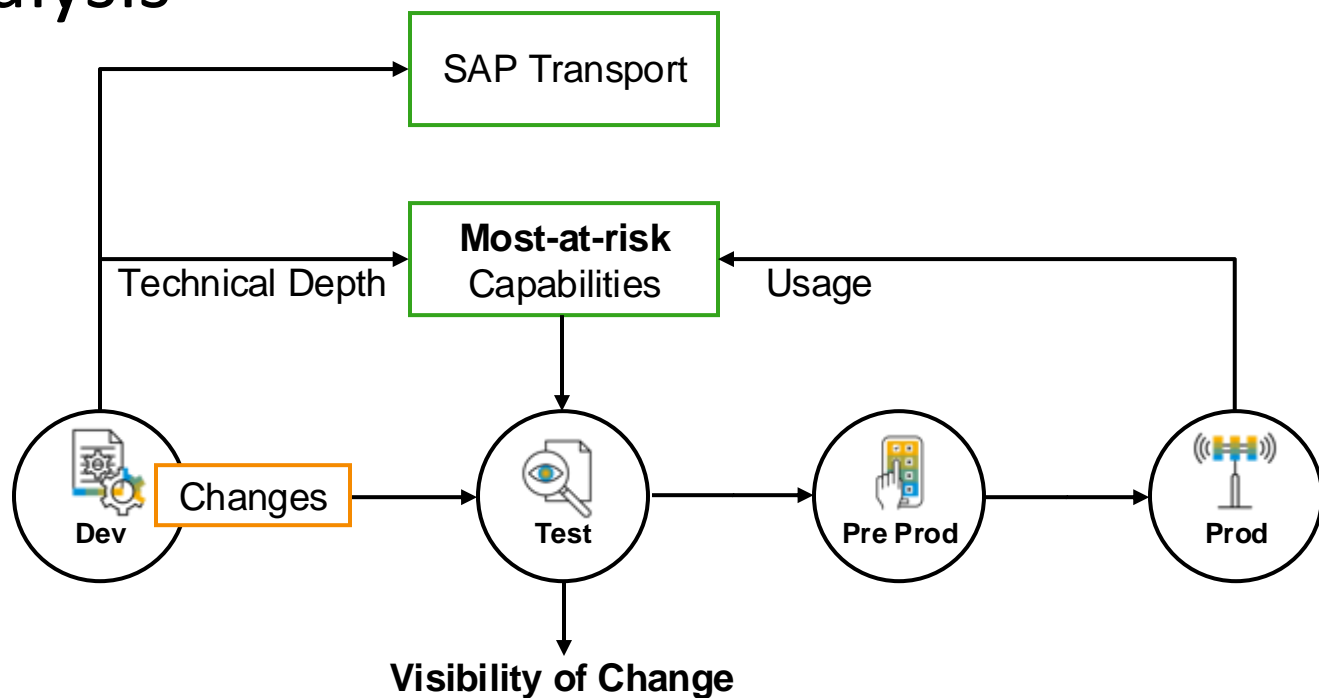
Reduce testing efforts by exposing risks and focusing on what is relevant to test

SAP Change Impact Analysis

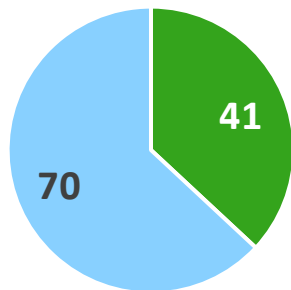
- Automated analysis of your SAP and non-SAP landscapes
- AI-powered risk identification and test optimization
- Actionable insights that prevent production defect



Change Impact Analysis



Most-at-risk Test Hits & Gaps

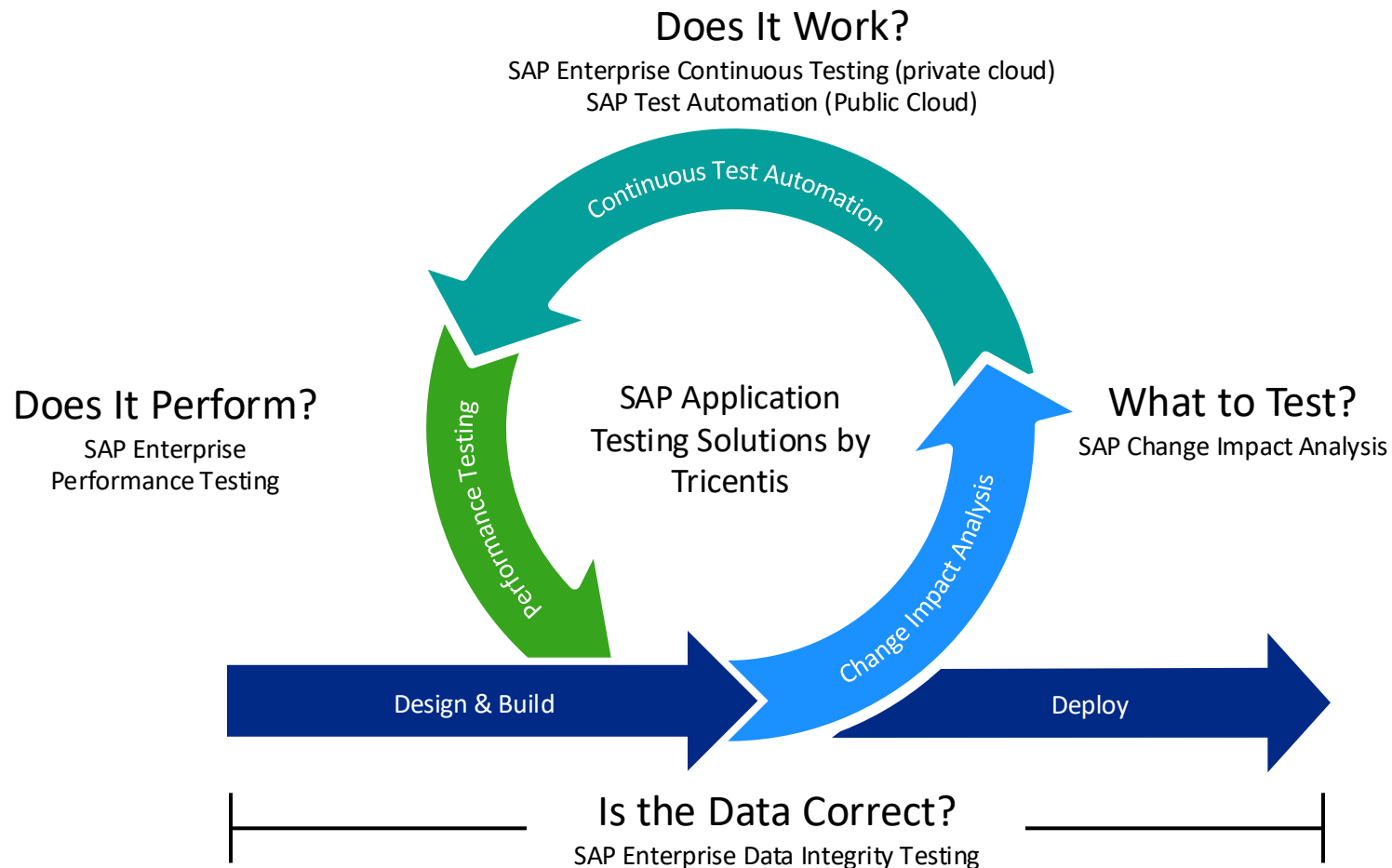


■ Hits - Test to Execute ■ Gaps - Test to Create

Enterprise Continuous Testing

SAP PDF X Word HTML Java C# Windows Database ...

SAP Application Testing Solutions by Tricentis



Key benefits

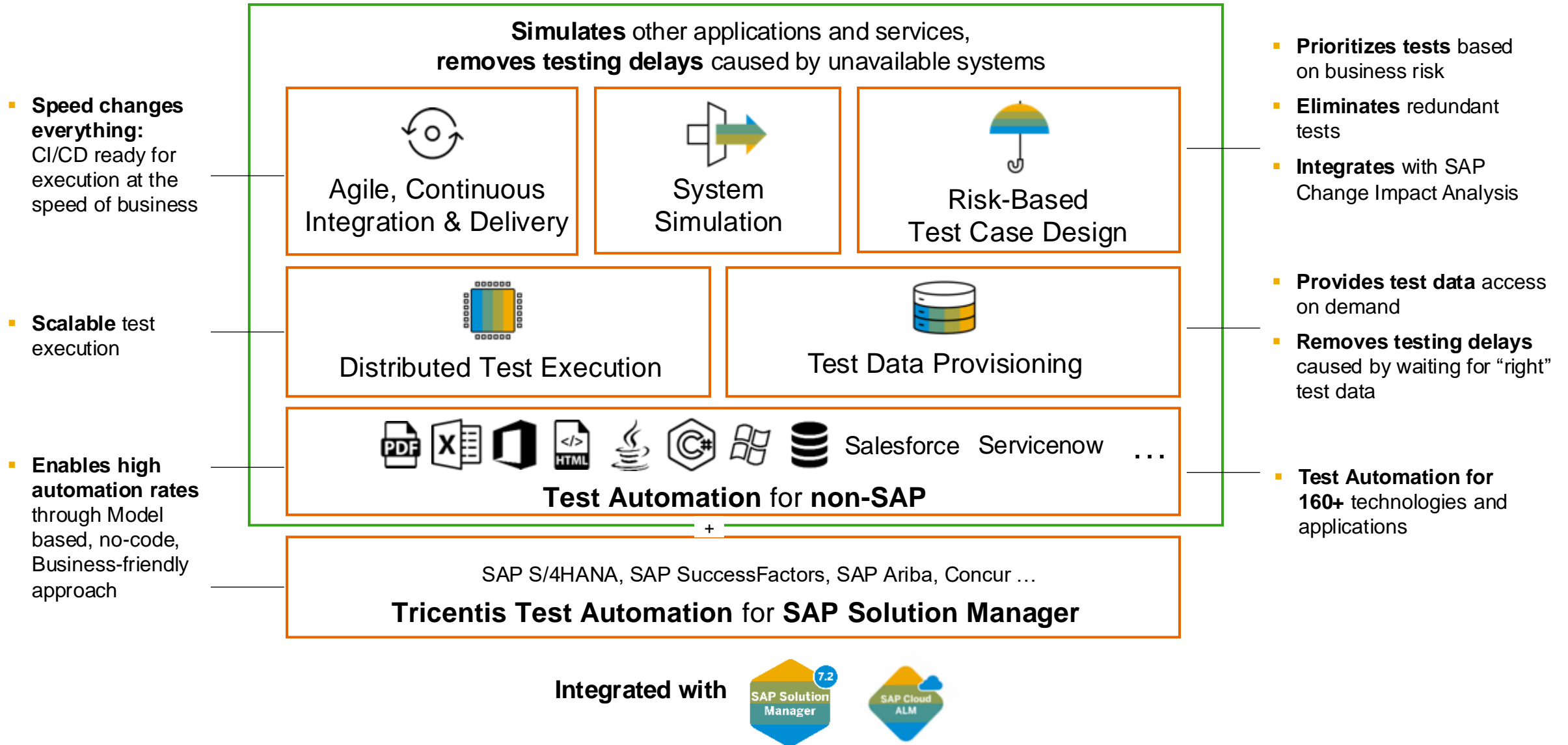
Application release rates increased by **300%**

Production errors reduced by **78%**

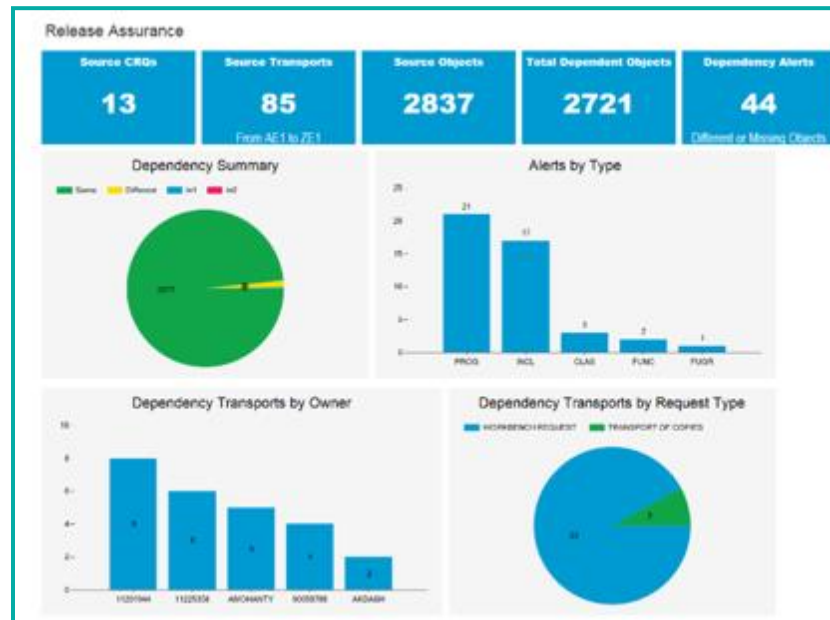
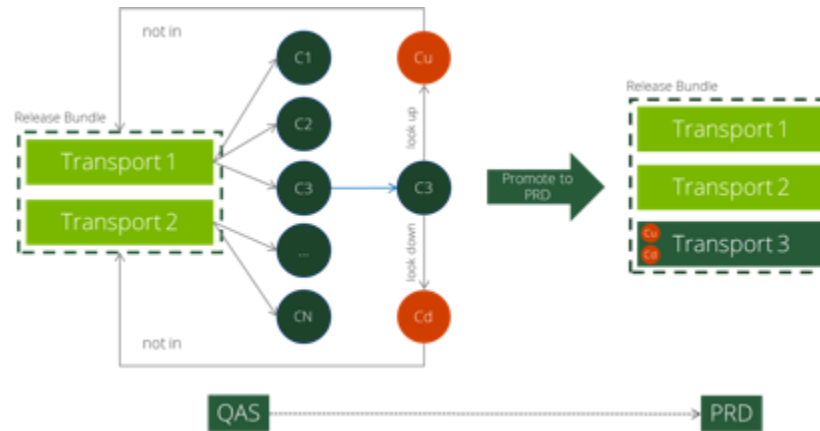
Testing scope reduced by **84%**

Easier transition to SAP S/4HANA

SAP Enterprise Continuous Testing by Tricentis



Release assurance



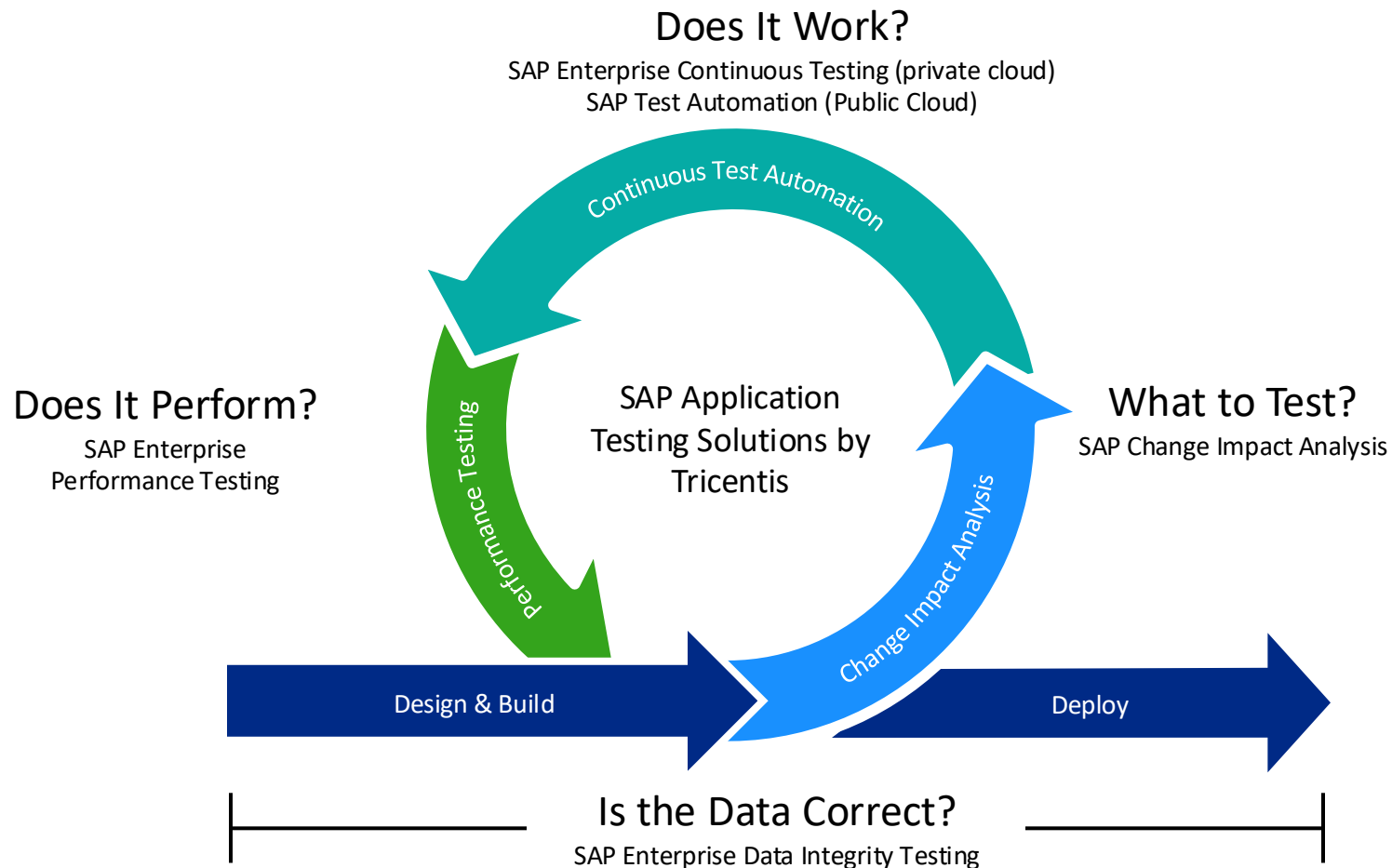
Is it safe to release to production?

Finds a set of **changed or missing dependent objects** that may cause errors when the transports are imported from the QA system into the production environment. These objects should be reviewed for inclusion in the release.

Dependent objects are those that either:

- **Parent** – Use the objects from the input transports directly (parent objects)
- **Child** – Are used by the objects from the input transports directly (child objects)
 - Confidence to go to production
 - Reduce defects in production

SAP Application Testing Solutions by Tricentis



Key benefits

Application release rates increased by **300%**

Production errors reduced by **78%**

Testing scope reduced by **84%**

Easier transition to SAP S/4HANA

One test definition

Convert any **ECT** web, SAP GUI, or API **functional test script** into a **performance script**, with **one click**

The image displays two software interfaces side-by-side, illustrating the conversion of a functional test script into a performance script.

Left Interface (Tosca Commander): The 'TestCases' tab is active, showing a tree structure under 'Demo Neotys' > 'SAPGUI' > 'Create Sales Order'. The 'Details' pane shows the 'Test configuration' for 'Create Sales Order', listing steps like '*** Recovery Scenarios ***', 'SAP Login', 'Start VA01 transaction', 'Create Sales Order: Initial Screen', and 'Validate'. A blue arrow points from the 'Create Sales Order' step to the right interface.

Right Interface (NeoLoad): The 'Design' tab is active, showing the 'Actions' list for the 'VA01' test case. The actions include 'Connect', 'S000 - System Menu', 'SESSION_MANAGER - Session Manager Menu Tree Display', 'VA01', 'ThinkTime', 'SetText GuiTextField (Order Type)', 'SetText GuiTextField (Sales Organization)', 'SetText GuiTextField (Distribution Channel)', 'SetFocus GuiTextField (Distribution Channel)', 'Click GuiButton (Enter (Enter))', 'ThinkTime_1', 'SetText GuiTextField (Sold-To Party)', 'ThinkTime_2', 'SetText GuiTextField (Ship-To Party)', 'SetText GuiTextField (GuiTextField - RV45A-MABNR)', 'SetText GuiTextField (GuiTextField - RV45A-KWMENG)', 'SetFocus GuiTextField (GuiTextField - RV45A-KWMENG)', 'Click GuiButton (Save (Ctrl+S))', 'Read GuiStatusbar (StatusBar)', 'ThinkTime_3', 'SetText GuiOkCodeField (okcd)', 'Click GuiButton (Enter (Enter))_1', and 'ThinkTime_4'. The 'Settings' pane on the right shows 'Play all elements sequentially' selected under 'Settings', and 'No pacing' selected under 'Pacing'.

Summary and Benefits



“Our prior tool lacked effective integration with our SAP solutions. They would not provide us visibility into their roadmap or an understanding of when we could expect gaps in functionality to be filled.

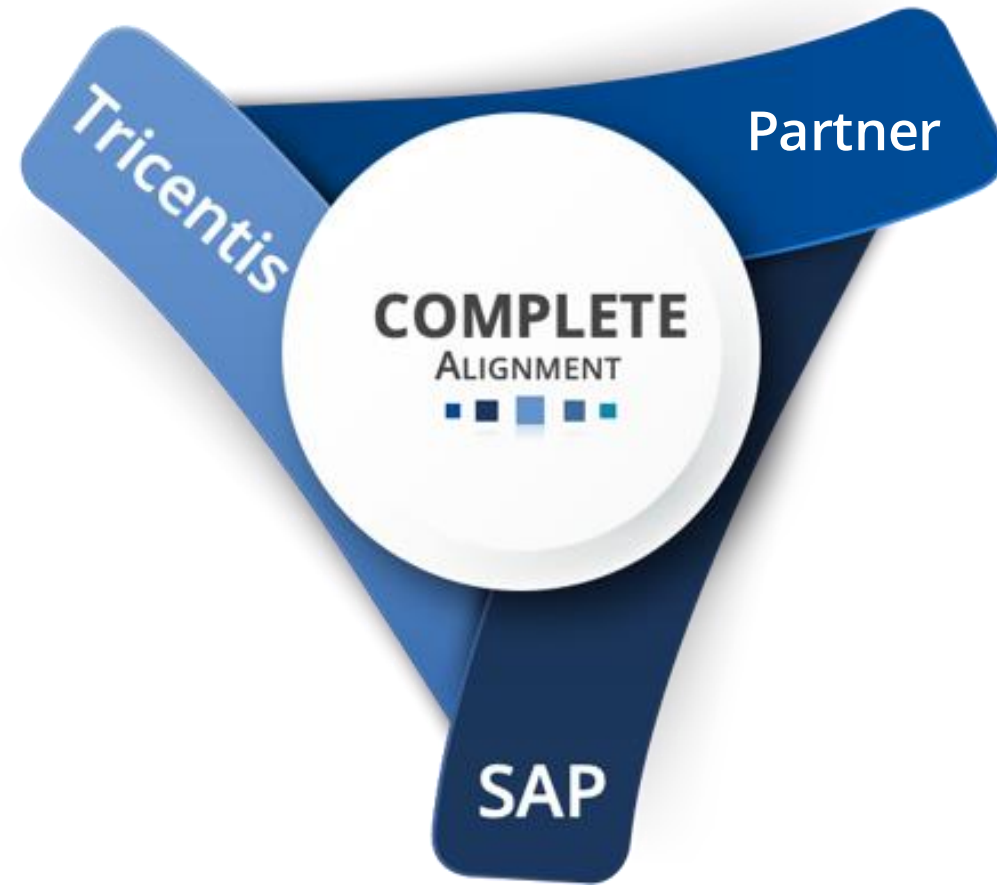
“The benefits of SAP Change Impact Analysis are really clear: less conditions to test, less effort in testing, and less production incidents.”

ERP Principal Test Manager, Telecommunications

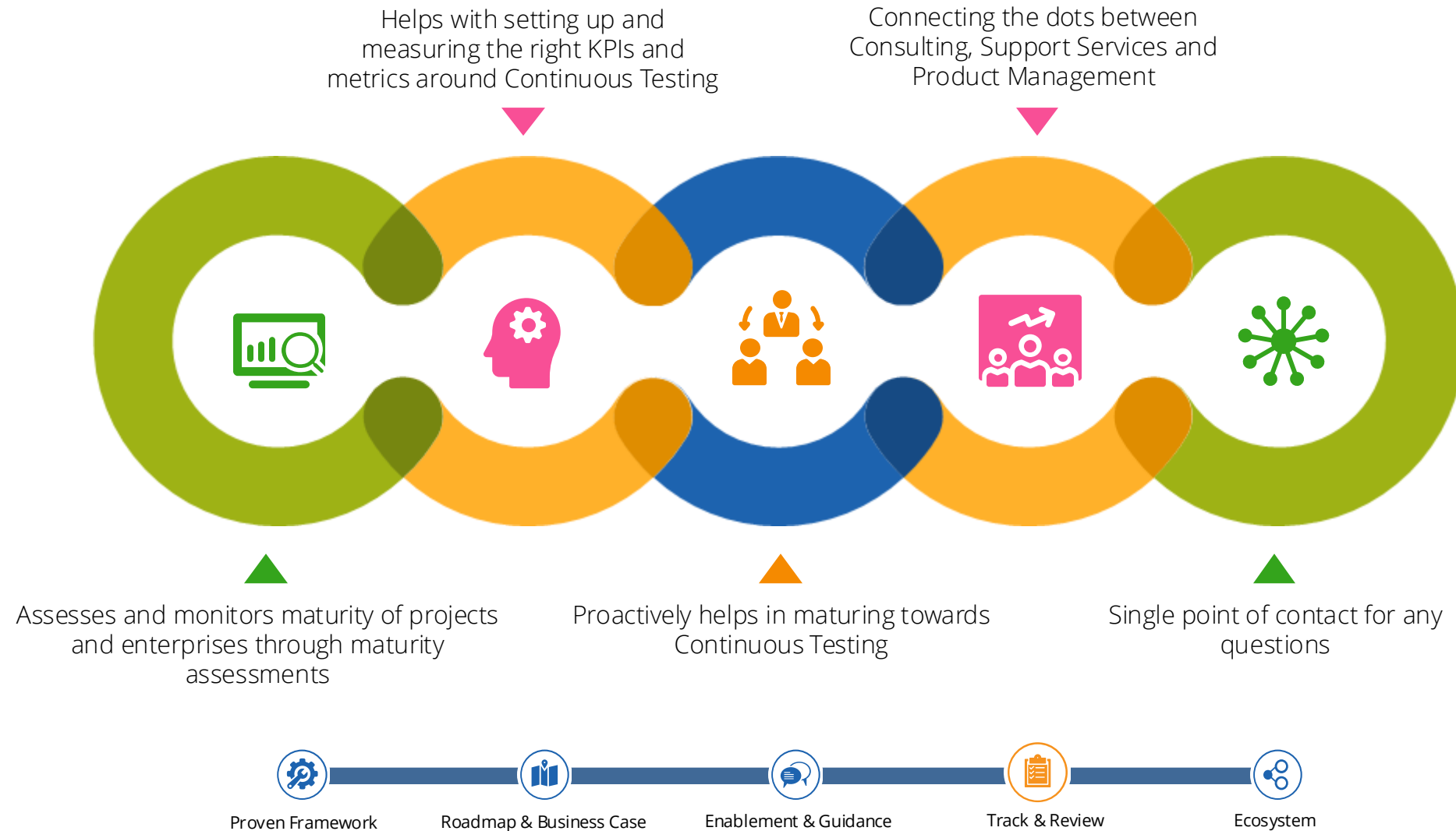
Source: The Total Economic Impact Of SAP Application Testing Solutions By Tricentis, January, 2022. © Forrester Research, Inc. All rights reserved.



The Power of 3



Customer Success Journey



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



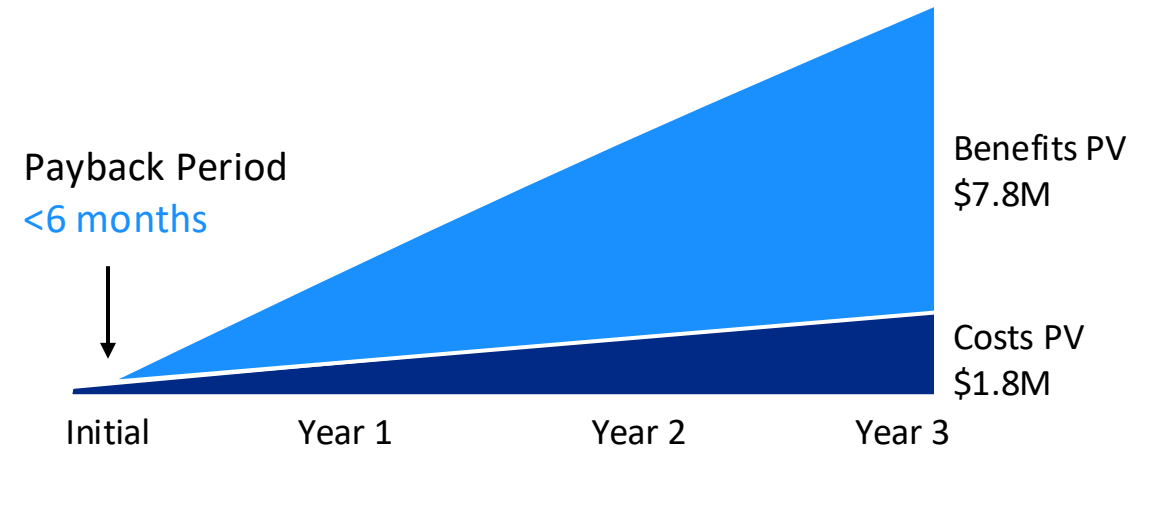
Application release
rates increased by
300%



Production errors
reduced by
78%



Testing scope
reduced by
84%



NPV
\$6M

ROI
334%

Payback
<6 months

Thank you!

Contact information:

Oscar Trompe

o.trompe@tricentis.com

© 2023 SAP SE or an SAP affiliate company. All rights reserved. See Legal Notice on www.sap.com/legal-notice for use terms, disclaimers, disclosures, or restrictions related to this material.

