



A free monthly guide about reducing testing time to 24 hours

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From Russia With Love, or the Story of how a Boston-based Company Produced More and Better Results for Less Money than Indian Outsource

My family came to Boston 11 years ago from Moscow. Yes, Moscow, Russia, not Moscow, Idaho, or Moscow, Texas. At the time we had **\$40.00**, an enormous sum of money by Russian standards and a lot of will to work very hard. When my wife Julia and I launched qaSignature two years ago, it looked like we were going the right way.

About a year into the life of the company, we were put on a project for a client with a couple of other outsource companies to test the release of new application with **daily UI changes**. So here we go, a couple of engineers from qaSignature doing what we do best — creating an automatic regression test for an application that we have never seen before, while a **team of 5 Indian developers**, who already knew the application, were testing parallel with us.

About three weeks into the project we had sufficient automation coverage to tell if the build was good or not within two hours! While guys from India were complaining that the client was asking them to test daily builds and test plan is 200 pages long, and it takes the team of five engineers five days to go from cover to cover.

While on a conference call with a client, I overheard a QA Director referring to **our services as the most bang for the buck** he had ever seen in his life. Right at that moment I started wondering why every client we worked for **completed the application testing within one day** with minimal manpower, while everybody else, including smart Indian guys with the same tools require about 100 times as long?

Over the past two years we talked to 372 companies in New England and developed some ideas why **everything people know about Automation QA is wrong!** I would be glad to share them with you in upcoming newsletters, but at this time I would like to leave this question open and ask **you** to send your ideas to us.

Why qaSignature's clients can **easily handle daily builds**, and everybody else would consider it a crime if less than two weeks were allocated for testing? I would be happy to hear your opinion on this subject.

An Interesting Fact: More than 70% of all the testing tools being sold today in the USA — **have NEVER been implemented**, and became **Shelf ware**.

Do Svedaniya! (Russian for see you later)

Vlad Shamis
Founder and CEO
qaSignature

About qaSignature: At qaSignature we are dedicated to help companies who are committed to **reducing testing time to 24 hours**.

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