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That Works****Step 2: Define Budget and ROI**

Dear Vlad,



Defining a budget for building software test automation is the easy part. The difficulty lies in predicting the results in the form of a Return on Investment. Think about it. How do you put a value on reducing the release cycle time by 50%?

We have identified seven areas for savings and only 1 or 2 are tangible and easy to measure. That's precisely why many organizations don't even bother. In the era of cost cutting and lean organizations, developing ROI numbers could be

labeled a non value added task and unnecessary. Most numbers are forecasts at best. If it makes sense, just do it.

If you still need it...

[Read More...](#)**Special Offer: 25% off the Proof of Concept
Service** (Offer good for new clients through December, 2007)**To Companies Who Want To Build QA Automation -
But Can't Get Started. Take qaSignature For A Test Drive.**

An effective approach to getting started with test automation is the qaSignature Proof of Concept Service. Standard test automation produces limited results and is difficult



and costly to maintain. The qaSignature methodology is different. We'll prove it. Give us your most difficult automation challenge. We will:

- ◆ Recommend the optimal automation tool (or use yours)
- ◆ Build the automation as a proof of concept and show you how our methodology works
- ◆ Let you change the code, we will update the test and rerun
- ◆ Show you the results in our easy to follow test logs
- ◆ Prioritize areas for automation based on results from a cost benefit analysis
- ◆ Give you a fixed price estimate for a fast start program

Here's what our clients had to say.

"The amount of automation that they were able to develop in a couple of days including fact finding was impressive. Their competition could not even begin the process without first learning the application."

Keith Hillyard, Custom Engineering SQA Manager, Kronos

"The qaSignature proof of concept is a "no brainer." They delivered much more than we expected. The process helped us map out our QA Automation Framework."

Frank F. Frazier Jr., Senior Program Manager, ZANTAZ

"The dedication, enthusiasm and passion of the qaSignature team was refreshing. I would recommend them to anyone who needs to develop QA Automation."

Paul Bradley, Systems Consultant, DAFCA Inc.

"The proof of concept demonstrated the applicability of applying the qaSignature QA Automation Methodology to our Agile Development Process."

Keith Hillyard, Custom Engineering SQA Manager, Kronos

"I was impressed by qaSignature's objectivity. They recommended the right tool for the job even though it wasn't their standard offering. They really know QA Automation."

Larry Leonard, Director of Development, SmartTime

Call us now @ 617 510-6545

Click on the link below for details:

[Proof of Concept](#)**Need assistance calculating your ROI? We can help.**

Unfortunately, there is no QA Automation Handbook. As a result, most companies who are investigating or expanding QA Automation coverage may have difficulty determining the following:

- ◆ The level of success to expect
- ◆ The speed of results attainable
- ◆ The impact on the development process
- ◆ The potential benefits to the bottom line
- ◆ ...

We are happy to share our experience building automated testing solutions with dozens of companies by helping you determine your potential savings. **And we'll help for no charge.**

Call us now @ 617 510-6545

**New Address**

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