

ROI for Oracle EBS Test Automation Your Customized Report



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by Lighthouse Technologies, Inc.

Greetings!

On behalf of Lighthouse's entire automation team, we'd like to thank you for your interest in [Oracle Application Testing Suite \(Oracle OATS\)](#). We've seen what it can do firsthand, and we're excited to share those findings with you.

Across the following pages you'll see the full effect test automation can have on your ERP organization—including increased tester availability, expanded testing coverage, and quicker test duration and project deployments. In addition, you'll also see our best practices for implementation as well as a detailed breakdown of the assumptions, baselines, and benchmarks that comprise our [ROI model](#).

It's my sincerest hope that this helps you better understand how test automation can benefit your organization. Whether you choose to pursue us as a vendor or someone else, I hope this provides you great value in moving forward.



David F. Lachey
Practice Manager, Oracle EBS Testing
Lighthouse Technologies, Inc.

What you already know...

Don't remember your initial results? Here's a quick refresher.

Test cases	Operating Units	# of Test Phases	Minutes to Execute
<input type="text" value="500"/>	<input type="text" value="5"/>	<input type="text" value="3"/>	<input type="text" value="30"/>

Payback Period

See a Return in

9 mos.

This is your break-even point. After this point, you've recouped your initial investment and will see continuous savings thereafter. Different companies have different standards, but a payback period of 18 months and under is generally accepted by most organizations.

5 Year NPV

(Net Present Value)

\$1,489,176

This is the aggregate sum of your cash flows, accounting for your initial investment, and expected returns. Think of it as the time value of your money, taking into account the present value of cash flows. Naturally, you're looking for a positive number here, the bigger the better.

5 Year IRR

(Internal Rate of Return)

134%

This is the growth rate of your cash flow over that same five year period. Unlike NPV, IRR doesn't show an investment's magnitude, but instead is an indicator of its quality or yield.

Before and after automation: How much do you stand to save?

	Before	After	Savings (\$)
Cost/Yr	941,875/yr	281,875/yr	\$660,000/yr
Testing Hours	17,125 hrs	5,125 hrs	12,000 hrs
\$/Testing Hour	\$55/hr	\$8/hr	\$47/hr

At almost every company, upper management is constantly asking ERP organizations for the same 3 things: cost savings, faster deployments, and less risk. And while it may seem impossible, automation promises all three. After implementing Oracle OATS, test cases can be executed faster and with minimal human involvement; leading to a dramatic decrease in the hours required of your testers and a similar drop in your hourly testing expenses. This means you won't just be seeing projects, releases, and patches deployed faster, you'll also be paying less for it than ever before.

Like what you've seen so far? Good—because once you've automated, you'll be well on your way to saving some serious cash. But don't think those benefits are just limited to your pocketbook; automation has the potential to bring value well outside the realm of an immediate ROI—it all depends on how you want to utilize your savings.

*So, what does this mean for
your ERP organization?*

Increase Available Tester Hours

Increase Test Execution
Speed by

400%

Decrease Tester
Hours by

70.1%

Increase Your Test Coverage

Increase Test Case
Executions by

1000%

Decrease Hourly Testing
Rate by

85%

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custom report.**

Next steps...

So, now that you've seen all that automation has to offer, what's next? While that's entirely up to you, we do have a few recommendations in getting started.

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Let's Start the Conversation...

While you're confident in the value of Oracle EBS test automation, we want to help you understand the full picture of how this can save your organization, what a typical implementation looks like, what steps if any you may need to take beforehand, and how we can ensure long-term quality and efficiency.

We'll be contacting you in the next couple days to follow up on your report, but feel free to reach out to us at any time. We're here to help with it is entirely up to you.

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Want some more information? We've got you covered.

Check out these resources to learn even more about EBS test automation.

- ["EBS Test Automation: Good for You and Your ERP"](#)
- ["EBS Test Automation: Best Practices for Success"](#)
- ["EBS Test Automation: Tips and Tricks"](#)
- ["EBS Test Automation: How to Beat Your Budget"](#)
- [Oracle Enterprise Manager Overview: Oracle Application Testing Suite](#)
- [Lighthouse Capability Overview: EBS Test Automation](#)
- [Lighthouse Capability Overview: Oracle EBS Consulting](#)
- [Lighthouse Capability Overview: Software Testing](#)

ROI Model Assumptions...

Generally, as well as the ROI calculator for this, we have made some baseline assumptions in building our model - all of which are listed below. These assumptions have been drawn from industry standards, best practices as well as our own extensive experience.

- Assumptions:
1. System is Oracle EBS R12.1.3
 2. The ROI model is based on a 3-year period.
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