

# SALESFORCE TESTING with BQURIOUS

Enabling Business Readiness with bcurious

*Salesforce.Com's cloud CRM system has been the most popular CRM system in use for some time now. Many large, medium & small corporations have moved their CRM systems to Salesforce and many more are going to do so in near future.*

*SalesForce.com is a highly dynamic platform. New features and abilities are added to the platform on every quarter, opening new horizon of opportunities of leveraging social engineering and businesses would invariably want to leverage the newer functionalities in their own CRM implementations.*

With more and more applications being deployed every day, QA teams are facing the challenge of ensuring the existing application functionalities are working as expected against a stream of change requests.

With the manual testers overloaded with testing new functionalities, the demand for a solid functional test automation platform to speed up the testing activities or reduce the test cycle times is on the rise.

How do you ensure that your organization and systems can handle change, the extensive testing required, all without slowing time to market? For Salesforce applications, small configuration change can require huge testing effort. In typical testing, the same end to end process may be executed number of times to verify all of the different types of test data to satisfy all the business scenarios. This testing not only consumes scarce and valuable resources, but also delays the time to deliver desired capabilities that may impact revenue and/or operating costs significantly.

So how can you accelerate your upgrades to meet the demands of the business while still managing the risks that are inherent in making changes? This white paper analyzes the challenges around traditional testing strategies—manual or automated using record/play—and presents a strategy for innovation that increases your delivery velocity, improves the productivity of your business experts, and assures the availability and accuracy of your business processes after each and every change.

## Typical Challenges to test Salesforce application

**Salesforce applications are getting larger and more complex, with shorter development cycles**

- Drives need for a comprehensive test plan
- As features are added, regression testing becomes key
- Progression testing for new features is also required
- Test Coverage should not be compromised and it should be 100% before any release

**Agile development methods are driving the need for rigorous testing**

- An ongoing regression testing is essential to ensure that working functions are not inadvertently impaired during subsequent sprints

**Automation Maintenance**

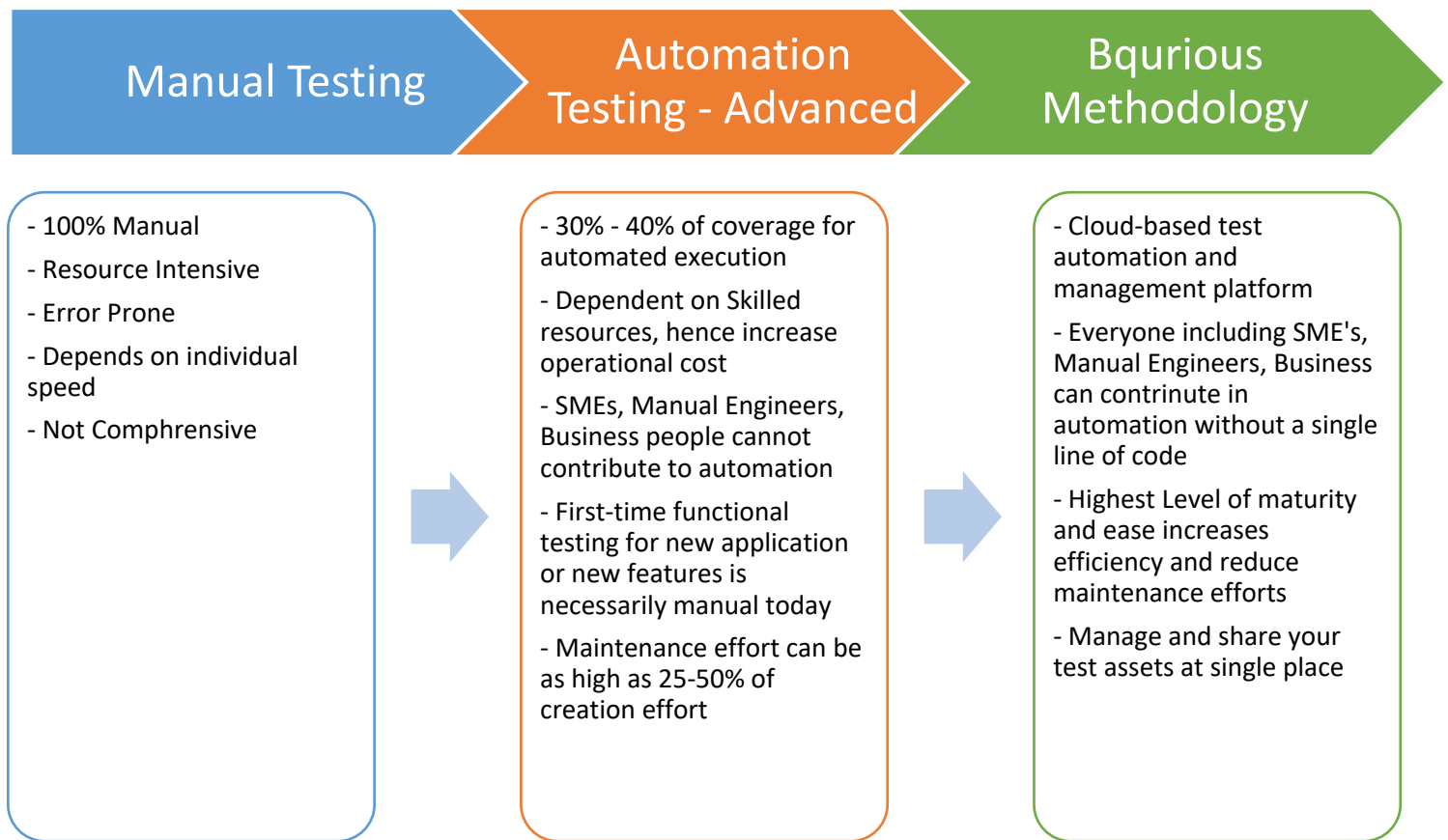
- Salesforce will generate field locator ids at runtime which means change to your APEX leads to continuous maintenance nightmare
- There is an issue creating field locators for the Salesforce screens as some fields Ids differ between environments

**Continuous increase in Scope**

- Cross-browser compatibility – web, mobile-web
- Cross-platform compatibility – Windows, Mac-OS, Linux
- Distributed development and shorter product release cycles

## The testing Maturity Stages

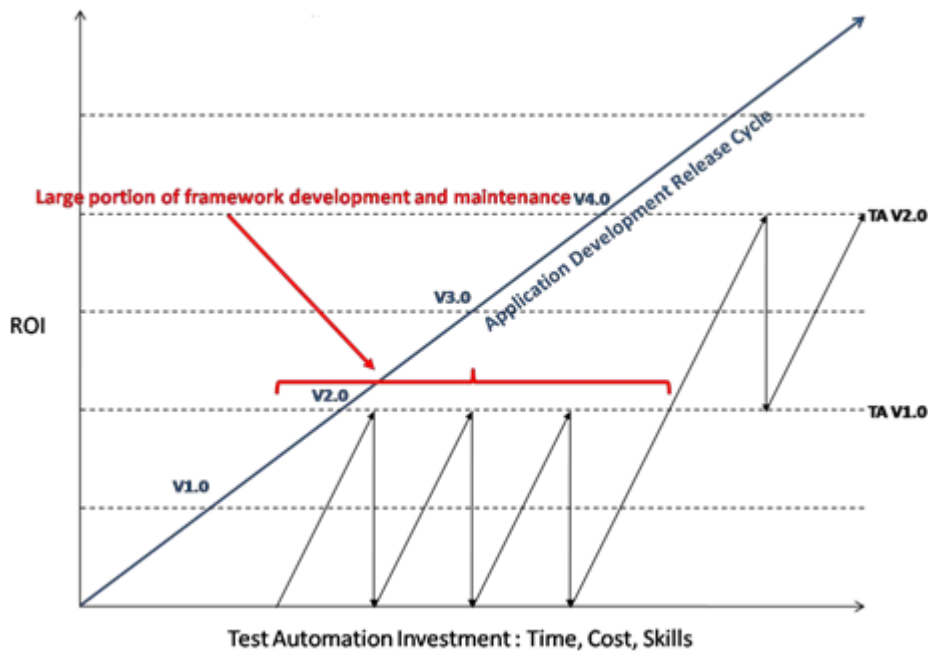
Across market segments, Test Automation Practice is at different maturity stages. Every stage brings up a unique learning and opportunity to empower yourself to move to the higher stage of maturity.



## Automation Testing – Current Landscape

Due to the requirement of speed, management of test data and different test environments; testing needs to be very efficient and effective. This is continuously increasing demand to - automate testing and ensure that the regression testing process happens on a very regular basis (even daily), resulting in a most predictable new build every time, with almost zero manual effort being put into this task, enabling the development team to get instant feedback on the quality of their software application/ product.

Today’s test automation is yet another software development process. Available tools in the market demand programming to build a scalable and maintainable test automation suits. It poses few key challenges:



## CLOUD-BASED, SECURE SOLUTION FOR TESTING Force.com

1. About 15% of overall testers have the knowledge of one or more automation tool.
2. About 50% of software test automation tool purchases go unused.
3. About 85% of test automation projects are not successful.
4. Time to automate is very long (we are not talking about Record and Play back as it is just not maintainable)
5. Regression test automation complexity increases exponentially with number of releases and automation activities are stopped at about 200 scripts.
6. Skills are not easily available – every tool has its unique and proprietary approach to interact with application technologies. As far as effort is concerned, full time automation developers are needed.
7. Team best assets – Business Analyst, Functional experts, manual testers cannot automate because of limited knowledge of scripting.
8. Domain knowledge gap between functional experts and automation experts.
9. Effort of maintaining the regression test bed could be as high as 50% of the effort invested in creating the automated test scripts the first-time around.
10. With increasing complexity of test scripts, a tester's focus is diverted to programming rather than to enhancing test case quality for better test coverage. Only those tests are automated which the application has already passed, so the chances of finding new defects are reduced significantly.

## Bqurious Proposition

Due to the challenges imposed by conventional test automation approach, it is very critical to make well-considered choice for the optimum division of the available time and money to scale test automation process to higher maturity levels, ensuring high efficiency and in turn higher ROI from this investment.

Bqurious is platform agnostic Test automation & management platform accessible from any geography. Instead of weeks or months, bqurious can be setup in 5 minutes and ready to use.

Bqurious is based on no-programming paradigm to build an optimized test automation engine by empowering Business analyst, SME's, manual testing team to quickly build automated test cases by sequencing ready and reusable code assets to ensure 100% test coverage. Bqurious users use bqurious recording feature to build the automated test which means users' needs to perform their manual scenarios only once. Next time, automated tests can be run to test the same process.

Here are a few of the value propositions offered by bqurious –

### Power is in hands of Business

The level of effort required to create automated test is beyond the reach of business users, SME's or manual testers who are real domain expert. Creating the automated test requires dedicated programmers. With bqurious, domain experts (Business People, SME) who use SFDC everyday can record the business workflows within minutes.

Bqurious enables everyone contributing in automation which means team can now successfully automate large set of test cases up to four times faster than ever before. With bqurious, without deep down in the complexity of programming, Users can focus on the quality of test case.

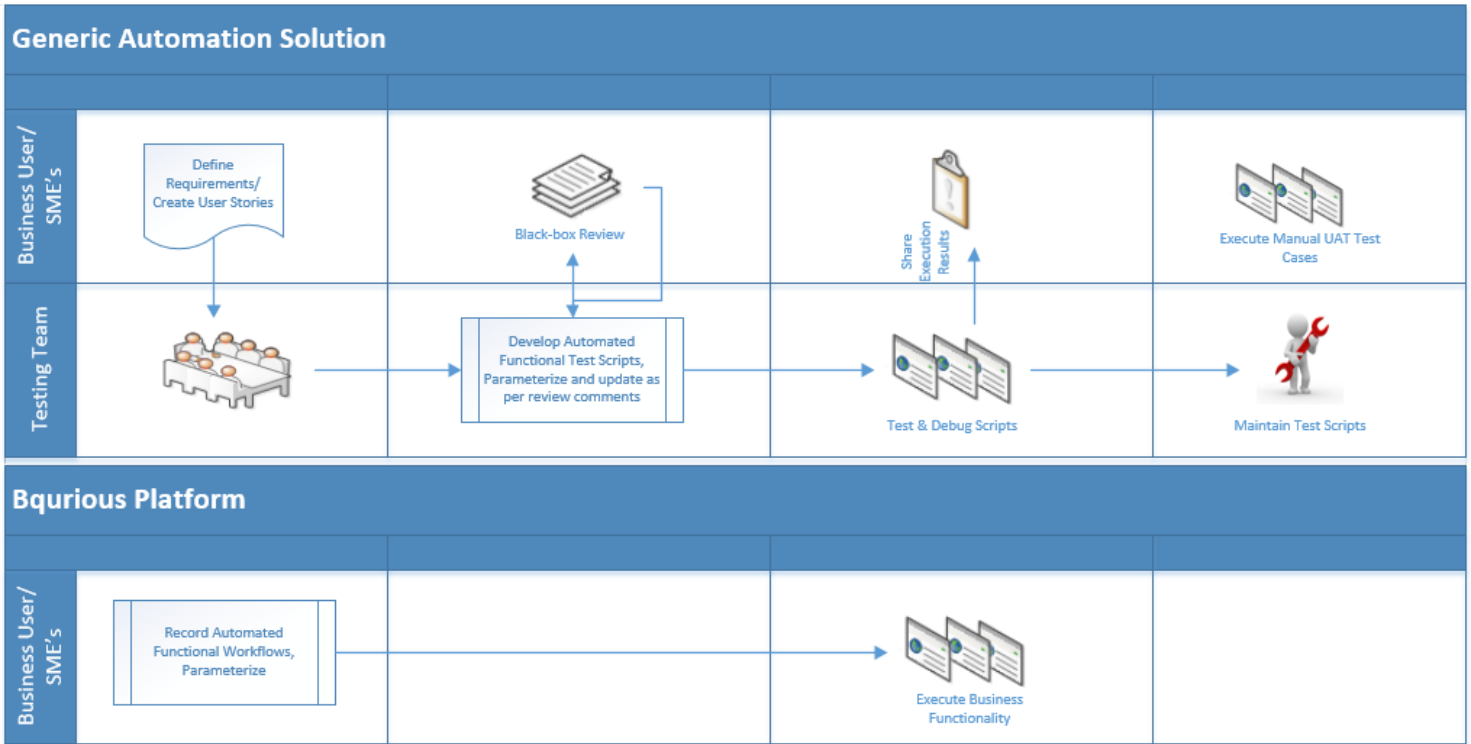
### Testing silos and handovers can be removed

To automate a business process with general automation solution, there used to be multiple handovers between business users and automation experts. As Bqurious empowers business users or domain expert to automate, business user alone can automate the business process on its own

# CLOUD-BASED, SECURE SOLUTION FOR TESTING Force.com

with bqurious without writing a single line of code.

The following diagrams depict how bqurious breaks testing silos and multiple handovers

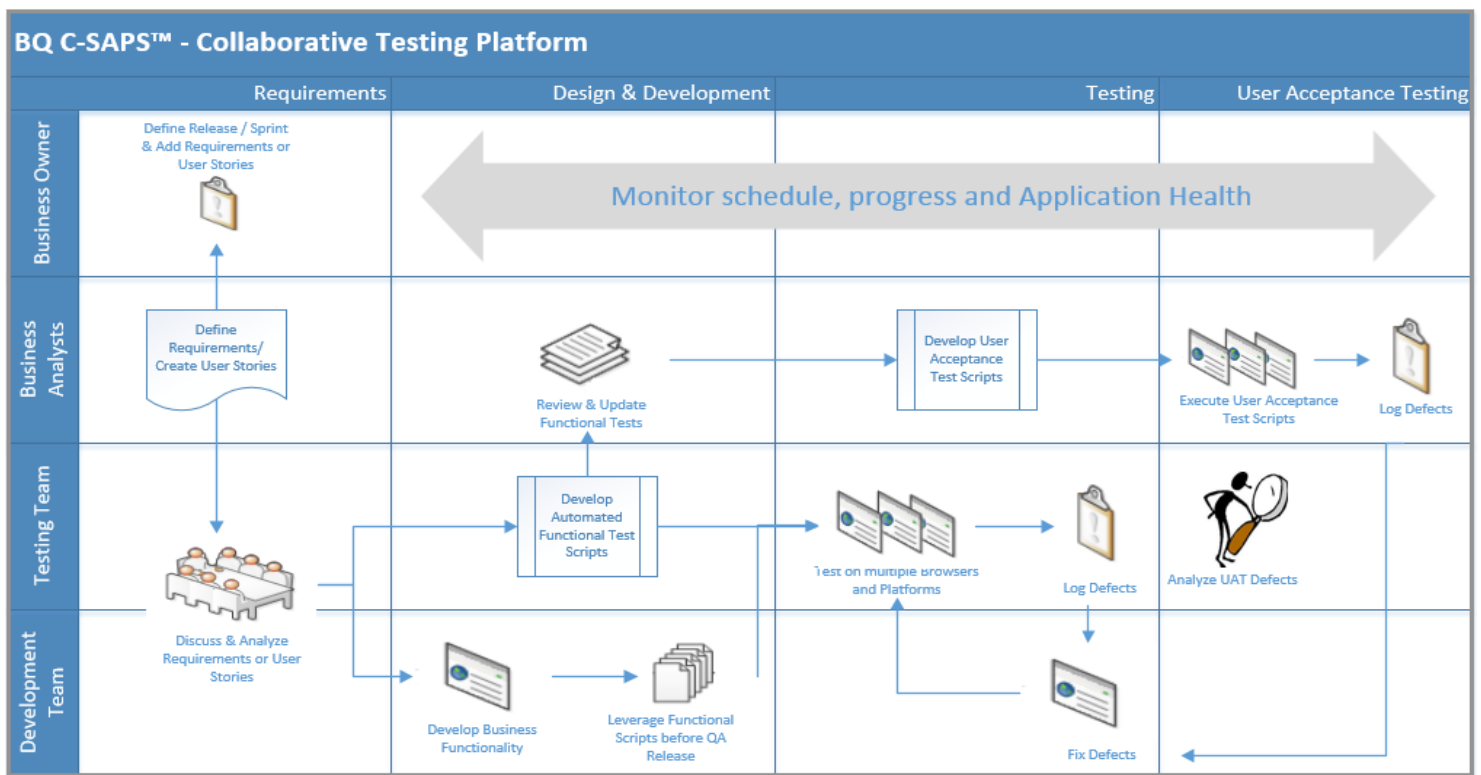


Even if Business user is expected to review the automated business functionality, he or she cannot review as scripting knowledge is not expected from business users.

Removing handovers between business and automation expert results into cost and time savings with better quality.

## Collaborative Testing Platform

Business users or SMEs are always key assets of the organization and also have other responsibilities besides testing. In some of the organization, manual testers having domain knowledge are supposed to perform manual testing and business users are reviewing their manual test cases and monitor the testing progress. In this scenario, how bqurious can be collaboratively used with same creating and reviewing process.



***Bqurious brings automation close to your entire project team***



## Simple, Secure and Reliable

Bqurious platform is intuitive and enables the entire team to start automation from day 1.

Bqurious runs on well-known cloud platforms, with the strongest security certification. Data is encrypted at Rest with 128-bit encryption. This means that even if a malicious user gets hold of our database (highly unlikely), he or she will not be able to decipher the context.

If you are still concerned about security of public cloud, we also offer an in-premise version.

## Pre-defined business processes

Many more companies are using SFDC for their business and there are many shared process across SFDC instances. Bqurious offers templated test case for most used business process scenarios that can be imported and used. This gives a tremendous productivity boost and huge RoI since the team can start creating meaningful tests from day 1.

## Smart Parameterization

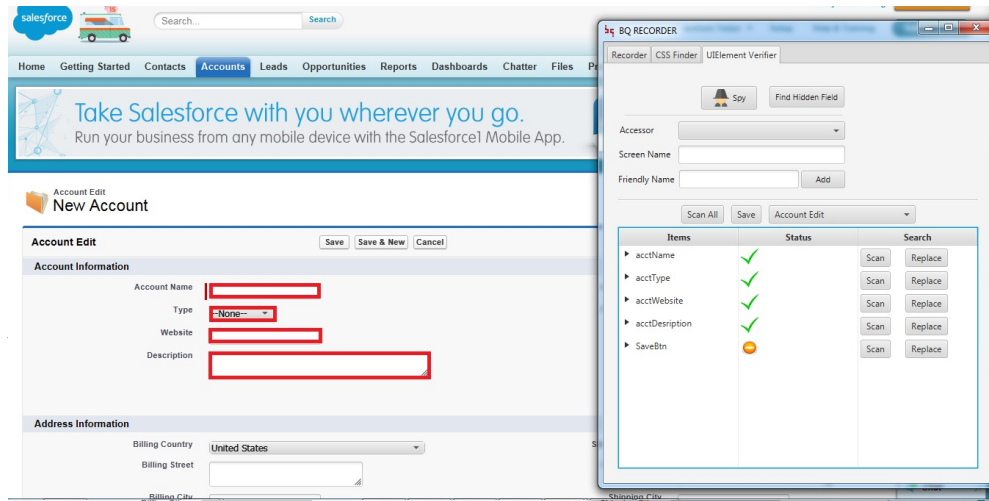
Comprehensive testing requires exercising the same transactions and business processes for many different conditions and different data sets. Bqurious allows you to rapidly expand your test coverage by just adding multiple variations of data values to exercise business rules and conditions. While creating or importing your test data, user can tag the data with different environment or specific defect. While executing, a specific data set or a combination thereof can be specified.

## Smart Object Management

Bqurious automatically builds and stores UI objects while recording. Test recordings naturally cover only one specific case. When running the test, the system may behave slightly differently because of change in object properties. Bqurious offers the mechanism to easily identify changes to individual UI objects and also, if any new element is added or deleted to the screen. This leads to reduced maintenance effort and faster deployment.

# CLOUD-BASED, SECURE SOLUTION FOR TESTING Force.com

Bqurious strengthens test automation suites with a centralized object container that allows reusability of objects across test cases and promotes collaborative development.



The above diagram depicts how easy to identify the changes in properties of an object

## Managing test Assets is effortless

Bqurious supports integrated test management along with the automation which eliminates the need of separate test management tool to manage test assets. Bqurious manages requirements, sprints, test assets and execution results all in single place in the cloud, and can be shared across geographically distributed teams. Bqurious also maintains the traceability between all the test assets which helps users to review the test coverage.

Bqurious supports building and usage of shareable and Re-usable Test Assets. Bqurious follows functional decomposition methodology during test case design which allows creation of reusable test artifacts like business components and Test cases. With bqurious, it is easy to use reusable components in your test cases by just selecting the component.

Bqurious supports both manual and automated script creation and execution eliminating the need to switch between different tools for manual and automation.

## Bqurious brings back the focus towards testing

Bqurious helps in optimizing entire process and enforces standardization throughout the project and organization. Bqurious puts all the best practices of test automation in single place with speed and quality of test automation suite in subsequent release and cycles.

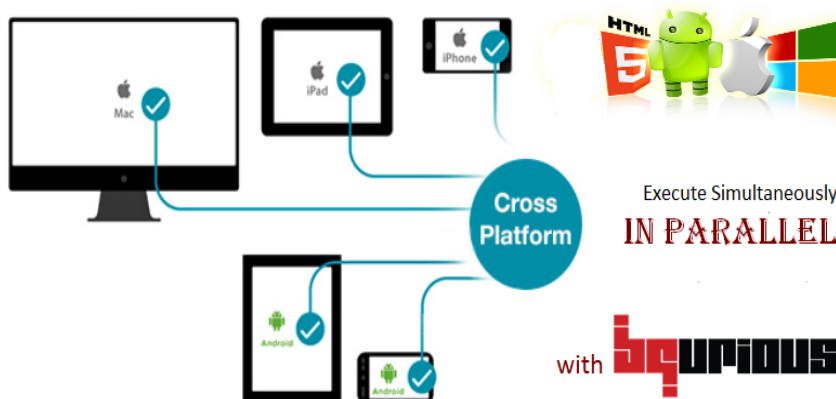
Bqurious helps in bringing consistency in test creation. Test steps in plain English, are the actual representation of what is required to be run, which business user can very easily understand review for completeness and correctness.

In Bqurious, test cases can be leveraged itself as Test Documentation and can be used as induction manual for the new joiner's to the team.

## Single-Click Cross browser testing

Bqurious supports execution on multiple browsers and platforms simultaneously.




- Single browser instance one or more machines
- Multiple machines each running one or more browser instances



Let's take an example where you need to certify SFDC on three browsers on three platforms (Windows, MacOS, and Linux). With existing automation, regression suite takes 1 hours to execute on one browser which means total time taken **without using bqurious** will be 9 hours. But with bqurious, it will take only 1 hour to execute on all three platforms and browsers which means saving of >88% time in execution.

# CLOUD-BASED, SECURE SOLUTION FOR TESTING Force.com

ROI gets better with every test case or platform added to the mix.

 <p>Cut testing costs by 50% to 70%</p>	<ul style="list-style-type: none"><li>• Leverage Business Analysts and Domain Expert to create Automation Tests</li><li>• Write tests once and execute on multiple platforms and browsers</li><li>• Execute tests remotely over the internet on Virtual Machines, real devices, simulators/emulators</li></ul>
 <p>Speedup time to market by reducing testing phases by up to 60%</p>	<ul style="list-style-type: none"><li>• Execute your test simultaneously across multiple platforms</li><li>• Create Automation test cases in parallel with development</li><li>• Respond to changing requirements easily and quickly</li></ul>
 <p>Resolve defects up to 400% faster</p>	<ul style="list-style-type: none"><li>• BQ establishes process</li><li>• Development team can use the same tests before delivering to the QA team</li></ul>

*A Disruptive Testing Platform labeled "the SFDC" of the QA world*

## Conclusion:

Bqurious is a complete lifecycle test automation solution. No Programming. No headaches. Just Quality. To sum it up, Bqurious is a complete, cost-effective solution for test automation.

## About Bqurious

**Founded by passionate and restless technology professionals with a mission to create and perpetuate value for Business.**

BQ is a privately held company and to date has been internally funded by the Founding team. The company was profitable at the end of fiscal year 2014.

Development was started on the BQ product/ platform in 2012. The commercially available and industrial strength BQ product /platform was launched January 2015 for Web, after beta testing with Customers (Fortune100) since March 2014. BQ has developed a SAP solution as well, and we continue to build out the end to end test automation & management suite roadmap.

### **BQ Platform**

- Reducing Dependency on Technology Competency
- Ensuring Early ROI on Test Automation
- Minimizing Test Automation Risk
- Better Value to Cost Ratio

### **Managed Testing Services**

- We Manage entire QA function under client directions
- Platform is bundled with services

**BQ brings affordable world-class industrial strength rigor to large, medium and small enterprises alike, including individual freelancers.**