

# Smart Foundry

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## Elevator Pitch



**Definition:** According to Capgemini's World Quality Report 2019-20, the widespread adoption of agile and DevOps methodologies, and the need for Quality Assurance (QA) is higher than ever before. The report concludes that there is a need for an **integrated and intelligent ecosystem** for DevOps and QA to realize business benefits. Capgemini's Smart Foundry solution integrates with Capgemini's **SmartQA** platform to deliver multi-premise, cloud-agnostic, and domain-centric testing solutions for application deployment. The solution can deliver DevTest environments across on-premise, private and public clouds based on budgetary and reuse needs, and service level agreements. Smart Foundry can **accelerate time-to-market** by as much as **60%**, lower costs by up to **40%**, and reduce environment-related defects and provisioning delays by as much as **80%**.



**Barriers:** The main barriers that clients face today are legacy infrastructure, current inefficient tooling, federated operating model, lack of test ecosystem function. The Smart Foundry solution can handle many of these concerns of the client.



**Did You Know?** With Smart Foundry, you can plan your workloads in a multi-premise scenario **knowing the costs** much earlier in the lifecycle. Smart Foundry can also be used to provision **domain specific** end-to-end environments for **Guidewire** and **Temenos**.



**Did You Know?** Using Smart Foundry, testers and developers can spin the relevant **end-to-end integrated environments** on a click of a button!



**Why Capgemini?** Capgemini has a **dedicated CoE** for Test environment management with over **2,000 professionals** worldwide having deep technical and domain expertise and understanding of multiple cloud ecosystems.



**External Recognition:** We have been recognized by Gartner and Everest as the **Leaders in Testing** in 2020.



**Best-in-class partnerships:** Nutanix, Plutora, AWS, Azure, GCP, Temenos, Guidewire, ServiceNow, GenRocket, AppDynamics



### Our Offer Stack:

- **End-to-end implementation** of the Smart Foundry Platform, including libraries of Use Cases for Environment Provisioning, Management, Demand Management, Observability and Chaos engineering
- **Security implementation**
- **Integrate Continuous Testing**
- **Integrate test data management**
- **Consulting for right tool fitment**
- **Integrated CI/CD Pipeline**

## Business Goal

### Business Vision

In the fast paced and continuous delivery ecosystem, faster speed to market is every organization's key objective. Smart Foundry is a Capgemini solution which provides the users a complete view of the ecosystem while managing an on-demand and fit for purpose environment management system for hybrid platforms. It improves the speed to market by 30%, and productivity improvement by 20%

#IntelligentTestingPlatform #OneStopShopTesting #FasterTesting

### Business Issues

#### 1. Legacy Infrastructure & Operating Model

The traditional banks have legacy IT infrastructure which cannot support API based technology. They also do not have an operating model to support usage of cloud infrastructure.

## 2. Current inefficient tooling

It has been found that many of the existing tooling available are not feature rich and severely prohibits some of the advanced feature sets available with the integration capabilities of Smart Foundry.

## 3. Risk-averse mindset

Traditional banks still have a risk-averse mindset which hinders innovation. They are hesitant to adopt new tools and their features; hence do not revisit their tool strategy to look at more advanced tooling in this space.

## Solution

### A highly intelligent, automated Testing Platform for end-to-end needs

Smart Foundry enables clients to design environment maps, raise change requests, view environment conflicts, run health checks, provide a visual CMDB and create insights driven dashboards. The users can also book and schedule environments and view environment calendars to manage the use of environments between parallel releases, efficiently. If there is a conflict in booking environments, Smart Foundry will effortlessly call upon blueprints, containers and virtual instances as required from the various integrated components to make the relevant environments available to the users. In addition, Smart Foundry provides a cost driven decision-making option to deploy application environment blueprints to the cloud of your choice or to on-premise locations in such a combination that allows the availability of end-to-end test environments in a multi-premise, cloud-agnostic setup. This will help in increasing the efficiency of testing and development lifecycle

## Research Findings

Choice of Environment options	2020 Findings
% testing done on permanent test environments	29%
% testing done on cloud environments	21%
% testing utilising virtualised instances	17%
% testing in temporary test environments (non-cloud)	17%
% testing in container environments	16%

## Client Benefits / Business Value

Smart Foundry helps clients to achieve the following benefits:

- **Business Agility – On Demand test environment availability will drive the acceleration of cycle time**
- **Always available – Significant Improvement in the uptime will reduce the delays in testing by 20%**
- **Cost of Environments – Effective use of the current infrastructure, timely decommissioning and continuously monitoring can reduce the cost of test environments by 30-40%**
- **Multi-tenant deployment – Will be able to reuse the intelligent environment template to deploy on any cloud or on prem environment. It will provide the cost advantage view to make better determine which type of environment to use**
- **Observability & Auto-healing – will make the environment more resilient, improve uptime and reduce delays by 20%**

### **Why Capgemini?**

- **Global QA Transformation expertise: 500+ Testing clients globally, 19,500+ test professionals, includes 9,000+ test automation & 4,500+ agile/DevOps experts**
- **Capgemini's unique Innovation ecosystem: 150+ assets/accelerators**
- **Best-in-class Partnerships: Fueled by our partner ecosystem, including Micro Focus, Perfecto, Digital.AI, Broadcom etc.**
- **Analyst Recognition: Recognized “As World Leader in Testing” for our capabilities in QA space, by NelsonHall and Gartner.**
- **Masters in Thought-Leadership: Over a decade reporting on software testing industry trends through the World Quality Report, currently in the 12th Edition. This is viewed through the lenses of 1,500+ IT professionals ranging from Director up to the CIO.**
- **Specialized CoEs: 10 Test Labs dedicated to key aspects of the Testing Lifecycle such as Test Automation, and AI/ML**

### **Clients on this journey**

- **Alliance Data Services – Completed proof of concept**
- **Allianz General Investors – In the journey leading to Pilot**

## **Selling Strategy**

### **Offerings we sell**

- **Test environment management**
- **Test environment provisioning**
- **Test Data Management**
- **Consulting / Quality Blueprint on test environment management**
- **Cloud Testing (including Chaos Engineering)**

- **Test environment observability and service virtualization**

### **Questions to ask**

- **Are your test and development environments fit for purpose?**
- **Are your test and development environments on cloud and do you need end to end integrated environments across multiple premises (including on-premise)**
- **Do you have challenges in booking and requesting test and development environments for parallel releases resulting in conflicts of requests?**
- **Do have difficulty in documenting end to environment architectures including challenges in managing an up to date configuration management database?**

### **Targets & Deal Size**

- **Banks – Tier 1, 2 and 3 Banks. 'As-A-Service' Model available for Tier 2 & 3 Banks**
- **Profiles – Senior stakeholders in the 'Testing / QA division' of the bank, Chief Digital Officer, Head of Development, Head of Infrastructure**
- **Deal Size – 5-25 Mn per deal.**

### **Keywords to listen for**

## **Key documents**

BROCHURE – Smart Foundry Introduction Pack

## Go To Market Documents

[Click here to open the offer assets](#)

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Person responsible for offer.

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### Partners

## GTM Tools that are available to better manage your Sales Campaign

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