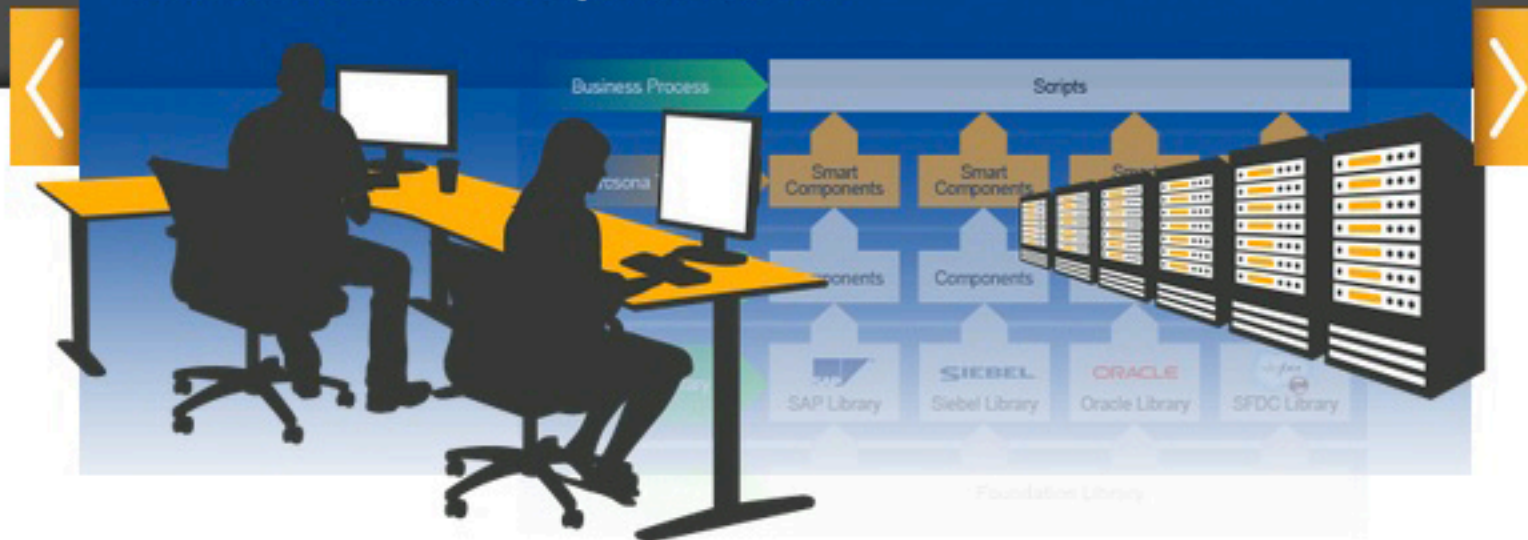**Achieve system integrity.** Arcsona delivers end-to-end testing for system integrations of all sizes and complexities. ❯

Business Process   Scripts

Smart Components   Smart Components

Components   Components

SAP Library   Siebel Library   Oracle Library   SFDC Library

Cloud computing and big data offer the promise of improved collaboration and customer service, fast access to business insights, and reduced cost and risk to IT and the business.

Arcsona helps clients rethink how they architect, deploy and manage these disruptive technologies to deliver business results on time and on budget.

Our automated testing frameworks and quality processes promote predictability, maintainability, and rapid problem-resolution by consistently detecting defects early in the development process for any system integration or business application.
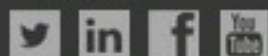
We implement Salesforce and other cloud applications and thoroughly test end-to-end business processes, often involving complex integration among multiple cloud-based and on-premise applications.

Arcsona can also leverage its testing methodologies to help enterprises harness the power of big data by simplifying the transition from their current data warehouses to SAP HANA.

Our Partners

SAP   salesforce   hp   APPIRIO   k2 partnering solutions

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Arcsona's People. Experienced. Flexible. Responsive. Arcsona brings best practices and entrepreneurial drive to every project.

Home | People | **How We Work**

Learn more:

Nearshore Operations

Meet Our Leaders

Our Team

Leaders with both Big 5 consulting-firm and entrepreneurial experience head Arcsona's teams. Knowledgeable in industry standards and best practices, they have broad experience in varied industries and systems, and deep knowledge of business processes involved in testing and quality assurance.

Arcsona offers flexible staffing arrangements to suit the needs and budgets of its partners and end customers.

Program Management

Large-scale IT endeavors in the newest technologies promise great benefits, but require skilled leadership to ensure success. Arcsona program managers drive the strategic decisions that lead to properly executed projects that are delivered on time and on budget.

Leaders have decades of experience in traditional Waterfall, Agile and Scaled Agile methodologies, a mix that is critical in today's environment where SaaS implementations must be integrated with older established systems that may not lend themselves to a pure Agile methodology.

Project Teams

Whether leading a project or working with implementation partners, Arcsona has the resources to staff an entire project, including skilled managers, experienced business analysts, technical architects, and exceptional automation testers and Salesforce application developers.
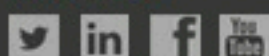
Individual Contributors

For clients who need to add crucial resources to their implementation or testing team, Arcsona can complete the roster. We provide experienced and highly competent project managers who can lead large teams, as well as architects, business analysts, testing specialists and developers.

Next Steps.

Read more about nearshore operations and our leaders.

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Arcsona's People. Experienced. Flexible. Responsive. Arcsona brings best practices and entrepreneurial drive to every project.

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Nearshore Operations

Arcsona can draw from a large pool of technical talent, including architects, developers, database administrators and test automation specialists, located at our nearshore technical operations center in Mexico.

Our projects are typically led by U.S.-based consultants who work on-site with clients. By adding lower-cost nearshore resources, we can provide a blended rate that rivals many offshore organizations, while also providing high-quality delivery.
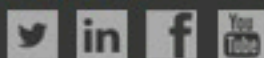
These employees can travel freely to and from the United States for client engagements, or work remotely in Mexico. Because our Mexico-based consultants work in the same time zone as many of our clients, project teams are able to resolve issues and questions quickly and effectively.

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Arcsona's People. Experience. Commitment. Passion.

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How We Work

Nearshore Operations

Arcsona's Leadership

Arcsona's leadership team comprises senior executives from the Big 5 consulting firms and industry who are committed to delivering high-quality, high-value solutions. We are experienced in every phase of the software development lifecycle—from project initiation through post-production support and maintenance.

During the past two decades, we have worked together across a range of industries to build global, award-winning consulting teams that have reshaped the way solutions such as Siebel, Salesforce, Oracle and SAP have been implemented and verified.

Leadership

Vaughn Paladin
CEO, Co-Founder

Vaughn Paladin is a career CRM consultant with nearly two decades leading teams in complex enterprise implementations of Siebel, Salesforce and other similar systems. His experiences encompass strategic development, global-partner integrations, leadership of global cross-functional teams and change management. Most recently, he guided a Fortune 500 company through a complex migration from Siebel to Salesforce that involved the integration of numerous third-party applications into the client's Salesforce ecosystem. He focuses on business development, sales, and program and project management for Arcsona.

Before co-founding Arcsona, Vaughn was co-founder, CEO and engagement director at FocusFrame, established in 2000 and later acquired by Hexaware. At FocusFrame, he helped developed a proprietary testing application that was sold to SAP and became part of its TAO automated testing solution. Mr. Paladin also oversaw numerous client engagements. These included leading a team responsible for quality control and functional and performance testing for a custom CRM and loan-entry system implementation for a large interstate bank. He was also lead integrator on a Deloitte Consulting engagement where he oversaw quality-assurance activities related to a Siebel implementation for a leading satellite TV company's CRM and order- management needs. Prior to FocusFrame, Vaughn was a senior manager with Ernst & Young, where he implemented CRM systems for various clients, including one of the first Internet-based CRM deployments for a global fabless semiconductor.

He has a bachelor's degree in English and a master of business administration degree in general management from Washington University.

Stephan Thomsen
President, Co-Founder

Stephan Thomsen brings nearly 20 years of experience in building and leading teams and in implementing CRM and ERP systems to Arcsona. A certified Scrum Master and adept at a variety of methodologies, Stephan oversees internal operations and works closely with clients to successfully deploy Salesforce using Arcsona's proprietary technology. He is experienced in working with large and small organizations across a range of industries and in multicultural environments.

Prior to co-founding Arcsona, Stephan was general manager at Attributor Corporation, where he led marketing, services and sales operations and also implemented Salesforce. Previously, he served as chief operating officer of the Software Testing Division at Hexaware. Stephan managed a global consulting team of more than 500 people, and led technical and human resources functions with responsibility for strategy, product management, sales and financial controls. He came to Hexaware through the acquisition of FocusFrame, where he was an investor and COO. He was instrumental in taking FocusFrame from a start-up to a $30 million software quality-assurance business with multinational operations. Before that, Stephan was a director of professional services and account management at 2Roam. He was also a consulting manager at both Nextera Interactive and Ernst & Young where he built the firms' CRM practices.

He holds a bachelor's degree in computer science and mathematics from Colgate University and a master of business administration degree in marketing and finance from the Haas School of Business at the University of California, Berkeley.

Hiroaki Ajari
Corporate Secretary, Co-Founder

Hiroaki Ajari is responsible for professional services and general management. He manages numerous cloud and on-premise implementations, providing program management and testing-automation strategies using various methodologies, including the Scaled Agile Framework and Agile testing techniques. During client engagements, Hiroaki works closely with senior management and executives to establish and improve business processes with IT related to solution design, DevOps and testing-implementation strategies. He has more than 20 years of experience leading teams in strategic software development, testing, quality assurance and training. He is also adept with both organizational and process change management across industries and geographies.

Prior to co-founding Arcsona, Hiroaki was a founder and managing partner of global software consultancies, where he provided program management, project management and quality-assurance testing and training for software development projects. He was also responsible for professional services and operations. Clients included professional services, financial services and technology companies, government and higher-education institutions. He has served in quality assurance and test management roles for NetApp, Agilent Technologies, Wells Fargo (Internet Services and Wholesale Banking), Delta Dental, the Pacific Exchange (now NYSE Arca), Charles Schwab and PeopleSoft.

Hiroaki has completed studies in finance and international business from Golden Gate University in San Francisco. He is also a certified instructor for various test-tool platforms.

Ram Bulusu
Senior Director, Co-Founder

Ram Bulusu is a technology operations leader with responsibilities for maintaining strategic client relationships, providing practice and program management and leading implementation teams. He has more than 15 years of consulting experience working on large-scale ERP and CRM implementation projects globally.

Ram has deep technical expertise in numerous ERP and CRM applications such as Oracle, SAP, Salesforce, PeopleSoft and Siebel. He has successfully built pre-sales, architecture and project- delivery teams that have implemented projects around the world. He is also one of the chief architects of the methodology that is at the core of our automated testing accelerators. Prior to joining Arcsona, Ram held senior management positions at NTT Data and Hexaware/FocusFrame. As a senior program manager at NTT Data, he was responsible for all phases of project development and delivery. As director of accelerator delivery at Hexaware/FocusFrame, he served as practice head and was responsible for successful project implementations and building delivery teams from the ground up. He also opened an accelerator delivery center in India, mentored delivery teams in Mexico and worked with pre-sales teams in the Asia-Pacific region. Ram grew the company's practice and introduced tools and processes that reduced clients' testing costs by 25 percent or more.

He holds a bachelor's degree in electronics and communication and a master of business administration degree in finance from Osmania University in India.

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Salesforce Implementation. A flexible approach, domain expertise and deep testing are at the core of each successful cloud integration.

Home | Services | Salesforce Implementation | **Approach**

Arcsona's Approach

Successful IT initiatives require solid understanding of the underlying business objectives and a talent for managing people, process and technology. To every project, we bring high-caliber consultants who keep the overall business vision in mind when making decisions or recommendations about system design, business process or implementation approach.

Throughout every phase of an IT initiative—from gathering system requirements and defining data models to designing testing scripts and making data migration decisions—our teams make sound decisions that are based on clients' current and desired business processes.

We are highly experienced at working in complex multi-stakeholder environments and recognize that methodology is not a substitute for common sense. Arcsona consultants are trained in Waterfall and Agile development models and are comfortable blending approaches to meet specific project needs and client or partner preferences.

Learn more:

Why move to the cloud?

Methodology

Case Studies

Next Steps.

Read more about moving to the cloud, our methodology and case studies.

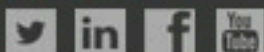Contact Arcsona to find out how we can help your organization harness the cloud and big data.

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Technology. Arcsona's proprietary technology solutions enable us to deliver faster outcomes with higher quality than competitors.

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Arcsona System Conversion Accelerator

Arcsona Testing Accelerator for Salesforce

Stepping Up to the Sales Cloud

A modern customer relationship management (CRM) or salesforce automation solution (SFA) is an ideal way for businesses to grow their sales practices. These systems:

• Capture details of customer conversations
• Provide metrics
• Track the status of the sales process
• Effortlessly track history and tasks within the sales organization

Why go one step further and move to the cloud? Salesforce.com's Sales Cloud provides a hardware-agnostic and modern CRM system that evolves with your company. Cloud applications are updated by the vendor several times a year. You simply get the newest revisions when they're ready. Your organization can also reduce IT costs by eliminating internal software and hardware upgrades.

Arcsona excels at software-as-a service implementations. We work with you to define and implement the processes that fit your business. You can transform your sales process by taking advantage of solutions that offer mobile access to Sales Cloud, a single customer profile that can be shared company-wide and integration of business systems, email and marketing.

Whether you're looking to boost sales productivity through social selling, move to a team-selling sales model or capitalize on real-time analysis of your sales forecast, Arcsona can help you reach your goals.

Multiple Customer Support Channels

Recent technologies, especially, social media, have changed the ways customers interact with content and make purchases. Whether through mobile devices, the web, email, chat, phone, IM, text or social media, your service agents need to be able to monitor and respond to it all.

The ideal solution helps your customers find answers on their own by relying on community knowledge cultivated by your company's product development and support teams.
Arcsona's team offers a best-in-class implementation experience for your customer service solution. We've successfully deployed complex service-cloud solutions that incorporate real-time integrations with your business systems.

Take your customer service and agent productivity to the next level by providing your support team with the information it needs to provide first-call resolution and outstanding customer service across every channel

Next Steps.

Read more about our system conversion accelerator and our testing accelerator for Salesforce.

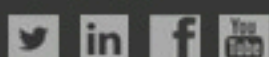Contact Arcsona to find out how we can help your organization harness the cloud and big data.

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Arcsona Methodology

Arcsona helps deliver successful Salesforce implementations for organizations ranging from Fortune 50 companies to start-ups and across a range of industries. Depending upon a client's need, we can complete a project in as little as six weeks or deliver a multi-year program involving a series of releases.

We provide client and partners with project leadership, business analysis, technical design and development expertise, and quality assurance across multiple products, including Sales Cloud, Service Cloud, Marketing Cloud, Customer and Partner Portals and Communities.

Learn more:

Why move to the cloud?

Our Approach

Case Studies

Flexible Approach

Depending upon clients' needs, Arcsona implements cloud technologies such as Salesforce using Waterfall, Agile or Scaled Agile methods. In smaller organizations where Salesforce is typically not integrated with legacy environments, a pure Agile methodology may work best.

Larger organizations that want to implement Agile and Lean methods for delivering new systems, but have complex implementations of on-premise systems, may require an approach based on the Scaled Agile Framework®. This blend helps clients harness the flexibility of Agile while recognizing the deployment constraints and importance of governance within large organizations.

With either Agile or Scaled Agile methods, Arcsona brings technical knowledge and domain expertise in multiple applications and their underlying business processes to help customers innovate across their customer-facing processes.

These capabilities, along with our broad-based quality practice, ensure that deployments minimize defects and deliver as promised.

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Read more about our approach and case studies.

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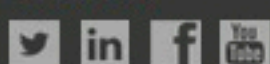🐦 in f 📺

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CASE STUDY:

Pinpointing System Errors Rapidly for Fortune 500 Manufacturer's Salesforce Integration

Challenge A high-tech manufacturer that had broadly integrated Salesforce with many of its upstream and downstream systems needed to roll out new releases of Salesforce without jeopardizing the integrity of the entire system. The company used Eloqua for campaign management and lead generation, Oracle E-Business Suite R12 and Siebel for quoting, and Oracle 11.5.9 and SAP for order management and shipping.

Nearly 30 major interfaces keep the combined infrastructure operational. The customer required a sophisticated regression test for every release in its environment because even minor modifications in Salesforce or one of the boundary systems can have major repercussions on interfaces and other applications.

Solution Arsona developed a complete, end-to-end test of all functionality and interfaces in the Salesforce ecosystem. The test began in Eloqua with the creation of a sales lead. The lead was sent to Salesforce where it moved through the opportunity-management process. From the opportunity in Salesforce, an associated quote was then created in Oracle R12 or Siebel. The order was completed in Oracle 11.5.9 and fulfillment took place in SAP.

During these system transitions, Arcsona's testing solution automatically logged in and out of the systems and moved the transactions along to either complete the test or automatically catalog an error when an application function or an interface failed.

Results Testing the transactions as they flowed logically through the environment enabled the client's IT team to immediately pinpoint the precise location of any system problems. Because Arcsona's solution recorded the steps leading to these issues, IT was able to recreate the errors to determine how to eradicate them. This saved hundreds of hours in error diagnosis, eliminated a large percentage of the false errors that are routinely reported and allowed the team to focus on fixing the most critical bugs.

CASE STUDY:

Simplifying User Testing for Fortune 50 Company

Challenge A global technology company needed to efficiently manage unwieldy user acceptance tests (UAT) that were required for its quarterly Salesforce releases. The firm has five separate Salesforce implementations that are also integrated into various systems.

The diagram below shows a handful of the many Salesforce integrations deployed by the client.

Campaign Management	Lead Management	Account / Opportunity Management	Quoting	Deal Governance
Aprimo	Eloqua	SFDC	BigMachines	Email Approvals

Due to the complexity of the overall system, the critical issue for this client was the depth and breadth of its business-driven user acceptance testing (UAT). Depending on the level of system modifications required with any single release, IT could expect upwards of 600 individuals, each with valid demands, to request involvement with UAT.

With four large annual releases of its Salesforce environment, the complexity and difficulty of large-scale user testing threatened to delay and possibly derail the release schedule.

Solution Arcsona built a testing harness encompassing the entire Salesforce infrastructure that could successfully complete the entire transaction from the perspective of the appropriate end-user in each of the component business systems. Tests began in Aprimo, migrated to Eloqua for marketing management and transferred to Salesforce to begin testing opportunity management functionality. The client used BigMachines for quoting and had a very complex system of email approval for discounts (represented by deal governance in the diagram above), all of which were incorporated into the testing.

Result Arcsona's solution dramatically reduced the number of UAT participants from more than 500 to a few dozen and elevated their role to that of UAT auditors. They were still able to perform manual tests, but their main function became to review reports that documented the results of hundreds of test executions performed by Arcsona's automated system.
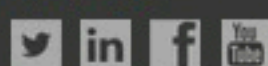
The company decreased the number of testers by 75 percent and dramatically increased the depth and breadth of the test into many corner cases and regression areas—those affecting a small number of users— that couldn't be tested manually. The automated testing solution facilitated thorough and rapid resolution of system defects and enabled IT to deliver according to the company's release schedule.

Next Steps.

Read more about our approach and our methodology.

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Arcsona's Partners. Our success lies in making our partners and end-clients successful.

Arcsona's Partners

Our success lies in making our partners and end-clients successful. Arcsona's teams excel at working in multi-stakeholder project environments that can include multiple integrators and software vendors collaborating on a complex implementation.

We are equally comfortable working as an extension of the delivery arm of our partners' professional services organizations, or working directly for the end client. Either way, we remain sensitive to all stakeholders' interests without losing sight of our ultimate goal of delivering a successful project for our end client.

SAP

Arcsona delivers both functional and performance validation services on large SAP implementations to optimize system performance. Members of Arcsona's team helped develop TAO, SAP's automated test tool. Using this knowledge, we have designed our next-generation automated frameworks to integrate tightly with and extend the capabilities of the latest SAP offerings, including SAP Business Suite and HANA.

salesforce

Arcsona specializes in Salesforce implementations for the enterprise by offering portfolio and program leadership using Agile practices and the Scaled Agile Framework®. We've led implementations ranging in size from tens of users to tens of thousands of users. Our test automation framework was developed to work effectively with Salesforce, Custom Force.com applications and most other enterprise systems commonly integrated with Salesforce.

hp

Our consultants have delivered successfully on hundreds of engagements using HP Software. HP's functional test automation tools—Application Lifecycle Management (ALM) and Unified Functional Tester (UFT)—provide the foundation for Arcsona's test automation framework. We combine these technologies to deliver a superior, easy-to-use solution that enables rapid development and efficient maintenance of robust, automated scripts.

Appirio

Appirio is a global services company that uses crowdsourcing, cloud and social and mobile technologies to help enterprises dramatically improve the way they do business. Arcsona and Appirio teams seamlessly integrate to provide enterprise implementations based on adaptations of Agile methodologies.
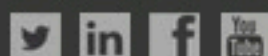
K2

K2 Partnering Solutions is a global recruitment and staffing company with technical expertise, in-depth market knowledge and an international presence in the SAP, ERP, business intelligence and cloud markets. Arcsona works closely with K2 to deliver program leadership and technical people on system implementations.

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Arcsona Testing Accelerator for Salesforce

Arcsona System Conversion Accelerator

Salesforce and legacy CRM systems need to be streamlined and free of unnecessary functionality to operate optimally.

During migrations from Oracle's Siebel CRM to Salesforce or during consolidations of Salesforce instances, the Arcsona System Conversion Accelerator helps implementation teams objectively quantify which functionalities are essential and which ones should be eliminated.

Accelerator Tools

Tools within the conversion accelerator can work independently or collectively to assist in the migration.

Metadata Extractor: Reviews the databases of Oracle Siebel CRM or Salesforce and extracts lists of values and other data for analysis.

Data Analyzer: Reviews and analyzes the output from the metadata extractor, highlighting fields and functionality that are poorly or infrequently used, to identify candidates for pruning as the migration moves forward. This enables stakeholders to make informed decisions, based on actual usage data, about what portions of the system can be retired.

System Converter: Uses the extracted and selected data-model elements to build a pro-forma Salesforce deployment within hours. Predefined mappings from Siebel to Salesforce allow custom objects and fields to be created and deployed simultaneously. Users can envision their new system in Salesforce and begin developing detailed requirements.

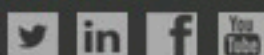Learn more about Arcsona's accelerators: Arcsona Testing Accelerator for Salesforce.

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Arcsona Testing Accelerator for Salesforce

Testing Salesforce in heterogeneous environments is complex. Clients often have Salesforce implementations that are connected to Oracle E-Business Suite 11.5.9 or R12, SAP, Oracle Siebel or other large applications to facilitate quoting, order management and customer support.

The challenges of developing a robust testing infrastructure to test all combinations and permutations within Salesforce are exponentially more complex due to integration with on-premise systems. Failure to test individual business processes can lead to defects and costly implementation delays.

Using automated testing frameworks from HP and Worksoft, Arcsona developed proprietary, integrated testing infrastructures that keep implementations on track. They can start a test cycle in one application, send information to another application and then move to that application to complete the test. Often, the tests switch environments and users multiple times to thoroughly test functionality.

Arcsona's automation success rests on the ease of maintenance of its testing infrastructure. We leverage HP and Worksoft testing products, but our testing frameworks do not use record/replay technology, which can generate scripts that need to be re-recorded when the application changes.

All tests are componentized and reusable—test elements can be easily rearranged to suit a differentiated test. We can make minor modifications in a few components, which automatically propagate to all the tests that use these components.

The approach allows Arcsona to maintain pace with the development teams. We are typically only a few hours behind them, testing their changes with updated, automated tests that span heterogeneous environments and many classes of users.

Learn more about Arcsona's accelerators: Arcsona System Conversion Accelerator

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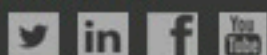Contact Arcsona to find out how we can help your organization harness the cloud and big data.

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• Effortlessly track history and tasks within the sales organization

Why go one step further and move to the cloud? Salesforce.com's Sales Cloud provides a hardware-agnostic and modern CRM system that evolves with your company. Cloud applications are updated by the vendor several times a year. You simply get the newest revisions when they're ready. Your organization can also reduce IT costs by eliminating internal software and hardware upgrades.

Arcsona excels at software-as-a service implementations. We work with you to define and implement the processes that fit your business. You can transform your sales process by taking advantage of solutions that offer mobile access to Sales Cloud, a single customer profile that can be shared company-wide and integration of business systems, email and marketing.

Whether you're looking to boost sales productivity through social selling, move to a team-selling sales model or capitalize on real-time analysis of your sales forecast, Arcsona can help you reach your goals.

Multiple Customer Support Channels

Recent technologies, especially, social media, have changed the ways customers interact with content and make purchases. Whether through mobile devices, the web, email, chat, phone, IM, text or social media, your service agents need to be able to monitor and respond to it all.

The ideal solution helps your customers find answers on their own by relying on community knowledge cultivated by your company's product development and support teams.
Arcsona's team offers a best-in-class implementation experience for your customer service solution. We've successfully deployed complex service-cloud solutions that incorporate real-time integrations with your business systems.
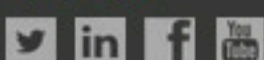
Take your customer service and agent productivity to the next level by providing your support team with the information it needs to provide first-call resolution and outstanding customer service across every channel

Next Steps.

Read more about our system conversion accelerator and our testing accelerator for Salesforce.

Contact Arcsona to find out how we can help your organization harness the cloud and big data.

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Application Testing. Automated, integrated and thorough testing catches system bugs early, reducing cost and business risk.

Home | Services | Application Testing | Testing and Domain Expertise

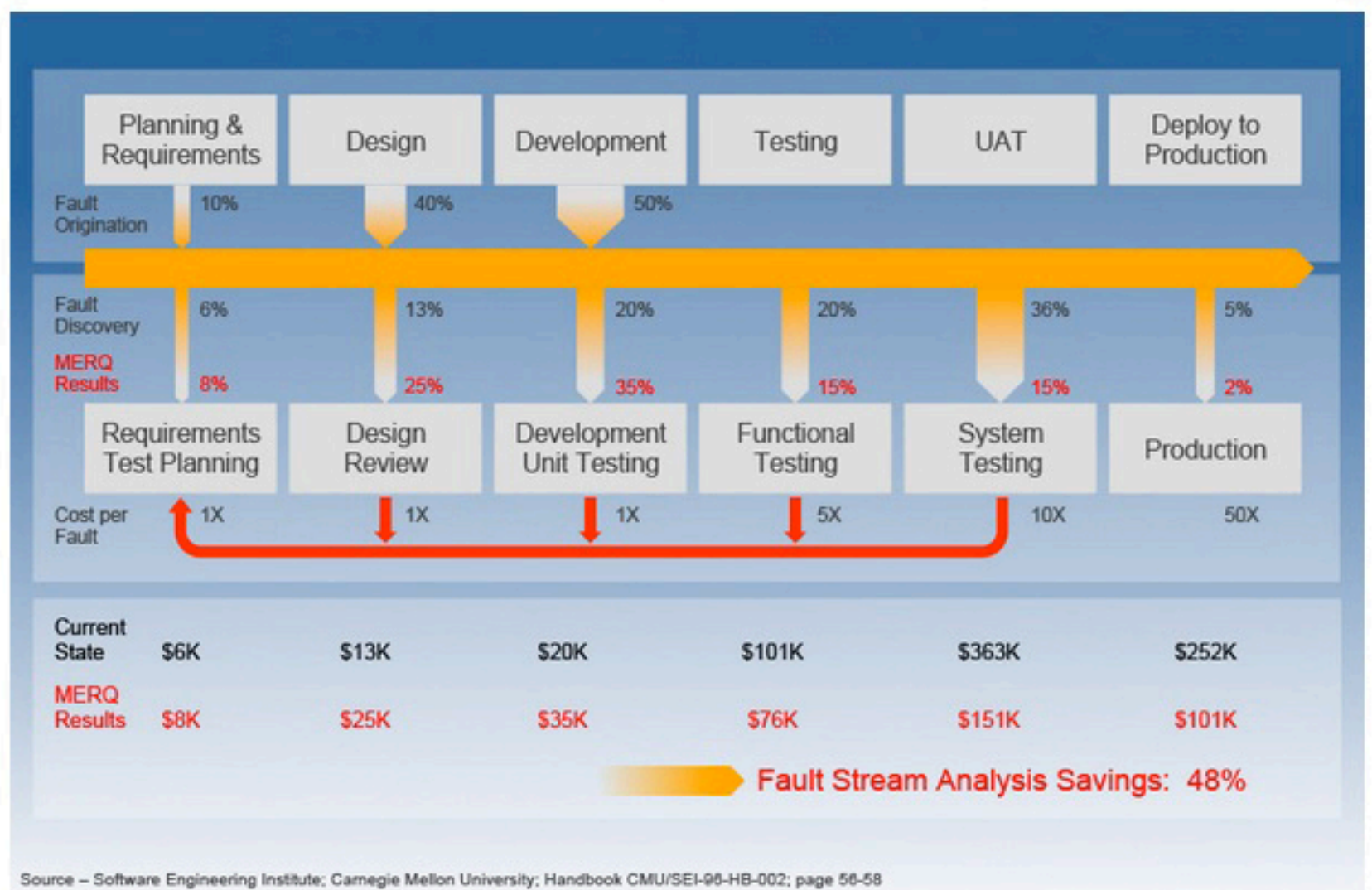Learn more:

Testing Accelerator

Testing and Domain Expertise

It can cost up to fifty times more to fix a defect that has leaked into the production environment than it does to fix the same defect if it's discovered during the design phase of the software development lifecycle, according to a study by Carnegie Mellon University.

Arcsona uses its domain expertise and proprietary testing frameworks to uncover defects early in the development process, no matter what implementation methodology is used.

	Planning & Requirements	Design	Development	Testing	UAT	Deploy to Production
Fault Origination	10%	40%	50%			
Fault Discovery	6%	13%	20%	20%	36%	5%
MERQ Results	8%	25%	35%	15%	15%	2%
	Requirements Test Planning	Design Review	Development Unit Testing	Functional Testing	System Testing	Production
Cost per Fault	1X	1X	1X	5X	10X	50X
Current State	$6K	$13K	$20K	$101K	$363K	$252K
MERQ Results	$8K	$25K	$35K	$76K	$151K	$101K

Fault Stream Analysis Savings: 48%

Source – Software Engineering Institute; Carnegie Mellon University; Handbook CMU/SEI-96-HB-002; page 56-58

Domain Expertise

The more complex the organization, the more complex the application testing becomes. Customized legacy systems and applications found in many organizations often have evolved with the business and provide important functionality; but because they cannot not easily be retired and extracted from the system landscape, they can prove troublesome when organizations migrate to the cloud.

Arcsona's knowledge of how earlier generations of systems were developed and deployed gives us important insights into how to build effective interfaces and test the combined system as modifications are rolled out.
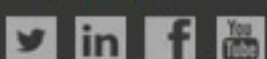
We have conducted most SaaS implementation and testing projects in the enterprise, where domain expertise and legacy-systems knowledge are key to helping customers successfully deploy new systems.

Next Steps.

Read more about our testing accelerator.

Contact Arcsona to find out how we can help your organization harness the cloud and big data.

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Salesforce Implementation. A flexible approach, domain expertise and deep testing are at the core of each successful cloud integration.

Arcsona's Approach

Learn more:

Why move to the cloud?

Methodology

Case Studies

Successful IT initiatives require solid understanding of the underlying business objectives and a talent for managing people, process and technology. To every project, we bring high-caliber consultants who keep the overall business vision in mind when making decisions or recommendations about system design, business process or implementation approach.

Throughout every phase of an IT initiative—from gathering system requirements and defining data models to designing testing scripts and making data migration decisions—our teams make sound decisions that are based on clients' current and desired business processes.

We are highly experienced at working in complex multi-stakeholder environments and recognize that methodology is not a substitute for common sense. Arcsona consultants are trained in Waterfall and Agile development models and are comfortable blending approaches to meet specific project needs and client or partner preferences.

Next Steps.

Read more about moving to the cloud, our methodology and case studies.

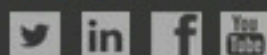Contact Arcsona to find out how we can help your organization harness the cloud and big data.

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Analytics. Comprehensive testing simplifies and shortens conversions to SAP HANA.

Harnessing big data

By implementing SAP HANA to accelerate access to business data, organizations can maintain pace with the marketplace, keep a pulse on their businesses and better respond to customers.

As a first step, companies often convert their data warehouses to the HANA system, a transition that can be expensive and frustrating. Arcsona's automated testing solution introduces transparency to the conversion process so that organizations can realize the promise of big data sooner and at lower cost and risk.

Common Scenario

The basic architectures of most data warehouses are similar to the configuration of HANA, but there are sometimes subtle differences in major components such as schema, data, queries, and triggers and stored procedures. In the majority of migrations, automation tools successfully convert these elements.

Remaining conversions require research and resolution by technical staff. Human misinterpretation can creep into the process, resulting in a massive quality assurance and testing effort during which both systems must run in parallel until they show the same or similar results. This process can take months and account for a substantial portion of a conversion budget.
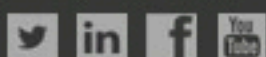
Faster ROI

Arcsona's solution discovers misinterpretations by checking for accuracy as soon as a partial migration of components begins. Developers receive immediate feedback on the status of every aspect of the conversion process.

The solution is cumulative and creates a regression-testing library that Arcsona can check to ensure that current work does not affect or repeat previously completed work.

Next Steps.

Contact Arcsona to find out how we can help your organization harness the cloud and big data.

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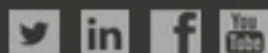**About Us.** Helping clients harness the power of disruptive technologies.

About Arcsona

Arcsona helps clients succeed in their Salesforce.com and other cloud-based implementations by successfully integrating disruptive technology with on-premise systems.

Our suite of quality assurance solutions can test the combined end-to-end business system, including all interfaces and middleware. We can use the same testing framework to help companies harness the power of big data through SAP HANA implementations.

Our project teams bring a fresh, efficient approach to addressing clients' business, technical and staffing challenges. By blending Waterfall and Agile methodologies with our proprietary technology, we streamline project delivery and provide rapid time-to-value.

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