Introduction to TechDefcon Tx

**Global Presence**
in UK, USA, Luxembourg, India, Australia, Singapore

- 500+ Professional Testers around the Globe
- 30+ Test Centers of Excellence / Managed Test labs / Test Factories established for various Clients
- 500+ Testing Engagements
- 100+ Physical
- 350+ Cloud Based Mobile Devices

Damco starts as a software development & testing company in USA & INDIA

- Adds multiple service lines and incorporates in UK
- Grows up to 200 employees and becomes ISO 9001 compliant
- Damco incorporates in Luxembourg
- Crosses 600 headcount and conforms to CMMi level 3
- Established TechDefcon Tx, an Independent Testing Division
- Damco growth spree continues and becomes 1500+ strong company with 5 ODCs
Our portfolio of end to end managed testing services

Functional Testing
- Manual Testing
- Test Automation

Non Functional Testing
- Performance Testing
- Security Testing
- Usability Testing

Test Advisory
- Test Advisory Services

Specialized
- Digital Testing (Web & Mobile)
- DevOps & Agile Testing
- Mobile Testing
- API/Web Services Testing
- DW/Analytics Testing
- Data Migration Testing
- Test Data Management

- Cloud Testing
- Accessibility Testing
- L10N & I18N Testing
- ERP Testing
- Compatibility Testing
Key Industries serviced and some of Our Customers

Banking & Finance
- thinkmoney
- Degroof Petercam
- BOV Bank of Valletta
- TCW
- Alpha Associates
- Farm Credit Bank of Texas
- Arvato Bertelsmann
- CMIS Group

Insurance
- UPC Insurance
- Auto & General
- MetLife
- Preferred Mutual
- Frende Forsikring

Healthcare
- Lawrence General Hospital
- Pethealth
- Nordic Naturals
- DentaQuest
- Intracare Health
- Burkhart

Ecommerce & Retail
- Bookers
- Office Depot
- Barneys New York
- E Haagen Dazs
- GlobalSubmit
- Fifthplay
- Pinnacle Promotions
- Just Buy

Travel & Hospitality
- Apple Vacations
- Mydays
- Cloudfm
- Context

Media & Publishing
- Thomson Reuters
- TC Media
- LexisNexis
- Tampa Bay Times

Miscellaneous
- TSC
- Vopak
- Maersk
- Trillium
TechDefcon Tx – Delivering best of QA services with significant cost benefits

Levers
- Global Delivery
  - 20-40%
- Resourcing Optimization
  - 5-10%
- Automation
  - 20-40%
- Continuous Improvement
  - 5-10%

Cost Savings
- 30-50% savings in QA costs

Offerings
- Global Delivery Model
  - Onsite
  - Offshore
    - Access to Global talent pool
    - Wider service window coverage – work round the clock
    - Extreme offshoring with >90% of work executed offshore
- Flexible resourcing with quick ramp up/down
  - Meet business demands
  - Costs saved by waste elimination
  - Respond faster to business requirements by ramping up quickly
  - Pay as per usage – cut down costs when you don’t need resources
- Maximize Test Automation
  - Proven Test Automation Framework: Tx-Automate
  - In-house testing platform Tx4Sure
  - Up to 90% automation in regression test cases
- Continuous improvement approach
  - Productivity Improvement
  - Agile Test Execution
  - Continuous Integration
  - Standardized Approach and rapid adoption of best practices
  - Session based testing

30-50% savings in QA costs
TechDefcon Tx’s Approach to Increase Efficiency and deliver Value

**Account Management**
Delivery manager and project manager will be assigned for tracking the quality and productivity of the work being delivered at **no additional cost**

**In-House Framework**
Tx team will customize or create a new framework leveraging its in-house test automation framework TX-Automate

**Tools**
TechDefcon Tx team will utilize the open source and in-house tools for the respective testing to be carried out across the application

**Templates & Checklists:**
TechDefcon Tx will leverage its in-house test templates and checklists for testing

**Project Governance**
Defined reporting and governance model with custom dashboards and KPIs

**Robust Testing Processes:**
Leverage in-house process playbooks to define various testing processes

**QA Academy**
A one stop solution for all applications related artefacts and can be used for all training and project related activities

**Resourcing Model**
Core Flex resourcing model to address the fluctuating project demands

**Domain & Technology Experts**
Right Pool of “Modern Testers” with continuous testing skills across test and process automation
Flexible Engagement Models to suit your needs

- Co-ownership
- Managed Services
- Testing as a Service (TaaS)

- Consulting Services
- Staff Augmentation
- Managed Testing
- Test Factory/ CoE

- Time & Material
- Fixed Price
- Output/ Outcome based Pricing

- Onsite
- Offshore
- Near-shore
- Hybrid

Engagement Approach

Project Ownership

Commercial Models

Delivery Options
Secured Offshore Test Centre

Client office (Onsite)

TechDefcon Tx’s Onsite Team (On need basis)

TechDefcon Tx’s Offshore Team

Physical Security
Information Security
Network Security

People
Processes
Infrastructure

TX Office (Offshore Test Centre): ISO27001 Certified

Client Team
Core Flex Resourcing Model

- **Core Team:** Dedicated team with experience in required domain will be working with Client for the entire engagement duration. Typically comprising for key roles like Project Manager, Test Leads and Business Analysts and will have the entire knowledge base for applications, processes and projects.

- **Flex Team:** Flexible resource pool of required skills to be added to the team based on business demands. Helps in quick ramp up/ramp down of team.

We will align a core team of resources and ramp-up and ramp-down further on need basis to meet the ongoing business demands. This will help to cut down the cost and pay only as per usage.
# Benefits of TechDefcon Tx Partnership

## Specialist QA and Testing company
- Continuous Quality Improvement
- Institutionalized Best practices
- In-house Testing Platforms and Frameworks
- SLA based managed services

## Cost Reduction
- Global Delivery
- Resource optimization
- Tools & Automation
- Effective & Optimized test approach

## Ease of doing business with us
- Effective communication
- Flexible business terms
- Ability to support globally
- Seamless knowledge transfer

## Customer Centric
- Highly customer focused
- Adapt to customer processes
- Dedicated Account Management
- ‘Go extra mile’ approach

## Agility & Flexibility
- Ready pool of technical and domain skilled resources
- Manage Peaks & troughs
- Scalable engagement
- Promptness

## Faster Time to Market
- On time Delivery
- Agile & DevOps expertise
- Reduction in testing cycle
- Reusability & Automation