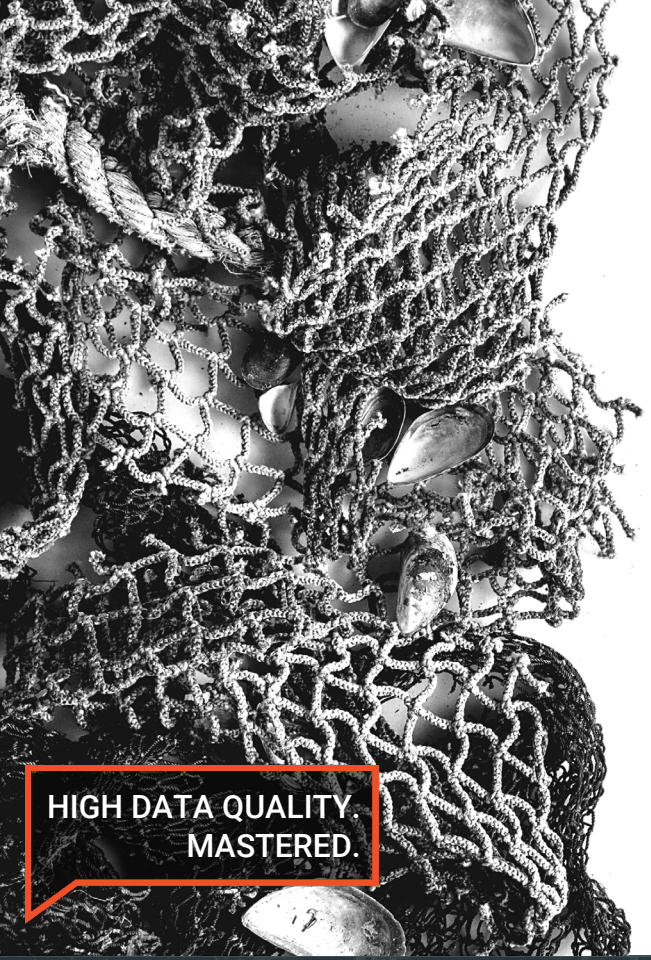
BiG EVAL
swiss made software

PARTNER PoC GUIDE

Data Quality & Data Test Automation



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https://bigeval.com

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Documents and other Resources

Whenever we reference a document within this guide, you can get that document by one of the following ways:

- **Partner Center:** You can download them from within our partner center.
  → How to access the partner center
- **Download Link:** We provide you a download URL directly within this guide. That URL can be sent to the prospect/client.
  The download is hosted on our HubSpot CRM, but we do not track the prospects opening these documents. Therefore, we do not ask for an email-address or other registration if prospects/clients intend to download these documents.

Prospecting

How to find a PoC prospect/customer

Ideal Customer Profile

Industry	Size	Typical Projects	Common Technologies in use	Pain Points	Job Titles
• Finance • Insurance • Healthcare • Manufacturing	• 250+ employees • Mid - large	• Data Warehouse Modernisation • Automation • Data Quality • DataOps	• WhereScape • Microsoft SQL • Microsoft Azure • Snowflake • Teradata • SAP • Google BigQuery	• Manual Testing • Data Quality Issues • Implementation Issues • Regulatory Compliance • No trust by end users	• Chief Data Officer • Head of Data/Team Lead • Date Engineer • Data Architects • Data Stewards • Regulatory People

PoC Scenarios

Clients usually choose between one and three usage scenarios to be evaluated during a PoC:

Data Test Automation

- Quality assurance in data-centric projects by test automation (Regression-, Unit-, Integration-, Performance-Testing):
  - Data Warehouse with ETL/ELT processes
  - Data Lakes
  - Data Analytics
  - Reporting
  - Business Applications (ERP, CRM)
  - Data Migrations
- DevOps in data-centric projects: Automated testing within continuous integration or deployment processes (CI/CD). E.g. Azure DevOps, Jenkins or similar tools.
- Automating DataOps processes

Data Quality Assurance

- Ongoing data validation and plausibility checking (monitoring).
- Receiving notifications if data errors are detected.
  - Notify technical staff to fix issues. Or creating service desk tickets.
  - Notify business experts (data stewards, data entry, application users)
- Preventing erroneous data from entering live systems (data integration; ETL/ELT).
- Fixing business processes that fail or are inefficient because of bad data.
- Automating manual data reconciliation or validation tasks.
- Triggering external processes to fix issues. Technical but also business processes like telling the right employee to fix a specific issue.

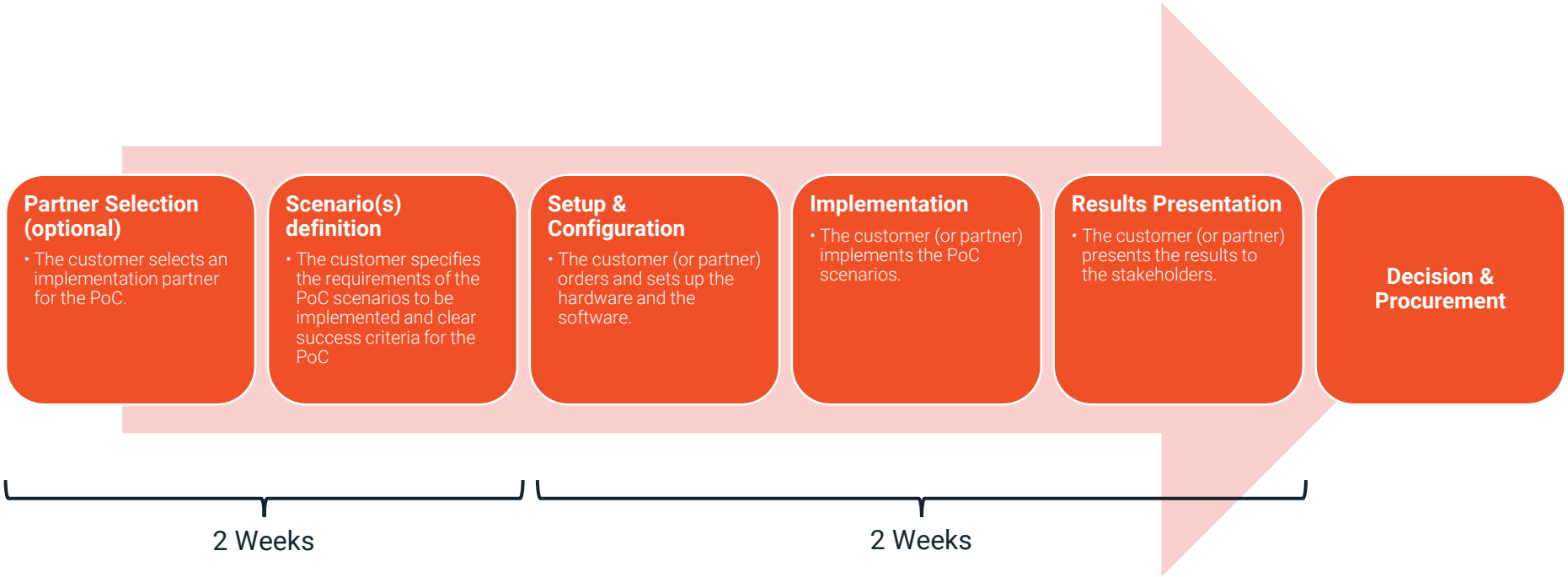
Handouts and Resources for Prospects/Customers

- **Website Link**
  - https://bigeval.com
- **Factsheets (Flyers)**
  We offer two different factsheets which can be handed out depending on the scenarios that may make sense for the specific prospect.
  - **BiG EVAL Data Quality Management**
    https://hubs.ly/Q01QRqqD0
  - **BiG EVAL Data Test Automation**
    https://hubs.ly/Q01QRqz60
- **Introduction (Pitch Deck)**
  We usually use the pitch deck to introduce our solution combined with a personal demonstration. But the pitch deck is also self explaining and can be handed out to prospects as an introduction.
  - https://hubs.ly/Q01QRqXB0
- **Pricing**
  Prices for BiG EVAL subscriptions are available online
  - https://bigeval.com/pricing
- **Success Stories (References)**
  Available within our partner center or online on:
  - https://bigeval.com/customers
- **Reviews**
  Public reviews from BiG EVAL customers are available on our G2 page:
  - https://www.g2.com/products/big-eval

PoC Details

PoC Process

Most PoC projects follow the following process:



PoC Possibilities

The customer can choose between two different possibilities to perform the PoC:

Trial License

Customer installs BiG EVAL in own data center or cloud.

Preferred if client wants to evaluate with own data.

- 14 day trial license (full features available)
- Physically installed within customers data centre or cloud environment.
- Access to own data.
- Setup and Configuration needs to be done by customer or partner.
- No pre-configured data validation cases.

Sandbox

Customer gets access to a preconfigured virtual machine.

Preferred if client just wants to play around quickly with some demo data.

- 10 day access (full features available)
- Demos for all features and usage scenarios are preconfigured.
- Physically installed within BiG EVAL's cloud environment.
- No access to customers data for evaluation.
- Set up and prepared by BiG EVAL team; available on short-term.

PoC Implementation

The PoC can be implemented by different parties:

Customer

The customer implements the PoC by himself.

- Setup and configuration done by the customer.
- Implementation of data validation rules and test cases done by the customer.
- Full Support available

Partner

The customer commissions a BiG EVAL partner to implement the PoC.

- Customer chooses a BiG EVAL partner.
    - See our Partner Directory https://bigeval.com/partners/
    - Sometimes one of the BiG EVAL partners is already a contractor of the customer.
    - Or if a contractor intends to become a BiG EVAL partner we are happy to support.
- Individual arrangement with the BiG EVAL partner.

BiG EVAL

The customer commissions BiG EVAL to implement the PoC

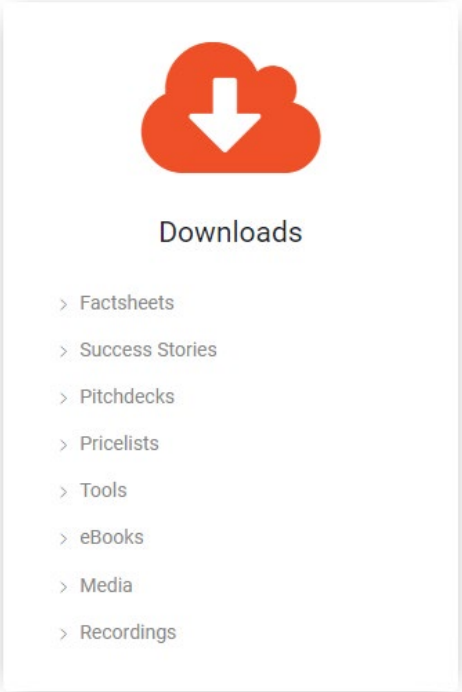
- Ask for a quote

Support by BiG EVAL

Partner Center

Accessing resources and information

What can be found in the Partner Center?

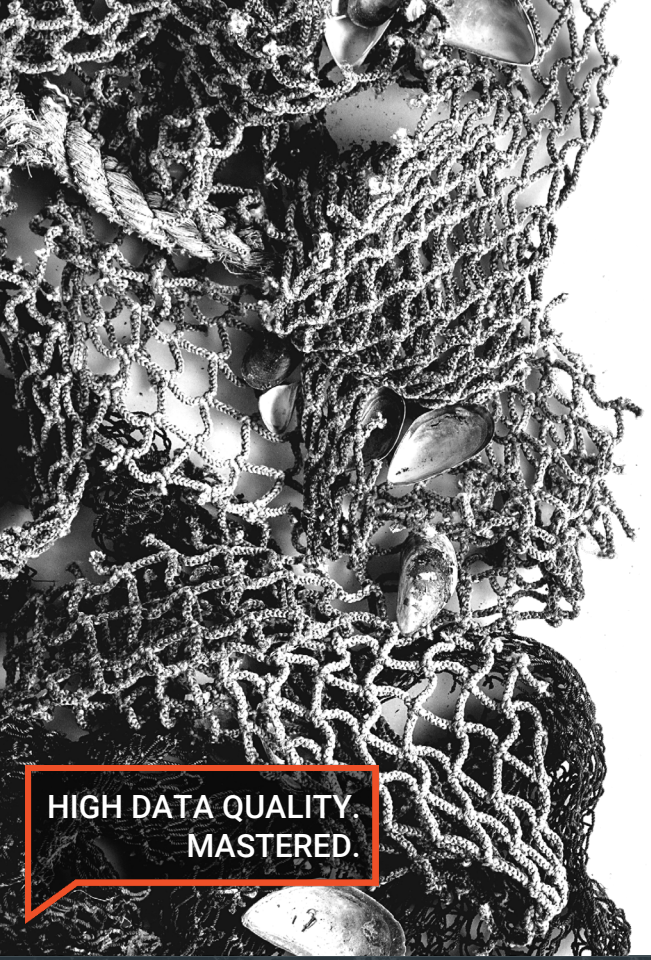


Getting Access to the Partner Center (and the Academy)

- Goto https://bigeval.com
- Click Sign In
- Click Register

- Send an email with your username to support@bigeval.com and request Access to the Partner Center

- Goto https://bigeval.com
- Sign out and Re-Sign-in
- Open Partner Center
  Resources -> Partner Center
  or
  Resources -> Academy



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LET‘S GO FISHING!

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