BIG EVAL'S PARTNER ADVANTAGE
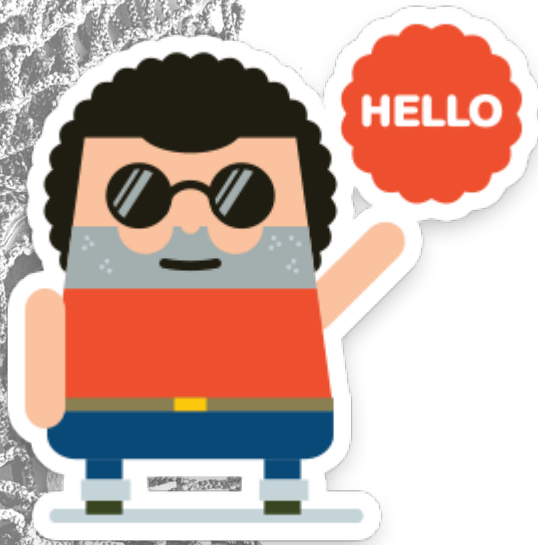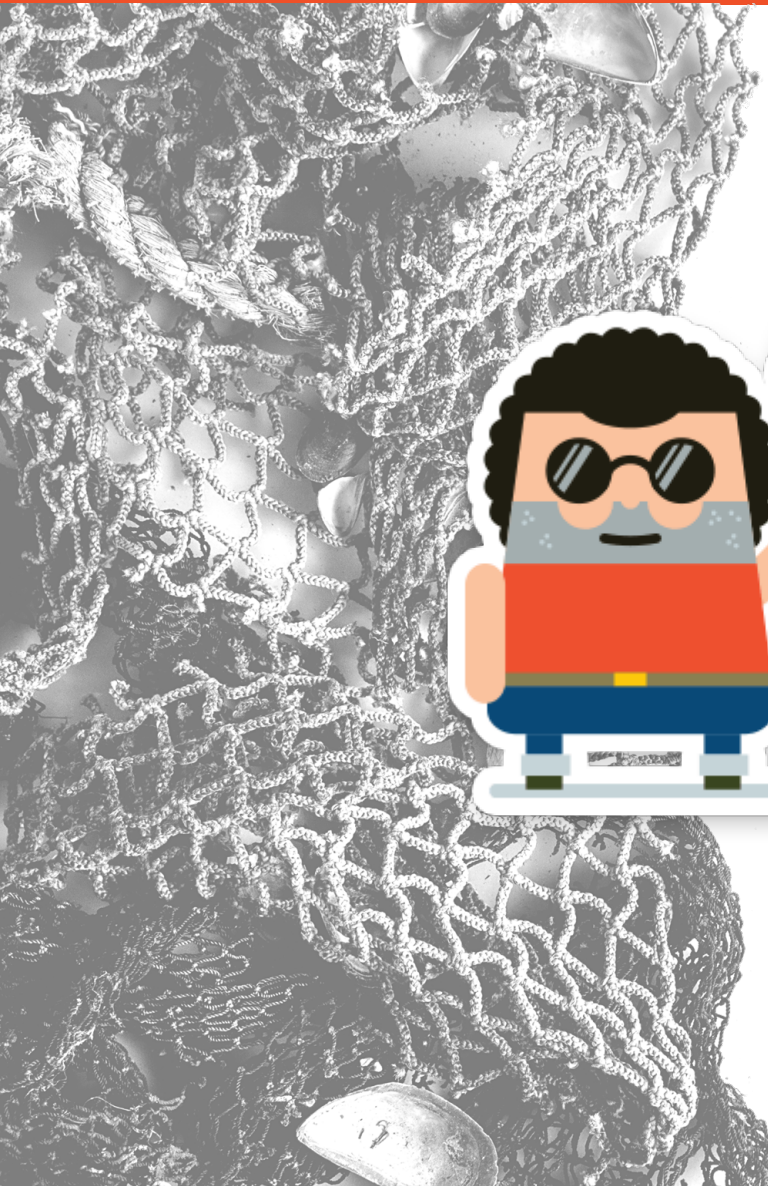## Sales Enablement

BiG EVAL
swiss made software

HIGH DATA QUALITY.
MASTERED.

BiG EVAL Partner Section

BiG EVAL − Data Quality Automation Platform

Data Test Automation

Regression, unit, integration, performance and data reconciliation testing for:

- Data Warehouses
- Data Integration (ETL/ELT)
- Business Applications (CRM/ERP)
- Data Migration

Data Validation & Monitoring

Continuous validation of data through:

- Data Validation Rules
- Intelligent Test Algorithms
- Templates
- Continuous monitoring and alerting

Data Ops & Process Automation

Automate and improve business operations through:

- Create tickets
- Control continuous deployment and integration
- Empower business users

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BiG EVAL – 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

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Why does data quality matter?

15% - 25% possible **increase in sales** due to data quality improvements.

Source: MIT Sloan Review [1]
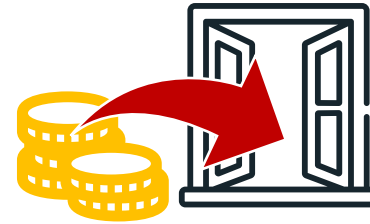
10% - 25% **costs** (in relation to the revenue) are caused by bad data qualtiy.

Source: Larry P. English – Influencer awarded by the MIT [2]

47% of all newly created **data records** contain at least one **critical quality issue**.

Source: Harvard Business Review [3]

up to 40% of IT budgets are used for **repeated work** due to bad data quality.

Source: MIT Conference Paper [4]

1) https://sloanreview.mit.edu/article/seizing-opportunity-in-data-quality/ 2) https://www.amazon.com/Larry-P-English/e/B001IQXQBK/ref=dp_byline_cont_book_1
3) https://hbr.org/2017/09/only-3-of-companies-data-meets-basic-quality-standards 4) http://mitiq.mit.edu/IQIS/Documents/CDOIQS_200977/Papers/01_06_T2D.pdf

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The BiG EVAL Data Quality and Test Automation Platform

Automated Regression Testing with mature algorithms or custom logic

- Standardization of Testing Processes.

- Frees Developer Resources.

- Testing integrated into CI/CD processes.

Continuous Data Validation, Monitoring, Alerting & Insights

- Always being in control of data quality.

- Data Quality Information delivered directly into 3rd party apps.

- Triggers actions and workflows in 3rd party apps to react on data quality issues.

Full flexibility by a unique Scripting Technology

- Testing processes are fully adjustable to match development processes.

- Automatically applied and scaled test cases to your full data landscape.

- Maximizes Test Coverage.

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Data Quality Automation   6

Why BiG EVAL?

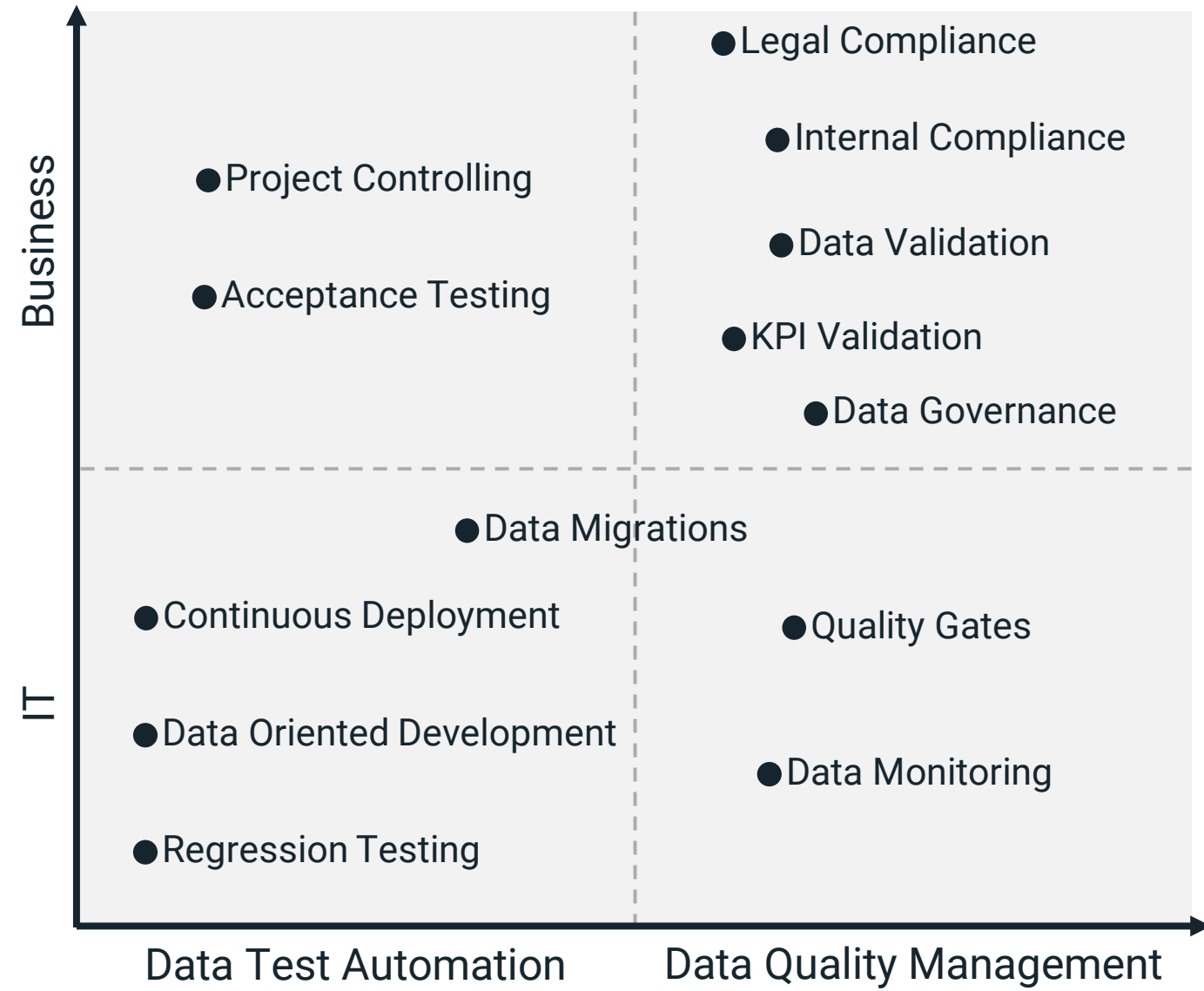Massive scaling through test case scripting automation

Integration with 3rd party solutions and automation across existing landscape

Same day productivity through templates and solutions from the BiG EVAL Gallery

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Where do we want to throw out the testing net?

Quality Assurance

Compliance & Risk Mitigation

Process Optimization

Helsana
bec FINANCIAL TECHNOLOGIES
CSS Versicherung
SwissLife So fängt Zukunft an.
rega
DENNER
ifolor.
santésuisse
BESTSECRET
SHS - STAHL-HOLDING-SAAR
SVK | FSA
FLUGHAFEN ZÜRICH
VINCI ENERGIES
COMPSOURCE MUTUAL INSURANCE COMPANY
swissmilk

Business

- Project Controlling
- Acceptance Testing

- Legal Compliance
- Internal Compliance
- Data Validation
- KPI Validation
- Data Governance

IT

- Data Migrations
- Continuous Deployment
- Quality Gates
- Data Oriented Development
- Data Monitoring
- Regression Testing

Data Test Automation | **Data Quality Management**

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BiG EVAL Pricing

Yearly price
Additional taxes may apply
depending on your country.

BiG EVAL
LITE

yearly

$ 799

Ideal for sporadic data testing
with no automation requirements
by a single user.

GET FREE
6 months for free

BUY

BiG EVAL
LAUNCH

yearly per user

$ 1'999

Ideal for small teams with basic
automation and customization
needs.

FREE 14-Day TRIAL

BUY

BiG EVAL   **RECOMMENDED**
SCALE

yearly per user

$ 5'500

Ideal for teams that need
integrated data testing and
validation capabilities.

FREE 14-Day TRIAL

BUY

BiG EVAL
CORPORATE

price on request

Ideal for enterprises with
advanced requirements and
application policies.

REQUEST QUOTE

BiG EVAL
High Data Quality. Mastered. + swiss made software

Partner Margins

	Member	Select	Master
Sales Discount	20%	up to 30%	up to 40%
Renewal Commission	10%	20%	30%
Referral Only	10%	10%	10%

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How are margins calculated?

	Select Partner	Master Partner
Registered Lead	10%	10%
Sales cycle and pre-sales involvement	10%	15%
Negotiation and closure of transaction	10%	15%
Total sales discount	**30%**	**40%**

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Revenue Potential − Master Partner

Sales Parameters

- Scale Edition − 3 Users − USD 16,500

- Project:
  - 3 months
  - 10 days / month / resource

- Services Fees: USD 1500 / day

Partner Margin and Fees

- Scale Edition - USD 6,600

- Professional Services − USD 135,000

Total Partner Revenue

- USD 141,600

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BiG EVAL – ROI Calculator

Project Parameters

Project

Number of Releases:	2
Number of Iterations per Release:	9
Iteration duration (weeks):	2
Total Iterations:	18
Project duration (weeks):	36

Team

Number of Internal FTE in project:	2.00
Number of External FTE in project:	1.00
Total FTE in project:	3.00
Headcount in project:	3.00

Rates

Hourly Rate Internal FTE [USD]:	45.00
Hourly Rate External FTE [USD]:	110.00
Avg. Weighted Rate [USD]:	66.67

Worktime

Workdays per week (days):	5
Working hours per FTE per day (hours):	8
Available working hours per iteration (hours):	80

Test Parameters

Testing

Avg. New Test Cases per Iteration:	40
Avg. Effort for manually running a test case (minutes):	15
Avg. Effort for building an automated test case (minutes):	15

BiG EVAL Subscription

Software Subscription

BiG EVAL Edition:	SCALE
Users count:	3
Subscription price per user and year [USD]:	5500.00
Subscription price TOTAL per year [USD]:	16500.00
Avg. Subscription price per week [USD]:	317.31

Hardware (or VM rental)

	USD
Hardware costs per year (or rental fees) [USD]:	1200.00
Avg. Hardware costs per week [USD]:	23.08

Training

Training effort per team member and year (hours):	16.00
Avg. Training effort per team member and week (hours):	0.31

https://bigeval.com/roi

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Challenge

- **Standardizing** an inhouse-developed data warehouse testing solution.
- Reliable **migration** of extensive test cases.
- **Integration** into existing quality management systems and processes.

Solution with BiG EVAL

- **Cross-Technology and multi-system** test case logic.
- Test case execution **in all system environments** (DEV, TEST, PreProd, PROD).
- Complete adoption of existing test case logic using the **flexible scripting features** of BiG EVAL.
- **Massive Scaling** based on Metadata runs **17'000 test cases**.

Benefits

- **Big improvement of data quality** within a short time.
- Recovering the **control over data quality**.
- **Data checks** rolled out to **other departments and processes**.
  E.g. BiG EVAL was used to automatically monitor business rules within the internal control of the company that were manually done using an Excel-solution before.

> BiG EVAL helped us to reach a stable and good data quality.
>
> **Günther Engeler**
> QA Manager BICC

Success Story

Helsana

Leading health and accident insurer of switzerland.

Customer since:	2017
Revenue (CHF)	6.5 Mrd.
Employees:	3'245

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Data Quality Automation

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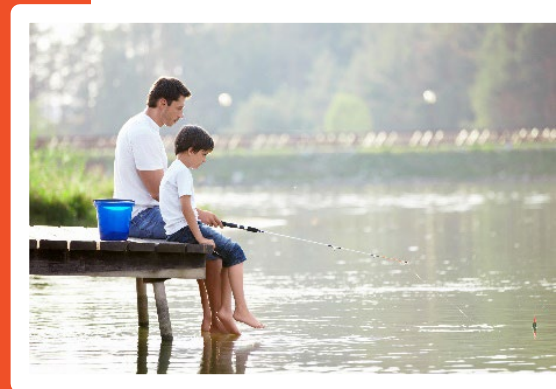
Challenge

- **Technology-Migration** of the data warehouse and reporting system with parallel operation.
- The new system should have been able to deliver **identical results** compared to the legacy system. So, that there was no impact on the users work.
- Quality assurance for newly built system components by **automated testing**.

Solution with BiG EVAL

- **Automated comparison** between the old and the new system with alerting if differences were detected.
- **Regression testing** for newly built loading procedures and data bases.
- **Quality gates** within the continuous integration processes check the implementation quality of newly built system components.

Benefits

- **Unnoticed backend-migration** without any impact on the users work.
- A high degree of automation **made testing easier** for the developers.
- **Seamless adoption** of test cases **into productive operation** to assure data quality even after finishing the migration project.

Success Story

SwissLife
So fängt Zukunft an.

Leading provider in the swiss life insurance market.

Customer since: 2015
Revenue (CHF):   19.2 Mrd.
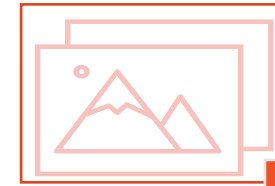Employees: 8'600

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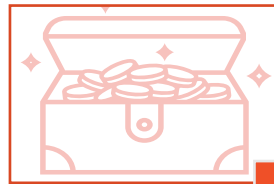**BiG** EVAL
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Data Quality Automation

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BiG EVAL – Support & Resources

Partner Portal
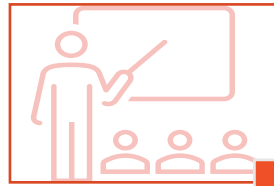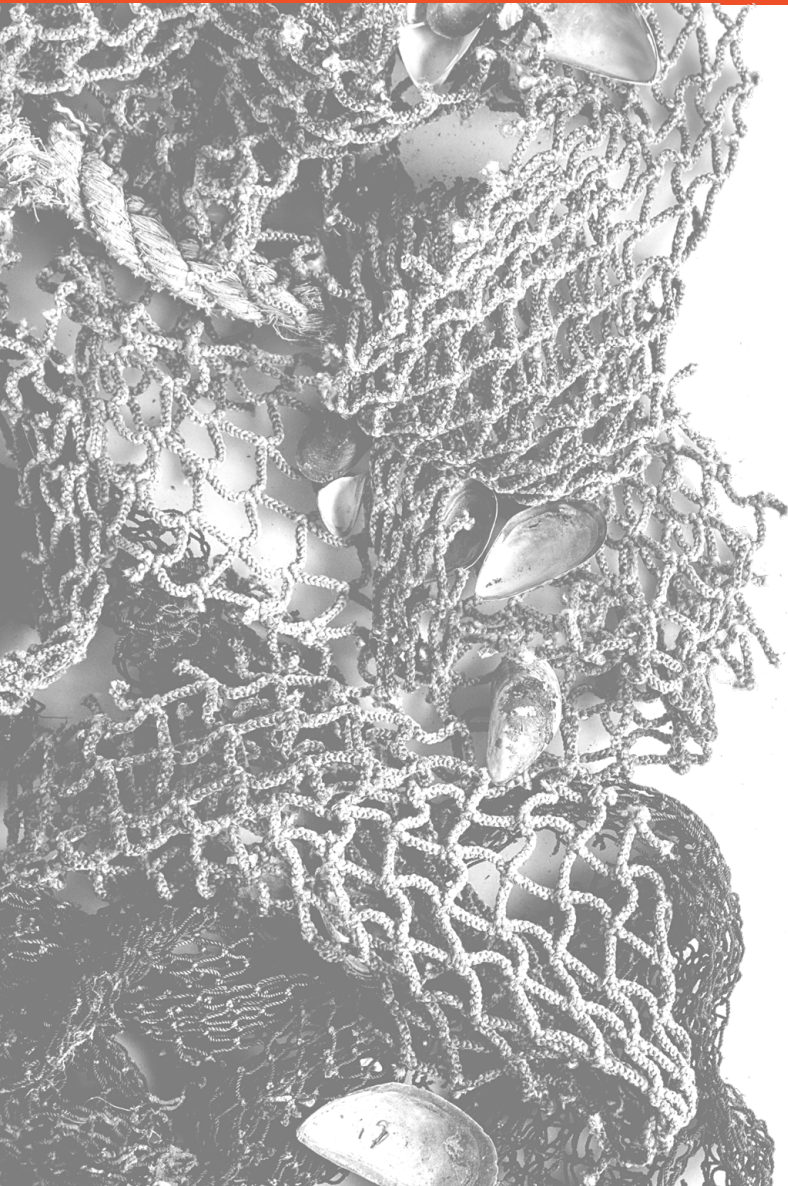
BiG EVAL Academy

BiG EVAL Gallery

ROI Calculator

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