

## Why Sopra Group?

Our award winning testing approach and solutions have not just developed overnight. They have been tried and tested during twenty five years of real world experience.

Throughout this period we've delivered solutions across all major UK sectors to an impressive and contrasting list of organisations. This client portfolio contains a vast array of organisations ranging from multinational financial service powerhouses, niche highly secure/sensitive systems specialists to small scale brand critical .com start-ups and everything in-between.

We've developed a track record of adding significant value to our clients where we've proven we can provide tangible cost savings of up to 40% against their pre-Sopra engagement testing spend whilst maintaining and even improving quality.

Only by looking at our client portfolio can you really understand the true value and credibility of our testing reputation and capability.

### What differentiates us from the rest?

We believe there are four fully interlinked areas that make us stand out from the rest. These are;

- Our People
- Our Global Capability
- Our Relationships
- Our Delivery and Engagement Models

### People

We acknowledge that without good, motivated people we are nothing and it quickly becomes clear when engaging with us that our people are the core of everything we do and are the life blood of our organisation.

Our people win testing awards, participate in all major testing conferences and regularly publish articles in industry publications.

Our strict recruitment processes ensure we don't just employ testers, we employ passionate testing enthusiasts and evangelists.

Our vast testing pool of over 250 UK resources ranging from Test Analyst to Principle Test Consultant with a wide range of industry, technology and market specialists enables us to ensure the right motivated and experienced teams are deployed to our clients.

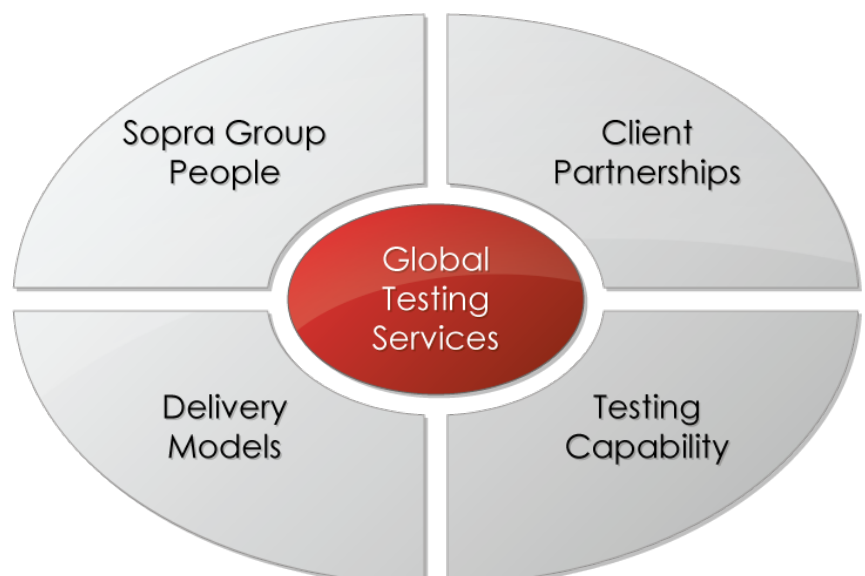
### Capability Portfolio

We've developed an industrialised and proven capability portfolio. This portfolio provides innovative solutions, processes, toolkits and mechanisms to all core testing issues/challenges which our consultants customise to integrate with our client's existing testing organisation.

These include;

- Risk Based Testing Heatmaps
- Requirements Testing
- Agile Testing Techniques
- Test Strategy, Planning and Forecasting

At Sopra Group our objective is not to reinvent our client's testing wheel but use our toolkit to significantly enhance its performance.



## Customer Partnerships

At Sopra Group we break the standard customer supplier relationship mould.

We strive to become long-term trusted partners with our clients, in relationships where risk and reward are shared. Our relationships are managed by our skilled delivery managers who are focussed on developing and maintaining relationships by truly understanding our client's organisation and business pressures. This enables us to provide the right strategic solution for our customers even if this does result in decreased tactical revenue for us.

We provide upfront investment in our client accounts in areas such as knowledge management, transition and internal training enabling our teams to hit the ground running and eliminating the traditionally costly initiation costs associated with deploying new resources.

We also regularly provide client value add programmes, including internal training and mentoring programmes to their internal testing teams as part of our quest to improve the value and efficiency of testing.

## Engagement and Delivery Models

We've learned there is 'no one size fits all' engagement/delivery model. Therefore we have produced a comprehensive framework which our delivery managers use to ensure our clients are receiving the service that's right for them!

This framework includes global resources (on-shore, off-shore, on-site and off-site) and engagement models ranging from standard T&M (vs an agreed ratecard) to a full managed test service hosted off site at one of our global service centres.

Our delivery managers have no contrived objectives to sell specific models, therefore they'll work with you to select the appropriate model for your organisation.

Our models are fully transparent and will remain under constant review throughout the duration of the partnership. If you are no longer receiving the optimum value we're happy to adapt/change.

## But don't just take our word for it.

We're confident that the quality of our people, our market leading testing capability, our commitment to partner with our clients supplemented by our flexible delivery and engagement models ensure we can add significant value to any organisation in any industry.

Our track record speaks for itself and is demonstrated through our long-term client list and our comprehensive case studies supported by customer references and endorsements.

For further information please contact [info@sopragroup.co.uk](mailto:info@sopragroup.co.uk)

