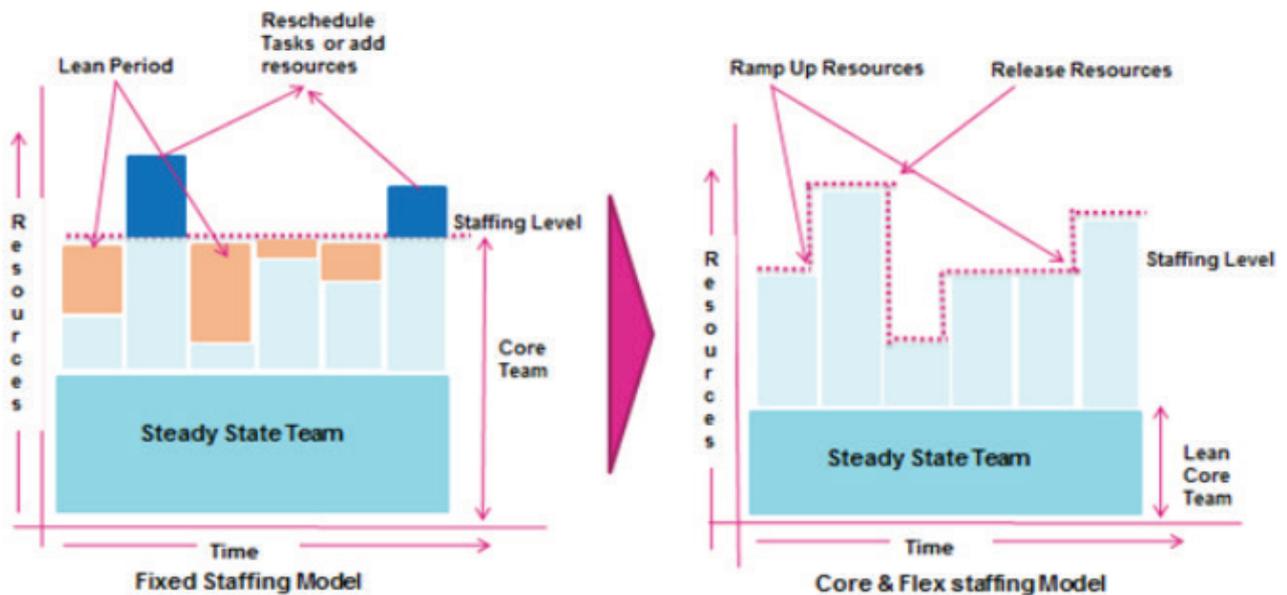


# TRANSACTION BASED MODEL for OUTSOURCING (TMO)

*Bring more value to both client & service provider*

A "pay-per-use" model based on actual executed transactions which help you stop worrying about resource utilization and release management bandwidth

## Operation Model



Lean Core team (1 PM + Test Leads): paid as fixed price, focus on management jobs and test planning

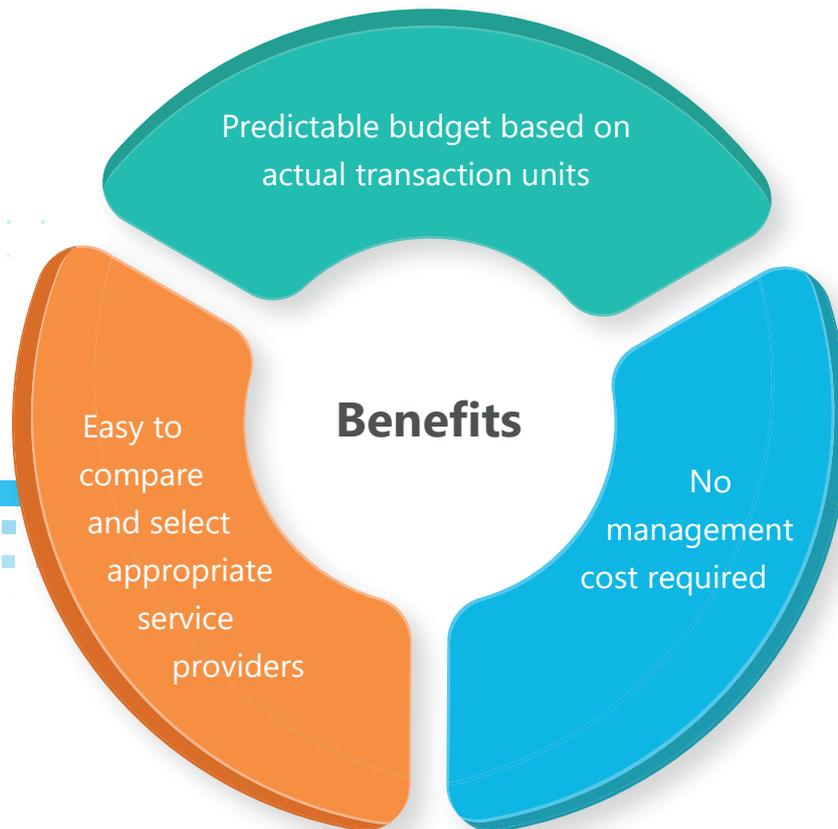
Flex/Extended team: flexibly ramped up and paid based on actual executed transactions

## When to apply

Projects can be broken down into a set of measurable transaction units

When in your projects, volume of transactions vary substantially over short spans of time

Service provider has multi projects or big project in required domain



## Transaction Unit Types

### Test Case Design

- Feature/Coverage Investigation
- Test Plan Design
- Test Case Detail Design
- Test Case/Test Plan Review

### Test Case Automation

- Automation Environment setup
- Test Case Scripting
- Script Review
- Script Maintenance

### Test Case Execution

- Test Case Execution
- Defect Report
- Defect Retest
- Test Summary Report

## Pricing Rule (as an example in Telecom VoIP project)

### Flex team

Transaction Base Volume (in #hrs/mon)  
is defined prior to project start

Total Actual Transaction Volume (in #hrs/mon)  
must be higher than or equal to 70% of Base Volume

Pricing Rule for different Test Levels:

Transaction Units (TU)	Unit Test				Product/Feature Test				Solution/Integration Test			
	hrs/TU	\$/TU	#TU/mon	hrs/mon	hrs/TU	\$/TU	#TU/mon	hrs/mon	hrs/TU	\$/TU	#TU/mon	hrs/mon
TC Design	0.33	6.5	A	A*0.33	0.5	10	A	A*0.5	0.75	15	A	A*0.75
Auto Test Script Develop	1	20	B	B*1	1.5	30	B	B*1.5	2	40	B	B*2
Auto Test Script Maintenance	0.5	10	C	C*0.5	0.5	10	C	C*0.5	0.75	15	C	C*0.75
Manual TC Execution	0.5	10	D	D*0.5	1	20	D	D*1	1.5	30	D	D*1.5
Auto Test Script Execution/Analysis	0.25	5	E	E*0.25	0.25	5	E	E*0.25	0.4	8	E	E*0.4
Defect Retest	0.5	10	F	F*0.5	1	20	F	F*1	1	20	F	F*1
<b>Total volume (hrs/mon)</b>	<b>X=(A*0.33+B*1+C*0.5+D*0.5+E*0.25+F*0.5)</b>				<b>X=(A*0.5+B*1.5+C*0.5+D*1+E*0.25+F*1)</b>				<b>X=(A*0.75+B*2+C*0.75+D*1.5+E*0.4+F*1)</b>			

## Our Capability

Experience: 22+ years in software testing with ODC/Fixed price model, 10+ years in Transaction Based model

1000+ Software testers across different software domains

Domain coverage: Telecom, Network, Automotive, Healthcare, Finance, E-commerce, Education, IoT/Embedded Software

Experienced all Test Types: Manual Test, Automation Test, Load/Performance Test, Traffic Test, Security Test, NFV/Cloud Test, API Test

## Case Study



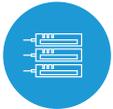
**Project:** VoIP Application Server Automation Testing



**Testing service:** Automate Call processing and Call services Test Cases



**Test Level:** Solution Regression Test



**Technology:** VoIP, SIP, SIPp, RTP, IMS, SOAP/REST API, TLS, NFV/Cloud



**Automation tool:** in-house tool developed by customer, Perl scripting



**Team structure:** > 1 Team Lead (FTE based) - 3200\$/mon  
> Flex team: 3-5 members



**Transaction Units under coverage:**

Transaction Units (TU)	Solution Regression Test			
	hrs/TU	\$/TU	#TU/mon	hrs/mon
Auto Test Script Develop	2	40	200	<b>400</b>
Auto Test Script Execution/Analysis	0.4	8	800	<b>320</b>
Auto Test Script Maintenance	0.75	15	100	<b>75</b>
<b>Total volume (hrs/mon)</b>				<b>795</b>
<b>Baseline Volume (hrs/mon)</b>				<b>800</b>

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