

# *inflectra*



COMPANY OVERVIEW

# Why Inflectra?

WE BELIEVE QUALITY SHOULD BE AT THE CORE, DO YOU?

# When A Single Point Of Failure Is Not An Option

**INFLECTRA HELPS YOU DELIVER QUALITY  
SOFTWARE, FASTER AND WITH LOWER RISK**

# With Inflectra, Deliver Measurable Quality Fast!

Only 16% of software development projects are completed on time and within budget.



## PRODUCT MANAGERS

**52%**

of time spent on un-planned "fire-fighting" activities

**60%**

of businesses lack a plan to enhance their PM process

**39%**

of managers that worry about missing launch date



## QUALITY ASSURANCE

**40%**

of software budget spent on Quality Assurance

**39%**

of software projects fail due to poor requirements gathering

**67%**

of customers cite "bad experience" with products as their churn reason



## SOFTWARE TESTING

**5%**

of companies carry out fully automated testing internally

**24%**

of companies saw ROI uplift from automated testing

**35%**

of companies use non-testers for software testing

# Leadership Team



**Adam Sandman**, *Founder & Chief Executive Officer*

- Founded Inflectra in 2006, with 30+ years of industry experience; responsible for product strategy, technology innovation, and business development
- Prior experience as a Director at Sapient Government Services leading their development work with the US Navy, commercial clients, and other government agencies
- Masters Degree in Physics from the University of Oxford.



**Thea Maisuradze**, *Chief Revenue Officer*

- Driving revenue growth and global market expansion through strategic leadership in marketing, business development, and partnerships
- Over 20 years of developing and executing communications strategies across business and public sectors, increasing brand awareness and lead generation
- Masters of Arts in Law and Diplomacy from The Fletcher School at Tufts University, with expertise in international relations, strategic negotiation, and business diplomacy.



**Simon Bor**, *Chief Technology Officer*

- Responsible for leading Inflectra's initiatives and strategic direction for product development, hosting, customer support, IT, and security
- Prior experience at the UK Treasury, World Bank, and International Monetary Fund (IMF) overseeing high-profile multi-billion-dollar programs, managing inter-disciplinary teams and providing financial and strategic oversight
- Masters Degree with joint honors in Political Science and Medical Science from the University of Cambridge.

# How Are We Different?

WE HAVE A FUNDAMENTALLY DIFFERENT APPROACH TO OTHER COMPANIES

# Inflectra: Delivering Mission-Critical Software Without Sacrificing Agility or Compliance

## FOR REGULATED PROCESSES

- End-to-end requirements traceability
- Security & data privacy (cloud & on-premise)
- Baselining, audit trails & customizable reporting
- Fully integrated risk management
- E-signatures, timesheets and customizable workflows

## INFLECTRA'S CORE PRODUCT SUITE



## FOR AGILE PROCESSES

- AI-powered & Agile functionality
- Scaled agile development support
- Framework-agnostic for DevOps
- CI/CD
- Full functionality for distributed and remote-working teams



**Testers:** Manual, automated, or exploratory testing at full agile speed

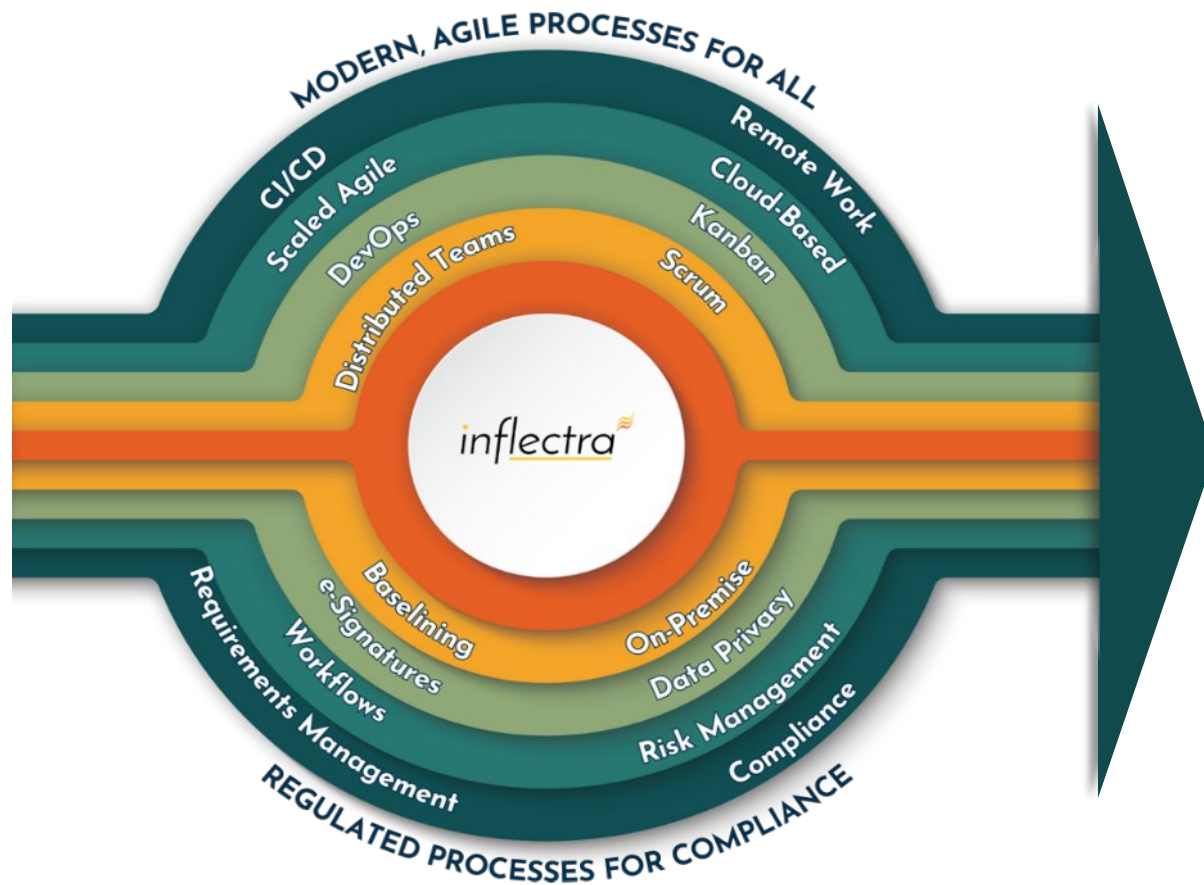


**Developers:** Comprehensive visibility into the development toolchain



**Managers:** Unified & single source project management for projects of all sizes

# Delivering Value With Quality At Its Core



**70%**  
Lower  
Cost

Ability to consolidate multiple tools across the application lifecycle, creating opportunities to reduce costs and scale down the number of applications in which teams are required to use, maintain, and learn

**80%**  
More  
Coverage

Achieve more test coverage and deliver high-quality software effortlessly, enabling code-free test automation and accelerated processes in relation to competitors, freeing up time for other essential or mission critical tasks

**30%**  
More  
Efficiency

Streamlines workflows across project and risk management, scaled agile, DevOps, and test automation providing the ability to identify and bridge the gap between areas of inefficiencies



# Our Unique Value Proposition

- Easy learning curve, fast deployment
- Easy and intuitive
- Extensive partner support
- Seamless migration/Import
- Same-day support
- Dedicated success manager

**EFFICIENT**

**INNOVATIVE**

- Generative AI leader
- Customer-driven roadmap
- Industry-specific features
- InflectraCON thought leadership platform
- Peer-to-peer knowledge sharing community

- Concurrent licensing
- No hidden extra costs
- Unlimited named users, storage, API calls, projects
- Flexible scale-up/down
- 30-day free trials
- Available on AWS Marketplace

**ECONOMICAL**

**EFFECTIVE**

- Integrated platform
- Fully customizable
- Built for multiple personas
- Powerful reporting features
- Integration hub for other tools
- SpiraApps tailored to your process and workflow

# Our Core Values

## **Built for Customers not Wall Street**

Building great software for customers, not chasing the latest fad. Your feedback and ideas are directly incorporated into the product roadmap.

## **Supported by Experts**

The engineering experts who built the software directly support customers and solve their problems







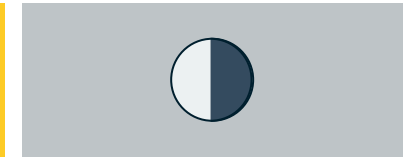
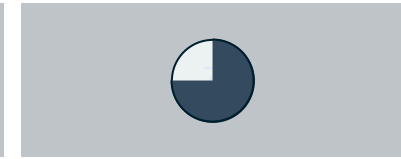
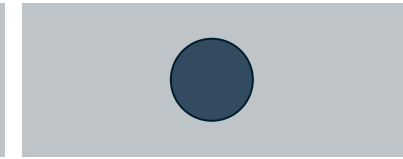
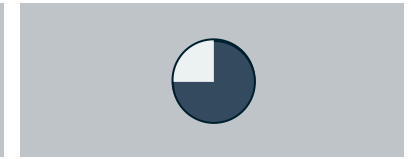

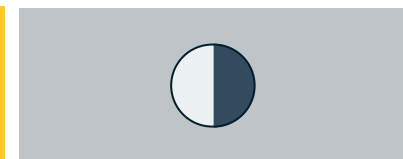
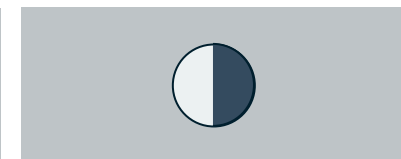
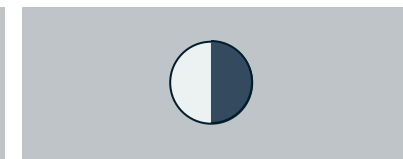



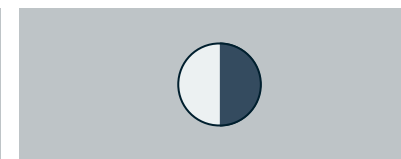
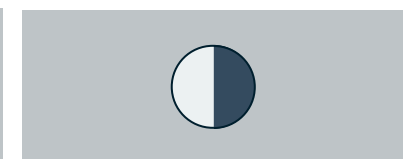
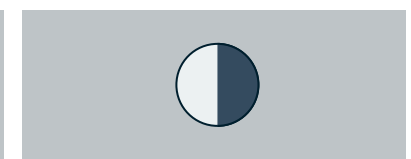

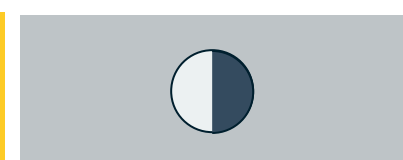
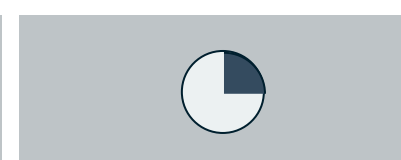



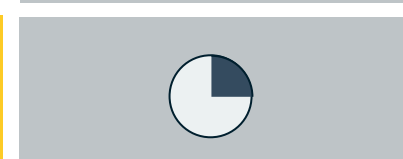
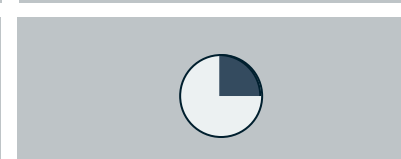
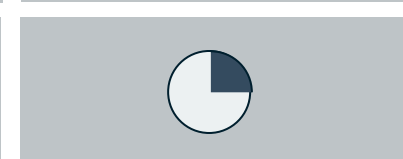
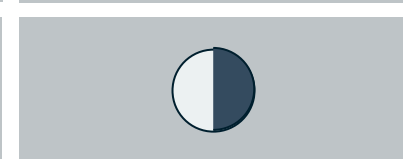

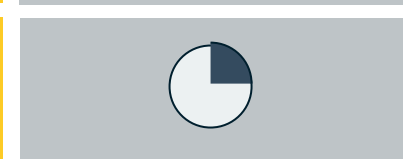
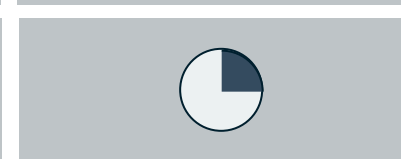
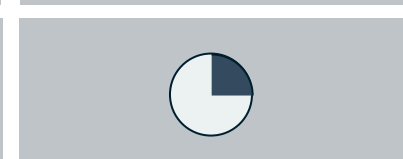
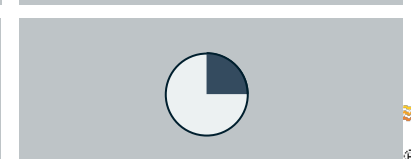
## **Family and Life Flexibility**

Team enjoy unlimited vacation, flexible hours and other benefits. Low staff turnover benefits customers with knowledgeable support and assistance year after year.

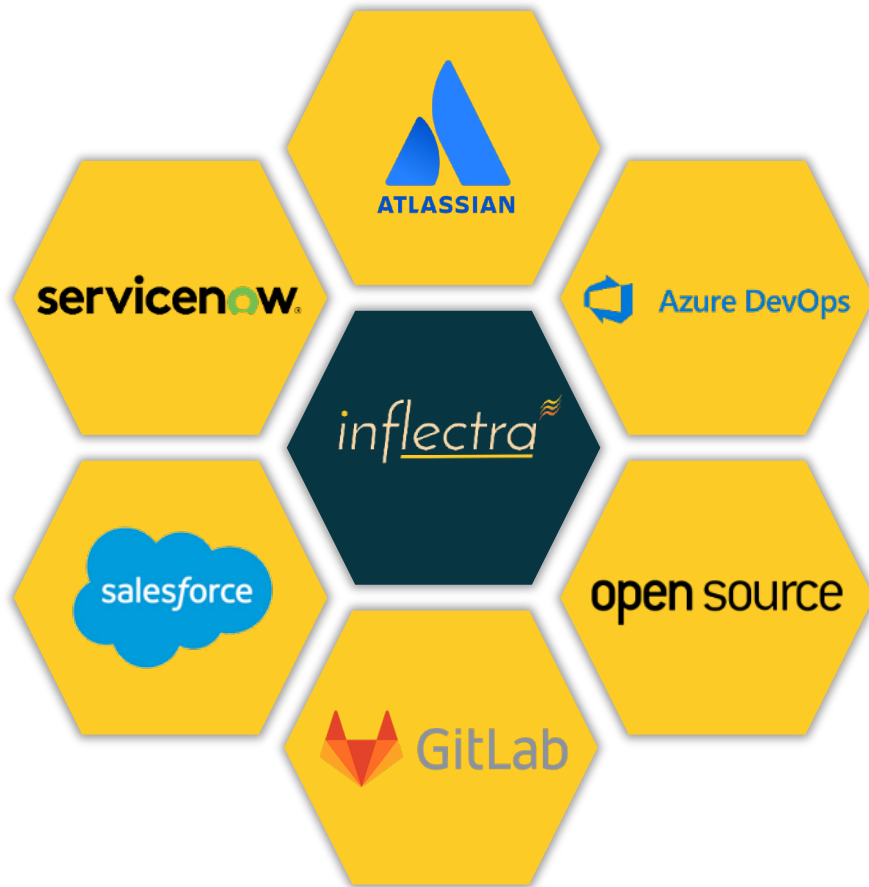
## **Continuous Community Enablement**

Invests in Knowledge Sharing, University Students, Career second acts of employees and sponsorships of various meetups and events that focus on technology quality

# A Complete, Out of The Box Solution

					
Test Management					
Requirements Management					
Program Management					
Automated Testing					
Risk Management					
AI-Powered Functionality					

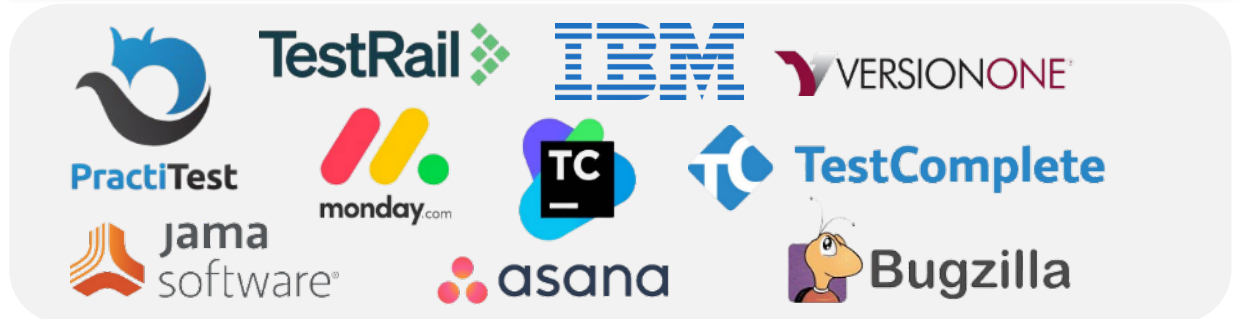
# Extensive Integrations & Migrations



## 80+ INTEGRATIONS



## 35+ BUILT-IN MIGRATIONS



# Industry-Specific Use Cases

WHILE OFFERING FLEXIBILITY AND USABILITY FOR EVERYONE

# Features for Regulated Industries

Auditability and end-to-end traceability

Data Privacy, Security baked in

Generation of Compliance Documentation

Workflows & Electronic Signatures

Integrated Risk Analysis and Management

# Healthcare, Life Sciences & Bio-Tech

- Electronic signatures for FDA 21 Part 11 compliance
- Secure hosting with support for HIPAA BAA agreements
- End to end traceability of requirements, tests, and code
- Validated platform where you control update cadence

[Learn more](#)



# Financial Services & Insurance

- Secure cloud platform (SOC2) or on-premise deployment
- Integrated enterprise risk management
- Integration with automated testing and compliance tools
- End-to-end traceability and auditability of testing
- Helps You Manage Compliance: DORA, SOX, BASEL III

[Learn more](#)





# Energy, Industrial & Automotive

- Testing for public safety with world class test management
- Define requirements and test for compliance
- Integrate standards and regulations into your test plans
- Understand and manage risk of critical systems
- Support for Failure Mode & Effects Analysis (FMEA)

[Learn more](#)



# Defense, Government & Aerospace

- Manage programs and portfolios across platforms
- Test step level traceability for mission systems
- Automate testing and compliance with RemoteLaunch
- Orchestrate System of Systems (SoS) development
- Security and privacy with on-premise and AWS GovCloud

[Learn more](#)



# Security & Compliance

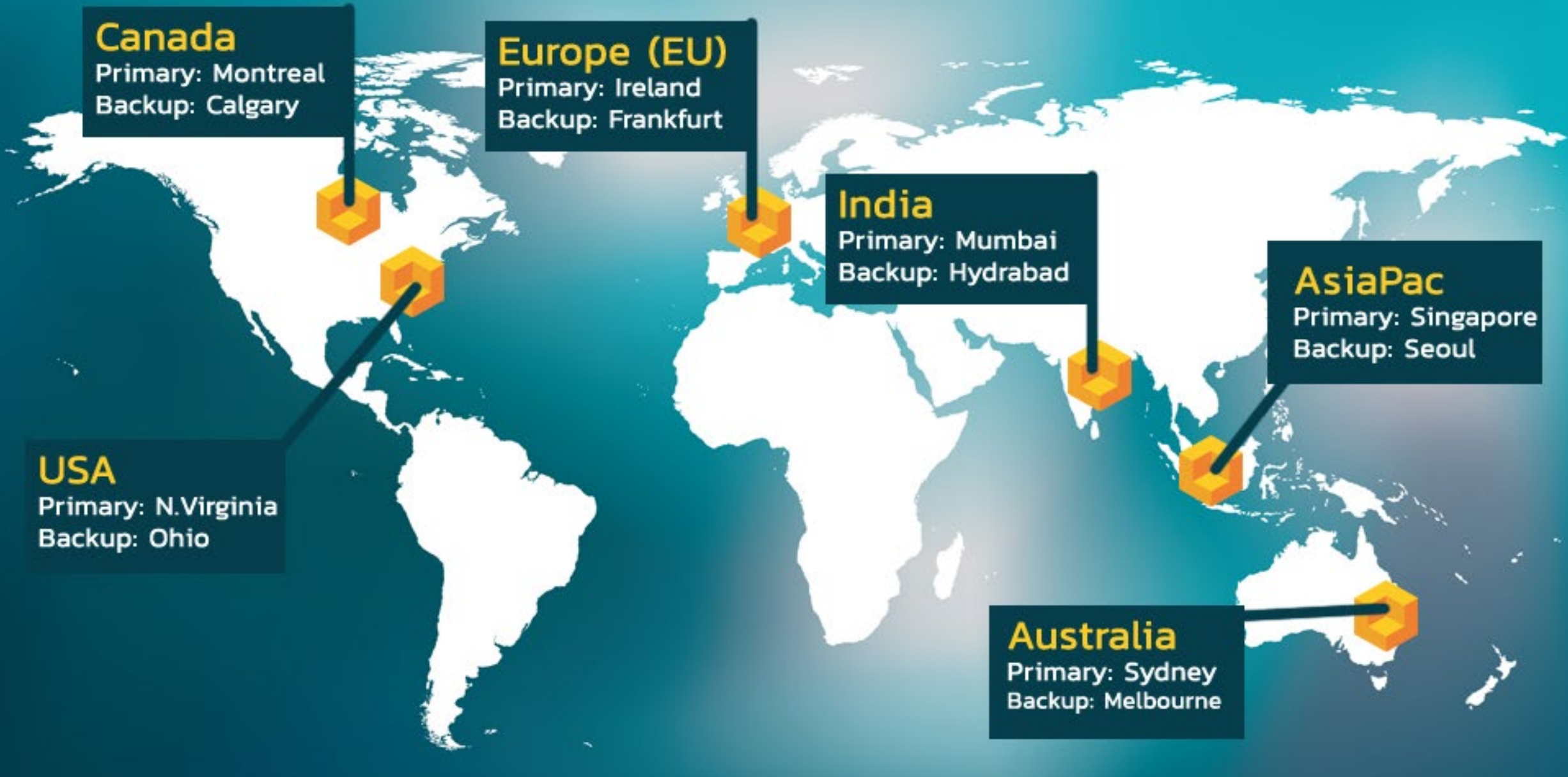
- Our cloud platform is SOC2 Type II certified
- Our website and payment systems are PCI-DSS certified
- Data encrypted in transit and at rest using strong ciphers
- Multi-factor authentication (MFA) and Single Sign On (SSO)
- Physical infrastructure provided by Amazon Web Services.

[Learn more](#)



# Compliance with International Standards





## Hosting: Data Privacy and Sovereignty Built In

# Representative Customers

Energy,  
Industrial &  
Transport



MARVELL™



Financial &  
Business Services



Media &  
Telecom



Government &  
Defense



Utenriksdepartementet

Healthcare &  
Bio-Technology



# What Do We Do?

THE INFLECTRA PLATFORM, PRODUCTS & SERVICES

# The Inflectra® Platform

**SpiraPlan®** - Agile Program & Portfolio Management for the Enterprise



**SpiraTeam®** - Agile Lifecycle Management for Teams



**SpiraTest®** - Test Management for Teams



**DataSync™** - Seamless  
Data Synchronization



**SpiraApps™** - Spira  
Extensibility Framework



**SpiraCapture™** - Free  
Exploratory Testing



**Rapise®** - AI-Powered Test Automation



**KronoDesk®** - Customer Service Desk



**RemoteLaunch®** - Test Orchestration





# Generative AI Capabilities

Spira and Rapise leverage Generative AI to enable autonomous testing, eliminating the need for hand-written automation scripts and driving increased efficiency



## SPIRA PLATFORM

**AI Overview:** Generates downstream artifacts from requirements and user stories

**Use Cases:** Test cases, test steps, tasks, BDD scenarios, and risks

**Future Roadmap:** Expand upon types of data created and models supported




## RAPISE PLATFORM

**AI Overview:** Creates automated test scripts from manual tests, perform autonomous testing

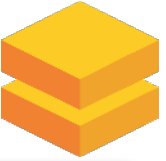
**Use Cases:** Generate test data, navigate application, run manual tests as automated, execution analysis.

**Future Roadmap:** Additional agentic workflows that further leverage application contextual data.

# Spira Platform Snapshot

Capabilities	SpiraTest 	SpiraTeam 	SpiraPlan 
Requirements Management	✓	✓	✓
Test Management & Traceability	✓	✓	✓
Defect & Issue Tracking	✓	✓	✓
Agile Planning Tools		✓	✓
Program & Portfolio Planning			✓

# SpiraTest® - Requirements & Test Management



## KEY FEATURES & BENEFITS



Centralized management of all factors that impact testing, including requirements, defects, and reporting



Easy-to-use, automated bug & issue identification for tracking, prioritization, and resolution of defects before they impact users



Streamlined planning, execution, and tracking of testing, including test case management and exploratory testing



End-to-end traceability of product releases, tested requirements, and resolved defects, with electronic signature capabilities

**95%**  
requirements  
coverage

**40%**  
faster test cycles

**30%**  
cost  
reduction

## DIFFERENTIATORS

- 1 Modern UI with ease-of-use in mind; quick access to insights and consistent functionality
- 2 True “out-of-the-box” platform with a full set of capabilities that can be set up in as little as 10 minutes
- 3 Cross-project data storage; simple reporting across projects via pre-built dashboards
- 4 Robust set of default workflows for customers in highly regulated industries
- 5 Extensive and pre-built integration library bolsters in-house capabilities; no need for dedicated admin to manage plug-ins

## POPULAR INTEGRATIONS



AWS Bedrock

## END USER(S)

- Test Managers
- QA Managers
- Software Testers
- Project Managers
- Developers

# SpiraTeam® - Application Lifecycle Management



## KEY FEATURES & BENEFITS



Fully integrated project / requirements management and an extensive integration library to eliminate inefficiencies from overlapping tools



Quality assurance (QA), risk management, and collaboration capabilities to ensure visibility into all aspects of the software development lifecycle



Specialized artifact types, built-in workflows, and advanced dashboards to provide an “out-of-the-box” experience for any team



Complete support of all development methodologies, whether Agile, Waterfall, or hybrid

**40%**  
cost  
reduction

**30%**  
faster time  
to market

**35%**  
better  
productivity

## DIFFERENTIATORS

- 1 Robust data roll-up capabilities across all dimensions - product, component, requirements, release, and team
- 2 Extensive built-in integration library for easy connections to all solutions with zero limitations
- 3 Pre-existing niche artifact types to address specific use cases and ensure adherence to best practices
- 4 Various project planning views for different roles within the team that can handle both planned and adaptive lifecycles
- 5 Operates in both cloud and on-premise hosting environments

## POPULAR INTEGRATIONS



## END USER(S)

- Project Managers
- QA Managers
- Business Analysts
- Software Testers
- Developers
- Chief Information Officer (CIO)

# SpiraPlan® - Program Management for Scaling Agile



## KEY FEATURES & BENEFITS



Enterprise-grade agile planning & execution capabilities enable the user to have a 360-degree view of all projects and programs



Fine-tuned capabilities such as baseline management, configuration management, and version control that are tailored to the complex compliance & quality standards of regulated industries



Fully ecosystem-agnostic integrations and various deployment options, designed to fit the needs of any enterprise



Enhanced automation through generative AI, driving efficiencies in creation of project artifacts from requirements and generation of test cases

**30%**

*faster  
delivery*

**40%**

*fewer  
defects*

**30%**

*reduced  
risk*

## DIFFERENTIATORS

- 1 Truly holistic solution that allows full planning, development, and testing in one solution, eliminating the need to purchase multiple products
- 2 Focus on “built-in”; with integrations, capabilities, artifacts, and more all included to minimize limitations
- 3 Tailored for highly regulated industries, enabling customers to deliver high quality, mission-critical software without sacrificing speed for compliance
- 4 OData API for dashboard / report creation with customized queries from common reporting tools (e.g., Excel, PowerBI)
- 5 Operate in both cloud and on-premise hosting environments

## POPULAR INTEGRATIONS



## END USER(S)

- Program & Project Managers
- Risk Management Professionals
- Portfolio Managers
- Chief Information Officer (CIO)



# Rapise® - Codeless Test Automation

## KEY FEATURES & BENEFITS



AI-powered test automation platform for web / mobile / desktop applications, APIs, and enterprise resource planning (ERP) systems



Ability to automate testing for both user interfaces and APIs in both a script-less and JavaScript code environment, driving flexibility in end user type and maximum ROI



Extensive set of pre-existing libraries tailored to common applications / platforms such as Salesforce, Microsoft Dynamics & Office, Oracle Forms, ServiceNow, and SAP HANA



Utilizes AI-driven object recognition for dynamic and complex UIs. Automates the maintenance of test scripts through self-healing mechanisms that adapt to changes in application interfaces.

**35%**

*faster testing*

**40%**

*productivity boost*

**45%**

*better ROI*

## DIFFERENTIATORS

1

Cross-functional capabilities that allow teams of automation engineers and testers to create highly efficient automated tests in tandem

2

Intelligent recording, spy / object manager, self-healing locators, and reusable frameworks and components allow for easy maintenance

3

Tailored for highly regulated industries, enabling customers to deliver high quality, mission-critical software without sacrificing speed for compliance

4

Translates human-readable test steps into executable scripts using AI-enhanced natural language processing, enabling less technical team members to contribute.

## POPULAR APPLICATIONS



## END USER(S)

- Automation Engineers
- Test Leads
- QA Engineers
- SDETs
- Software Testers

# Add-On Products



● Extends Spira® Platform (SpiraTest, SpiraTeam, SpiraPlan) with customizable features to meet specific industry needs and compliance requirements.

● Offers modular SpiraApps to dynamically adapt workflows, optimize SDLC processes, and maximize ROI.

● Integrates with AI solutions like ChatGPT, Azure OpenAI, and AWS Bedrock for automated test generation, risk analysis, and streamlined project management.

● Quick installation with support for integrations like GitHub, GitLab, AWS Bedrock, and CircleCI for a unified workflow experience.

● Supports third-party development and monetization of SpiraApps, expanding functionality and fostering innovation.



● DataSync is a data synchronization tool designed to automate and streamline integrations between Spira and external platforms, ensuring real-time updates and consistent data across systems.

● Automatically reflects changes across all connected tools, reducing manual work and ensuring teams stay aligned.

● Adapts to any operational need with cloud, on-premise, and hybrid deployment models, making it ideal for businesses of all sizes and industries.

● Comprehensive and developer-friendly, DataSync offers advanced data mapping, multi-instance support, and a centralized dashboard for easy management and troubleshooting.

● Ensures data integrity with robust security features and scales effortlessly to handle growing business requirements, including complex hybrid environments.

# Add-On Products



- Browser-based testing capture tool that enables secure recording of exploratory testing sessions

- Automated tracking of clicks & keystrokes on each tab being recorded

- Logging of steps for each testing session and notes for specific issues encountered

- Delivered as "freemium" product; viewed as additional lever of future product-led growth for the Spira suite



- B2B service desk solution for cloud & on-premise installations that integrates tightly with all Spira products to keep product teams informed

- Built-in knowledge base, help desk, and forums capabilities with a powerful ticketing system that facilitates communication with the end customer and enables prioritization

- Centralization of all customer communications enables a streamlined approach to customer support

- Complete configurability allows for adaptability to any customer support workflow

- Quick set-up and easy-to-use ticket creation & management, with an existing email integration

- Robust and customizable reports for effective visualization of the entire customer support engine with easy KPI tracking (e.g., ticket volume, resolution times, customer satisfaction, etc.)



# Add-On Products

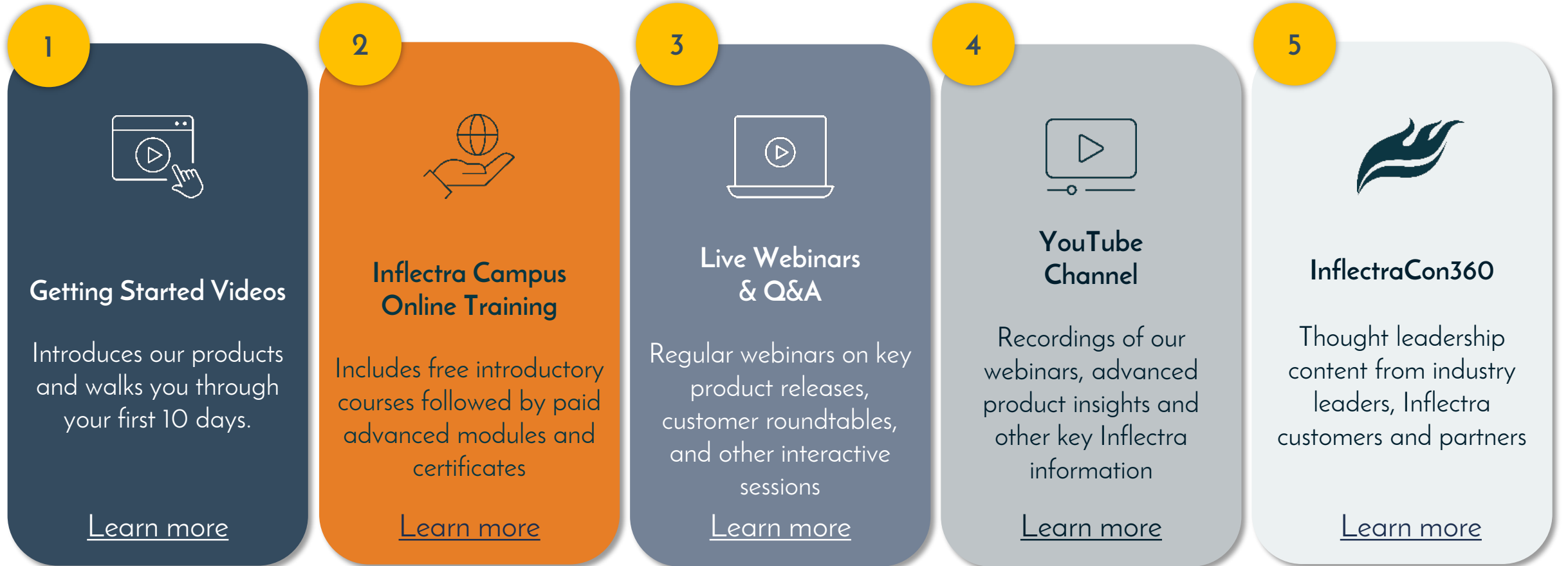
## Accelerators

- Pre-defined packages of professional services for specific customer objectives
- Each package is associated with specific outcomes & deliverables, offered at a fixed price vs. hourly
- Provides smaller organizations & teams access to the expertise of Inflectra's global solution partner network
- Offerings are incremental to Inflectra's existing customer support and other services

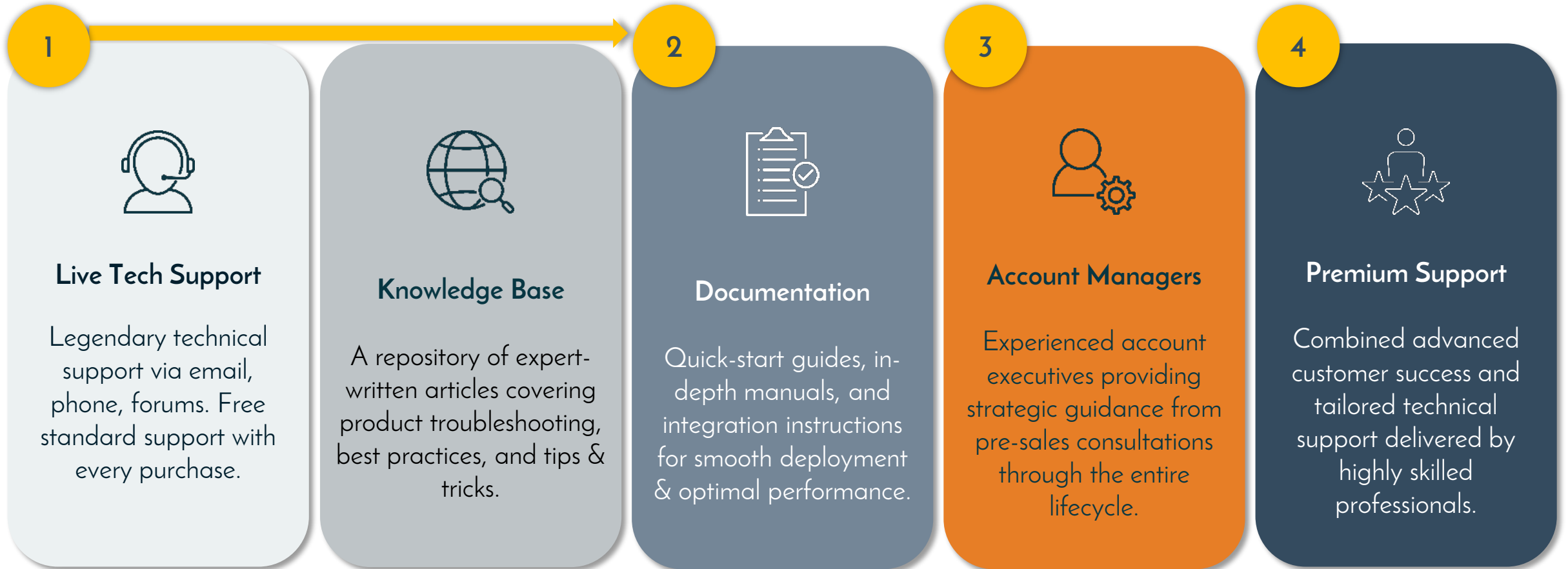
## remoteLaunch

- Extension of the Spira suite that enables orchestration of automated regression testing (manual & automated)
- Open architecture to allow for use in tandem with SpiraTest or other test automation tools, whether commercial (HP Unified Functional Testing, TestComplete) or open source (Selenium, Playright)
- Facilitates scheduling, execution, and management of automated test scripts, allowing for full oversight of distributed test labs from a central SpiraTest server
- Flexible deployment (cloud, on-premise, hybrid) to suit the needs of all end users
- Real-time and detailed reporting delivers a holistic view of manual & automated testing with screenshots, log files, and QA metrics
- Primary target users are automation engineers, but also test managers and QA managers

# Customer Onboarding & Self-Guided Enablement



# Technical Support & Customer Success



# Stronger with Partners

MEET OUR GLOBAL PARTNERS

# Partnership Ecosystem

## SOLUTION PARTNERS



## TECHNOLOGY PARTNERS



### TIERS

### # PARTNERS

Platinum	9
Gold	10
Silver	31
Blue	69

### AREAS OF FOCUS:

- Artificial Intelligence (AI)
- DevOps & CI/CD
- Test Automation
- Device Management
- Modeling Tools
- Modernization
- Agile Transformation
- Implementation Services
- Training
- Load Testing

# Inflectra Partnership Program

## OUR PARTNER PERSONAS

1

Our **Solution Partners** (Affiliates, Resellers, Advisors, Consultants, Trainers) deliver exceptional customer value with Inflectra products.

2

Our **Technology Partners** collaborate to:

- Integrate advanced solutions
- Deliver seamless experiences for shared customers
- Optimize Inflectra tools with: Plug-ins, Adapters, Connectors, Technical services

## PARTNER PROGRAM HIGHLIGHTS

- Dedicated Partner Account Manager
- Personalized platform training
- On-demand, in-depth, methodology-specific training and certification
- Co-marketing opportunities
- License discounts and free training licenses
- Sales resources including platform comparisons, decks and demo transcripts
- Development resources and support access.

## FEATURES FOR PARTNERS

- Account Mapping
- Partner Portal
- Certification Badges

*"Together, we empower innovation and elevate joint success serving our customers."*

-Jessica Moore,

# How Our Partners Help Inflectra Customers

1

## Spira Accelerators

Spira Accelerators ensure customers receive the exact assistance they need with defined, cost-effective packages expertly implemented by certified partners.

2

## Rapise Accelerators

Rapise Accelerators provide implementation and training services to maximize platform usage and productivity within a defined and affordable scope.

3

## Health Checks

Inflectra partners offer free Health Checks to identify and resolve customers' potential system issues or pain points to ensure optimal performance and stability.

4

## Implementation, Migration & Transformation

Inflectra partners are uniquely identified, trained and matched to our customers to make sure each engagement is a collaboration addressing the specific needs of each customer.

5

## Training

Inflectra training partners are in-depth experts in our feature-rich platforms with vast experience training teams, individuals, and team trainers to ensure customers have the skills they need to maximize functionality and productivity.

# Inflectra AWS Partnership



## KEY PARTNERSHIP HIGHLIGHTS

- **SaaS ISV Partner:** Trusted solutions available on AWS Marketplace.
- **ISV Workload Migration Program:** Enabling smooth transitions to AWS for customers using Inflectra's products, with expert support and resources.
- **Cloud-Hosted Exclusively on AWS:** Secure, scalable, and reliable infrastructure.

## WHY INFLECTRA + AWS?

- **Scalable Innovation:** AI-powered SpiraApps leveraging AWS Bedrock for automation.
- **Industry Compliance:** Solutions tailored for regulated industries.
- **AWS Enterprise Discount Program (EDP)/Private Pricing Agreements (PPA):** Inflectra purchases count towards annual AWS spend commitments.

## INFLECTRA'S ACHIEVEMENTS

- **DevOps:** Leadership in CI/CD and workflow automation.
- **Life Sciences & Education Software:** Industry-specific solutions.
- **Marketplace Seller Badge:** Simplified access and integration.
- **AWS Qualified Software Provider:** Meeting AWS's high standards for security and scalability
- **AWS Bedrock Generative AI:** Access to the latest technologies and services including Bedrock.





# Customer Testimonials

DON'T LISTEN TO US, LISTEN TO OUR HAPPY CUSTOMERS

# What Do Our Customers Say?



**DONNA B.**  
IT PMO

#1 PRODUCT FOR  
TESTING, DEFECT  
TRACKING &  
REQUIREMENTS  
TRACEABILITY

"SpiraTeam is very easy to use while also providing 100% Requirement Traceability... Teams benefit from being able to track issues not associated with specific tests... Customizable drop-down fields and customizable workflows."



**DENNIS L.**  
FUNCTIONAL ANALYST

OUR R&D -  
MANAGED,  
AT LAST!

Easy to set up (...the project templates, users, customizable fields). Very good integrations with other tools.. Great customization possibilities for reports... Spira allowed very easy control of Requirements, Test artifacts and traceability reporting, which is vital for e.g. the FDA submissions.



# The Inflectra Word cloud

Our customers are at the heart of everything we do. This word cloud represents authentic sentiments from our testimonials, highlighting the values that resonate most—reliability, innovation, and partnership.

Each word reflects real experiences, reinforcing our commitment to delivering unmatched quality and service.

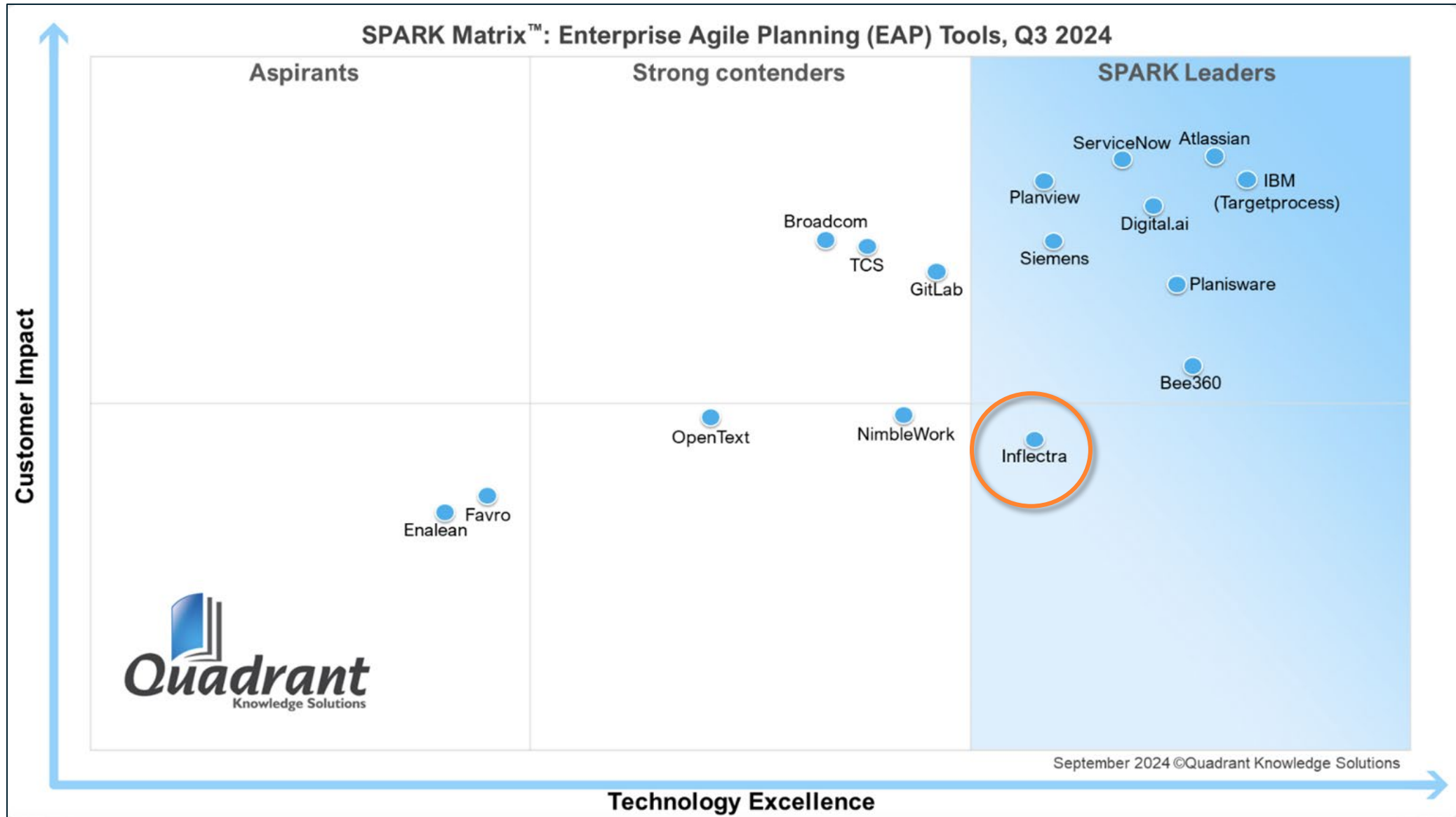
[Explore Testimonials](#)



# Awards & Recognition

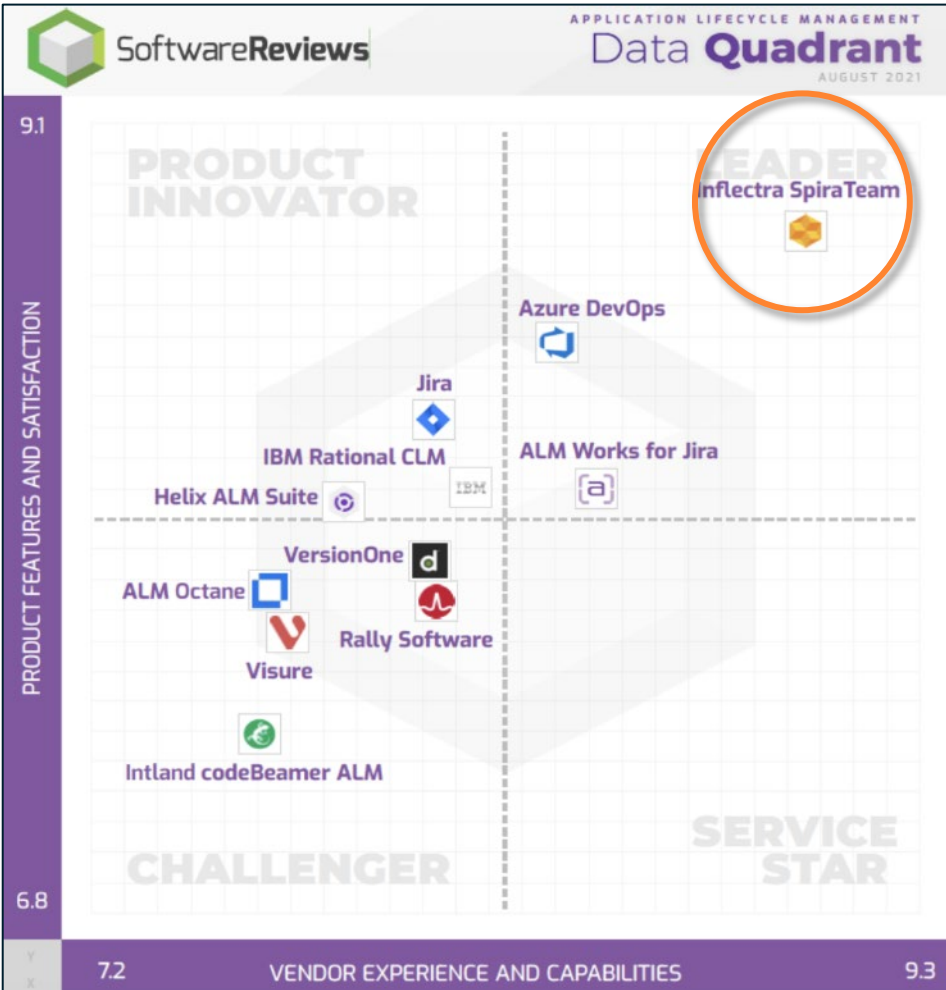
WHAT CUSTOMERS AND TECHNICAL ANALYSTS SAY

# EAP Leader in SPARX 2024 Matrix

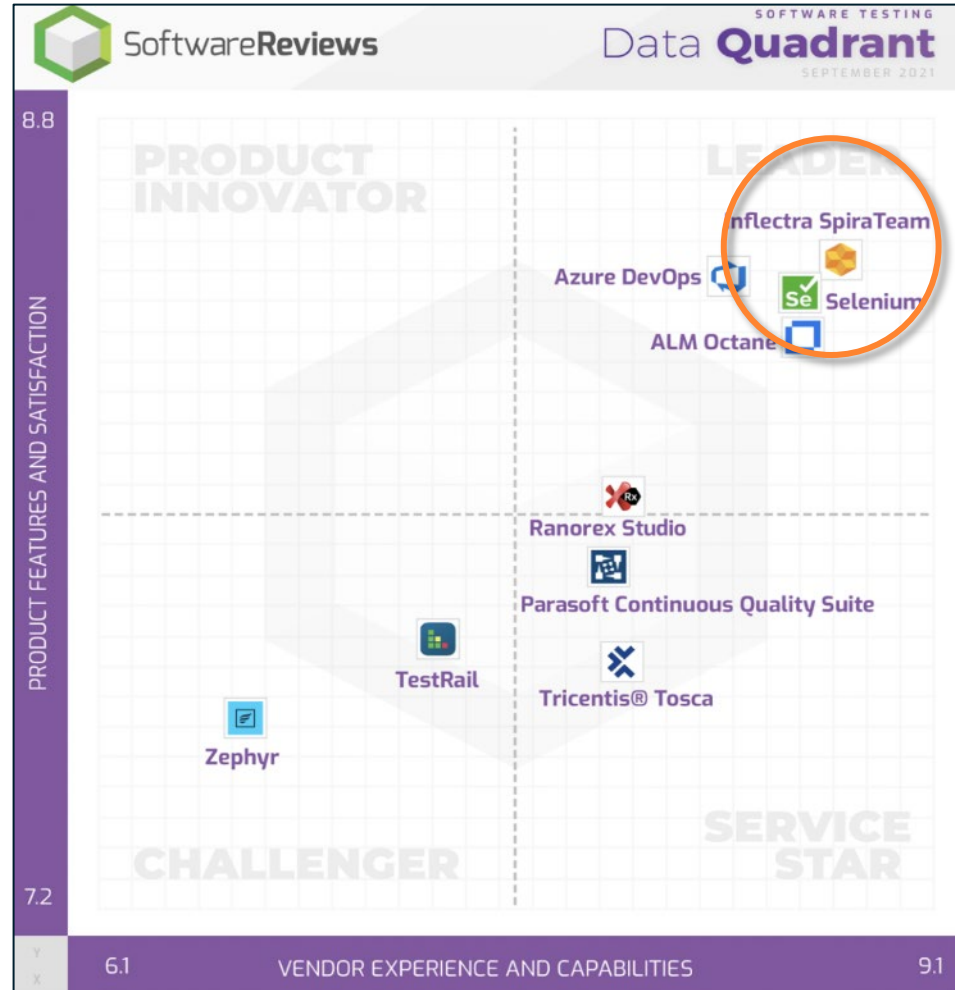


# Data Quadrant Leader in Info Tech

## APPLICATION LIFECYCLE MANAGEMENT



## SOFTWARE TESTING



# Info Tech Product Scorecard for ALM

Product Scorecard / Executive Summary

INFO~TECH  
RESEARCH GROUP

NUMBER OF REVIEWS

33

Inflectra

**APPLICATION  
LIFECYCLE  
MANAGEMENT**

Inflectra offers a complete ALM solution. Why only address part of the lifecycle? SpiraTeam has the entire process covered, from requirements, testing, tasks, code, builds and bug-tracking all integrated. Therefore, take control of your project's development and software testing.

50 Employees  
[www.inflectra.com](http://www.inflectra.com)

8121 Georgia Avenue, Suite 504  
Silver Spring, MD  
United States

The composite satisfaction score (Composite Score) is an average of four different areas of evaluation: Net Emotional Footprint, Vendor Capabilities, Product Features, and Likelihood to Recommend. The Net Emotional Footprint Score measures user emotional response ratings of the vendor (e.g. trustworthy, respectful, fair).



**8.4/10 COMPOSITE SCORE**

**Likelihood to Recommend**



APPLICATION LIFECYCLE MANAGEMENT CATEGORY

**Plan to Renew**



APPLICATION LIFECYCLE MANAGEMENT CATEGORY















**Satisfaction that Cost is Fair Relative to Value**

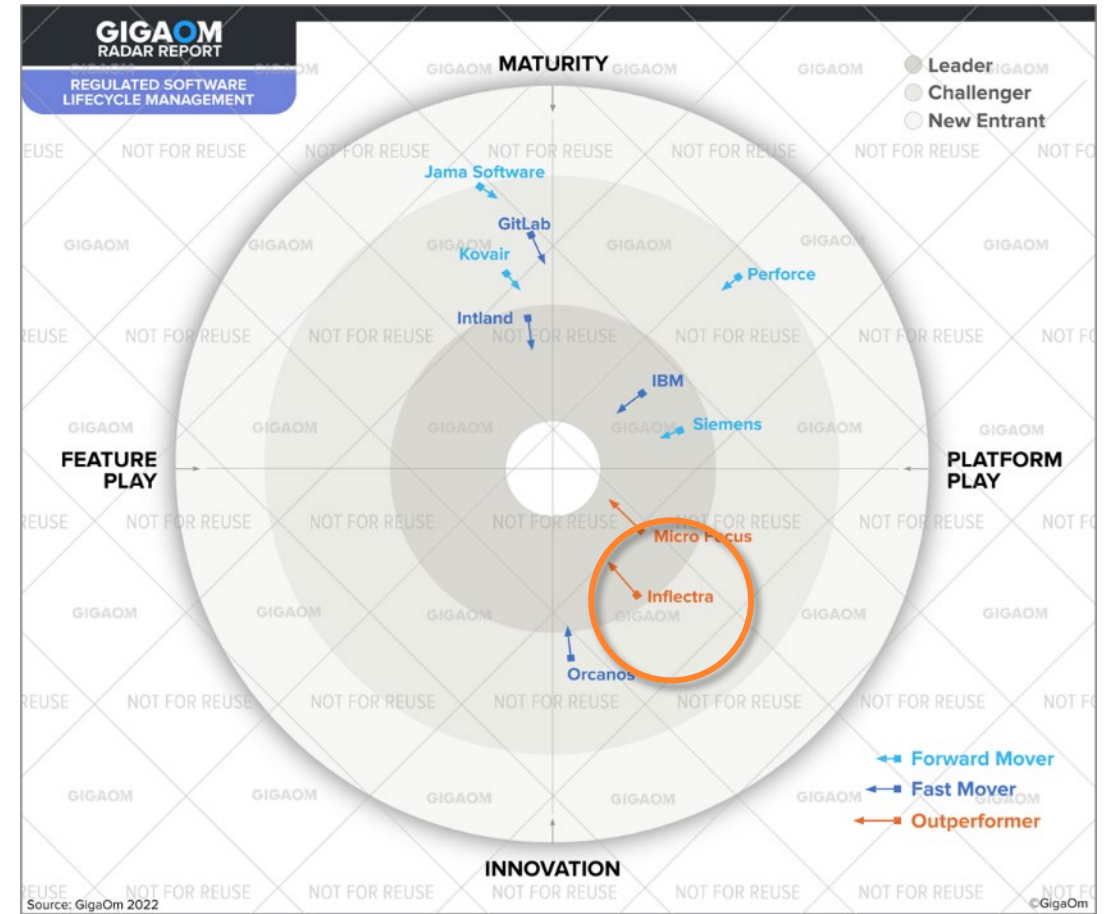


APPLICATION LIFECYCLE MANAGEMENT CATEGORY

# Tech Info & GigaOM: Best for Regulated Industries

## Top Application Lifecycle Management Tools

Product	Score	Report
 <b>Azure DevOps</b>	9.1	 15+ pages
 <b>Jira</b>	8.8	 15+ pages
 <b>Inflectra SpiraTeam</b>	8.7	 15+ pages
 <b>Jama Connect</b>	8.4	 15+ pages
 <b>Rally Software</b>	8.0	 15+ pages
 <b>OpenText ALM Octane</b>	7.9	 15+ pages
 <b>Helix ALM</b>	7.9	 15+ pages



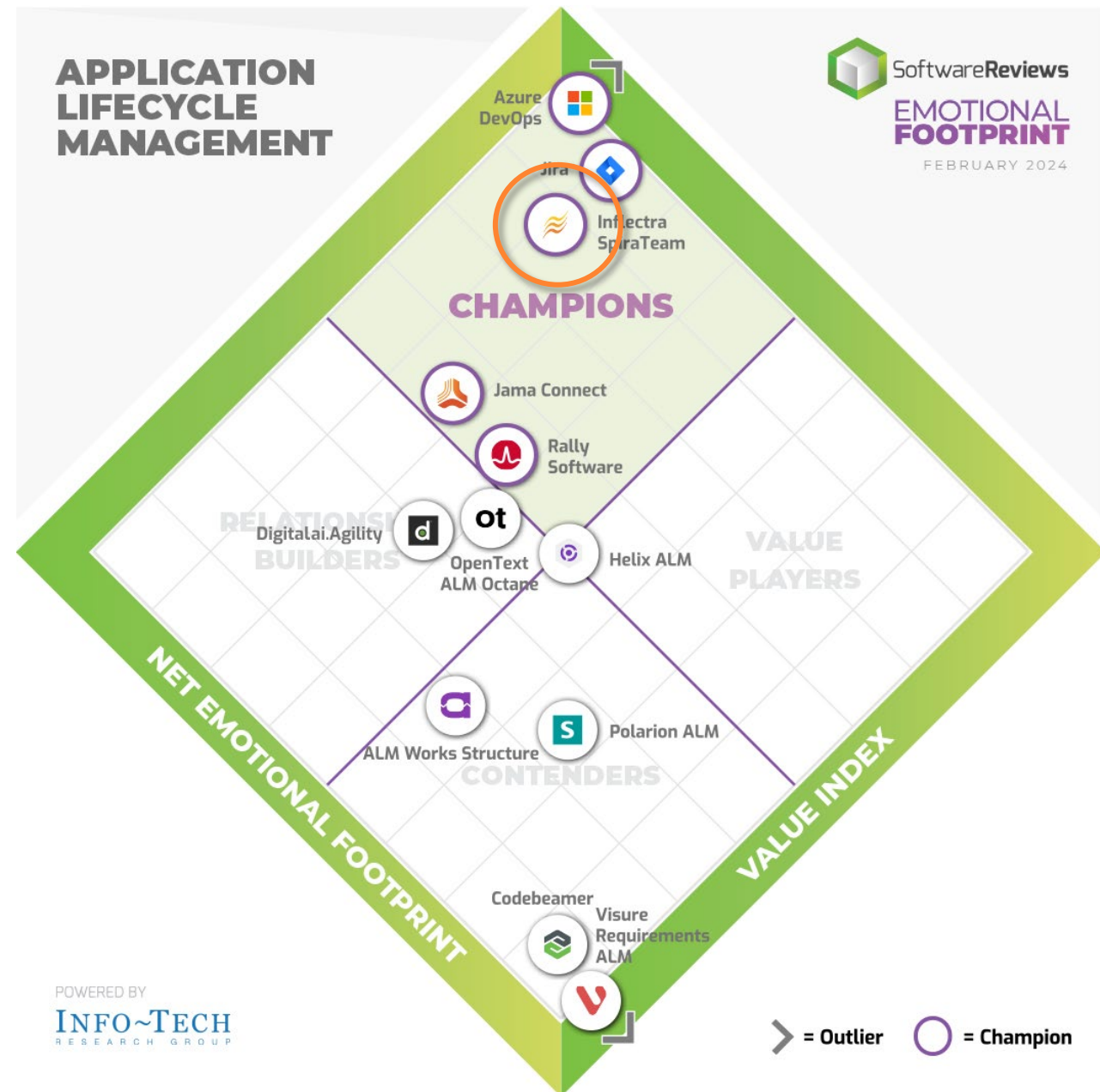
“We ranked Inflectra as Leaders in the Platform-Play half. These solutions are comprehensive and support many of the regulated industries, not just one or two.”

- GigaOM RSLM Report

Source: [InfoTech](https://www.infotech.com)



# Info Tech Champion in ALM in 2024



Note: Based on 119 customer reviews

# Case Studies

# Mastek (IT & Healthcare)



## The Challenge

In a highly regulated and competitive market, Mastek needed to enhance their testing processes to achieve comprehensive test coverage, reduce time to market, and efficiently manage multiple projects while maintaining regulatory compliance.

## The Solution

Mastek selected Inflectra products due to their favorable pricing, licensing options, and advanced project management and QA functionalities. SpiraTest was implemented to enhance project monitoring, streamline team collaboration, and improve compliance.

## LIKELIHOOD TO RECOMMEND

Extremely likely: 10 out of 10.

## SUPPORT SATISFACTION

Satisfaction Score: 10 out of 10

## Existing Tools in Place

Jira lacked comprehensive test management that could ensure full traceability from requirements to defects. Difficulties in automating test maintenance within Jira's ecosystem, led to greater manual work.

*"Inflectra's suite of products has transformed the way we manage our projects and testing processes. With tools like SpiraTest we have achieved unprecedented levels of efficiency, compliance, and quality. The seamless integration and robust features have enabled us to deliver projects faster and with greater accuracy, ensuring our competitive edge in the industry." -- Kanchan R, Mastek*

# Leica Biosystems (Life Sciences)



## The Challenge

Leica Biosystems was seeking an efficient solution for managing and summarizing test cases for both software and hardware instruments. This included a need for a comprehensive view of tests involving sophisticated sensors for automation.

## The Solution

The deployment of Inflectra's SpiraPlan revolutionized Leica Biosystems' approach to managing medical device development projects, offering a unified platform for diverse project needs. Inflectra's integrated requirements management played a crucial role in keeping all stakeholders aligned.

*"SpiraPlan is an excellent integrated tool for managing both new and ongoing projects. It centralizes all important data, facilitating easy access and consensus among stakeholders."*

- Carey S. V&V Manager, Leica

## LIKELIHOOD TO RECOMMEND

Extremely likely: 10 out of 10.

## SUPPORT SATISFACTION

Satisfaction Score: 10 out of 10

## Key Results and Metrics

Inflectra's platform enhanced collaboration across Leica Biosystems' teams in Germany, India, and China. It allowed different departments to effectively share requirements, feedback, and reviews. Finally, it centralized management of requirements, incidents, and tests, improving overall productivity.

# GME (Manufacturing)



## The Challenge

GME Pty Limited faced a significant challenge in managing the lifecycle of their consumer electronics, particularly with regression testing as products neared their end-of-life phase. Their primary concern was to find an effective solution to streamline their application lifecycle management and test automation.

## The Solution

GME deployed SpiraTeam to develop a GPS-enabled version of their XRS radio. With SpiraTeam, GME achieved an effective verification and validation for market release. It significantly improved the process of setting up requirements and matching test cases. In addition, it efficiently managed the entire product lifecycle, for electronics approaching their end-of-life.

## LIKELIHOOD TO RECOMMEND

Extremely likely: 10 out of 10

## SUPPORT SATISFACTION

Satisfaction Score: 10 out of 10

## QUALITY OF OUTCOME

Satisfaction Score: 6 out of 6

## Existing Tools in Place

Prior Inflectra's platforms, GME used Excel, which proved inefficient due to excessive setup and maintenance needs.

*"The speed at which we could set up the requirements and matching test cases in Inflectra's system was quite impressive. The Remote test feature was particularly beneficial for automating regression testing." -- Derek M. PMO & Portfolio Manager*

# iDirect (Aerospace/Defense)



## The Challenge

ST Engineering iDirect sought a robust solution to overcome challenges in maintaining test cases which was becoming increasingly complex and time-consuming as well as enabling efficient project delivery by overcoming the limitations in the existing toolset (Jama).

## The Solution

SpiraPlan was seamlessly integrated into ST Engineering iDirect's existing systems. Custom configurations were implemented to cater to their specific needs in satellite communication project management. The implementation enhanced requirements management, compliance, and project governance capabilities.

## LIKELIHOOD TO RECOMMEND

Extremely likely: 8 out of 10

## SUPPORT SATISFACTION

Satisfaction Score: 9 out of 10

## Key Benefits and Results

A competitive advantage: SpiraPlan's ability to manage multiple projects and portfolios seamlessly and with end-to-end traceability enhances the projects' governance capabilities.

# Philippine Land Registry (Government)

## The Challenge

Land Registration Systems (LARES) faced significant challenges in test management and automation, crucial for the successful digital transformation in land registration. This required a robust and versatile solution that could handle complex data, ensure security, and maintain regulatory compliance.

## The Solution

LARES opted for Inflectra's products, SpiraTeam and Rapise, due to their comprehensive feature set, flexible deployment options (both cloud and on-premise), and cost-effective pricing models.

- **SpiraTeam:** Deployed for its advanced SDLC governance capabilities, facilitating efficient management of the project's multifaceted IT infrastructure.
- **Rapise:** Chosen for its superior test automation capabilities, which were essential in ensuring the system's reliability and security.

## LIKELIHOOD TO RECOMMEND

Extremely likely: 10 out of 10.

## SUPPORT SATISFACTION

Satisfaction Score: 10 out of 10

## Existing Tools in Place

"Coming from MicroFocus products, Inflectra products really helped us in providing comprehensive support at fraction of the cost." -- Jeff M. QA Manager

# 80% Improvement of Test Coverage



## The Challenge

Telstra International faced growing demands for an advanced test automation for its Salesforce platform. The strict security standards, however, required full security review and approval of any automation solution, adding complexity to the selection process.

## The Solution

SpiraTest and Rapise were deployed to build a comprehensive and reliable regression test suite for Salesforce. Rapise's flexibility enabled Telstra to automate repetitive and complex tasks within the Salesforce environment, such as regression and daily sanity testing. Furthermore, the team utilized SpiraTest to effectively manage and document their testing processes, ensuring full coverage.

" We have found Rapise to be a great automation tool, enabling us to complete regression and daily sanity testing efficiently. In the future, we plan to update the Rapise scripts to include downstream systems" ..... - Nicholas B.

## LIKELIHOOD TO RECOMMEND

Extremely likely: 10 out of 10

## SUPPORT SATISFACTION

Satisfaction Score: 8 out of 10

## Key Results & Metrics

- Test coverage improved by 80%
- Regression testing 100% automated
- Reduced reliance on manual testing, boosted overall testing efficiency, reducing human error, and improving project agility.



# Safran Federal (Defense)



## The Challenge

Safran Federal Systems wanted to consolidate its builds and track requirements, while building out an entirely new process. They wanted to enhance agile capabilities and requirements tracking as well as transition from a Microsoft Office-based toolset to a more dynamic QA and project management system.

## The Solution

Safran chose Inflectra's platform for:

- Deployment capabilities in both cloud and on-premise environments
- Enhanced compliance, traceability, and auditability functionalities
- Support for scaled agile methodologies
- Advanced project and risk management
- Robust requirements management
- Cutting-edge test automation and RPA capabilities
- Framework agnostic solutions

## LIKELIHOOD TO RECOMMEND

Extremely likely: 10 out of 10.

## SUPPORT SATISFACTION

Satisfaction Score: 10 out of 10

*"Inflectra has proven to be a great partner. Their annual conference, and excellent in-person training have been particularly beneficial. The company is attentive to our specific needs, striving to meet them effectively."*

*-- Mark W., Lead Software Engineer*

# Generali (Insurance)



## The Challenge

Generali needed to reduce the number of different tools being used within QA to simplify and streamline their processes. They were seeking a single platform tool on which they could share requirements and incidents between different projects, accommodate both waterfall and agile projects, and maintain integrations to additional software components in their system.

## The Solution

Generali evaluated numerous tools prior to making a decision. SpiraTeam made the migration from Testlink very easy, as well as the import of legacy documents with the free Microsoft Excel and Word import tool.

*"SpiraTeam is a complete test management solution with a great price-to-functionality ratio. The quality of the product meets all our expectations" ...-- Andreas Eckerle, Head of Test & Quality Management*

## Key Outcomes and KPIs

- Allowed real time visibility of test progress and test coverage.
- Improved reporting and workflow generation.
- Increased understanding of test processes in the company.
- Replaced over one dozen tools with a single, easy-to-use solution.
- Seamlessly Integrated other tools in Generali's technology portfolio

## Existing Tools in Place

Prior to SpiraTeam, Generali used Bugzilla+Excel for bug tracking, TOSCA+ Testlink for test management, Ranorex + Rational Functional Tester for test automation as well as MS Outlook, Word, Jira, Jenkins, CA's Service Desk Manager, Clarity/PPM and Workbench.

# Oney Bank (Banking & Finance)



## The Challenge

Oney wanted a single, integrated platform to manage requirements, create and reference test cases, run test campaigns, log and track test runs, create tasks and log defects.

## The Solution

Oney Bank conducted thorough market research and determined that only SpiraTest could provide the features and quality they sought in a single tool. SpiraTest also proved to be the best value.

*"SpiraTest...is the best tool in terms of quality and value compared to the other competing programs available on the market.. the time, productivity and cost savings are transparent"*  
-- Benjamin-Michel G., Technical Test Analyst

## Key Outcomes and KPIs

- Ability to automatically generate QA metrics for the first time.
- One centralized system for standardized QA processes.
- Replaced multiple obsolete tools with a single modern solution.
- Consolidated testers, developers and designers on one tool.
- Increased productivity using native tool
- features unavailable with previous solution.

## Existing Tools in Place

Prior to using SpiraTest, Oney employed Microsoft Excel to manage projects, test documentation and defect tracking and Microsoft Word to handle any screenshots.

# Ready to Take the Next Step?

Reach out to us at [Sales@Inflectra.com](mailto:Sales@Inflectra.com) to start the conversation.

# Our Customers (USA/Canada)

## Energy, Industrial & Transport



## Financial & Business Services



## Media & Telecom



## Government & Defense



## Healthcare & Bio-Technology



# Our Customers (Europe)

## Energy, Industrial & Transport



## Financial & Business Services



## Media & Telecom



## Government & Defense



## Healthcare & Bio-Technology



# Our Customers (Global)

Asia



Middle East



Africa



Australia / NZ



Latin America

