



TestingXperts Software Testing Services: Advanced Automation

Vendor Assessment
Report Abstract

March 2020

Dominique Raviart
Practice Director
NelsonHall

13 pages

research.nelson-hall.com





Who Is This Vendor Assessment For?

NelsonHall's Software Testing Vendor Assessment for TestingXperts (Tx) is a comprehensive assessment of Tx' advanced automation offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of IT services and identifying vendor suitability for software testing services
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the software testing sector.

Key Findings & Highlights

TestingXperts (Tx) is the QA subsidiary of a larger IT services group, Damco. Tx was founded in 2013 in both London, U.K., and Harrisburg, PA, to provide testing services. The company has based its model on an India-centric global delivery network: currently, approximately 500 of its 600 headcount is in India, primarily in Hyderabad and Chandigarh. The remaining personnel is spread across the U.S., U.K., and Europe.

As part of its growth ambition in North America, Tx set up a sales office and onshore delivery center in Harrisburg, PA. The company has positioned the Harrisburg center as a nearshore center to serve U.S. clients. The center is small but is part of the delivery value proposition of TestingXperts.

Tx continues to expand in North America, with sales offices opened in NYC and Dallas, TX. The company plans to open an additional sales office in Toronto, Canada.

Outside of North America and the U.K., Tx is investing selectively: it has offices in Melbourne and Amsterdam and has recently set up a third office in India, in Bangalore, focused on ramping up its Indian delivery.

Automation is a significant element of the strategy of Tx, with the firm focusing on test automation across functional testing, non-functional, and specialized testing services. Within automation, continuous testing is the priority. In parallel, the company is increasingly taking a consultative approach with its clients, organizing workshops, mostly around continuous testing and automation.

The company highlights it dedicates a high percentage of its revenues, ~5%, to internal R&D, and has developed eight main IPs in support of these offerings.

Finally, Tx is currently building a UiPath test framework, integrating UiPath's Orchestrator software product, targeting E2E/business process testing. The company has a partnership with UiPath to accompany the ISV in expansion from RPA to software testing, focusing on functional testing execution. This UiPath partnership is a significant effort for TestingXperts, which has trained 20 consultants on this initiative.



Scope of the Report

The report provides a comprehensive and objective analysis of Tx' advanced automation service offerings, capabilities, and market and financial strength, including:

- Analysis of the company's offerings and key service components
- Revenue estimates
- Identification of the company's strategy, emphasis and new developments
- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts
- Analysis of the company's strengths, weaknesses and outlook.

Contents

1. Background
2. Revenue Summary
3. Key Offerings
4. Delivery Capability and Partnerships
5. Target Markets
6. Strategy
7. Strengths and Challenges
8. Outlook

Report Length

13 pages.

Report Author

Dominique Raviart

dominique.raviart@nelson-hall.com