

EXECUTIVE SUMMARY

Company Overview

AutoTester was founded in 1985 and was the first automated test tool company. Its first market offerings provided in-depth testing of character-based DOS application systems. In fact, AutoTester's widely-acclaimed *TestStation* product was generally recognized by the industry as the "Cadillac of Automated Test Tools", and was the standard against which other testing tools were measured.

As technology advanced in the late 1980's, AutoTester addressed the evolving market needs with automated testing tools for the new OS/2 desktop operating system, the first broadly-deployed Graphical User Interface desktop standard, which was developed by AutoTester's largest customer, the IBM Corporation.

As technology entered the 1990's and Microsoft announced its revolutionary Windows operating system, *AutoTester for OS/2* was supplemented with *AutoTester for Windows*, which provided full support for the new Windows 3.X operating system. The support for Microsoft Windows, the pre-eminent standard for desktop operating systems, continued through the introduction of Windows 95, Windows 98 and most currently, Windows XP. The support also included the workgroup-oriented Windows NT and Windows 2000 operating systems.

As web-enabled applications began shaping the future of corporate technology, AutoTester responded with broad-based support for a variety of browser-based environments. More important, AutoTester began an initiative to incorporate support for all environments into one powerful testing tool. This move towards a more open testing technology was made possible by AutoTester's unique end-user-focused architecture.

The revolutionary concept of *AutoTester ONE* includes automated testing capabilities for Windows/Desktop, Client Server, Host/Legacy and browser-based Web applications with only one tool. In addition, Special Editions are available for specialized ERP systems such as SAP. The powerful capabilities of *AutoTester ONE* are being enhanced to include AutoTester's proprietary test management software, enabling the user to manage the entire test process and organize test scripts without having to use a separate product.

AutoTester enjoys the highest level of name recognition in the technology industry, in great part because of the extensive use of AutoTester products in the vast majority of systems implementations. AutoTester has built an established customer base of Fortune

1000 companies world-wide. The AutoTester brand is so well-known that even competitive products are often referred to as “autotesters”.

AutoTester has been used extensively to test and validate all types of systems environments, especially SAP and other ERP systems, as well as to automate entire business processes. Because of its mature products, strong support services and highly experienced management and staff, AutoTester has become synonymous with the term “automated software testing”.

Current Product Offerings

AutoTester offers a broad range of testing capabilities within a comprehensive tandem of products.

AutoTester ONE

AutoTester ONE is a mature, full-feature tool for functional, regression and systems integration testing. At the core of *AutoTester ONE* is a time-tested record/playback tool that replicates user transactions to ensure that the software being tested will function as expected when it is deployed.

AutoTester ONE is designed to function in a variety of environments, enabling the user to validate the full business process, regardless of whether the transaction involves Windows/Desktop, Client Server, Host/Legacy or Web applications – or any combination of the above.

Since *AutoTester ONE* is a non-technical tool for automating business tasks and processes throughout all organizations within the enterprise, it is ideal for any form of task automation, data loading, master data creation and training. *AutoTester ONE* is used by both business and technical personnel alike to automate any activity that can be brought to the desktop. Because of its easily-learned English based scripting language, *AutoTester ONE* enables anyone in the organization to take advantage of its powerful capabilities without requiring any technical programming skills or knowledge.

AutoTester ONE Special Edition for SAP is an enhanced version of *AutoTester ONE* that is specially designed to provide SAP-specific testing capabilities, using access to SAP’s underlying structures provided by SAP as well as SAP’s own presentation layer. Because *AutoTester ONE* resides on the workstation, it is the only test tool that can provide true end-to-end testing of all SAP applications from the user perspective. In addition, *AutoTester ONE* can access SAP and non-SAP applications all from the same test script, enabling the user to perform the broad-scale testing of the entire process without using different tools and different test scripts.

The most current release of *AutoTester ONE* also includes Test Organizer, which offers a number of features usually found only in complex and complicated test management

tools. These features center around a central repository for the storage and sharing of test scripts, which can be linked to specific user-defined business requirements. This process ensures that test coverage and testing progress can be monitored and analyzed in a real-time, on-line fashion, and the results are logged and reported in both spreadsheet and graphical drill down reports.

AutoController

AutoController is a load and stress testing engine that drives *AutoTester ONE* test scripts to recreate normal and peak load conditions in order to assess system performance.

Unlike other products which can only simulate normal and peak user volume, *AutoController* creates actual logged-on users at the workstation level, either in virtual or distributed fashion or some combination of the two, to provide true end-to-end testing and to determine accurate scalability of software and hardware systems before deployment.

AutoController Virtual Direct Test for SAP enables the SAP user to log in thousands of virtual users and perform broad scalability testing across the entire landscape without using simulation, providing the user with a true picture of how the software will perform in the production environment.

AutoController is widely used by companies of all sizes to minimize the risks of production problems, such as the unplanned delay of scheduled implementations, system hang-ups and crashes, and service disruptions. *AutoController* is the most resource-efficient and cost-effective load and stress testing tool on the market.

Professional Services

A hallmark of AutoTester's unparalleled customer satisfaction levels is the excellent scope of services it provides in support of its software.

AutoTester offers a full range of on-site Business Consulting services, including test process assessment, planning, preparation, execution, reporting and analysis. In addition, AutoTester ensures that its customers receive the highest level of both on-site and Help Desk services, including Training and Implementation Services. This provides the AutoTester user with customized assistance, including technical installation, set-up, configuration and uniform test standards.

AutoTester also offers comprehensive initial and continuing education programs for effective knowledge and skill transfer, as well as a highly experienced staff of professionals to supplement customer resources during the testing cycle.

Customer Success Program

AutoTester's exclusive Customer Success Program is designed to ensure that AutoTester users receive the highest value for their automated test tool investment. The Customer Success Program provides the AutoTester user with the technical support and product enhancements traditionally associated with normal maintenance programs. This includes Help Desk accessibility by telephone, fax, electronic mail and interactive internet, as well as 2 to 3 major releases plus several maintenance releases annually.

In addition, the Customer Success Program addresses the common problem of staff reassignment or attrition, causing a loss of user expertise that may ultimately result in the software not being used, or what is commonly referred to as "shelfware. The Customer Success Program provides two unique enhancements to the traditional maintenance program " to ensure consistency and continuity in user knowledge and expertise:

1. Two three-hour basic training courses per year, delivered via interactive internet, that enable a new user to quickly develop basic knowledge and expertise in the features and functions of *AutoTester ONE*.
2. Monthly "Tips and Techniques Sessions" that provide helpful hints and approaches to effective test script development, based on the most frequently asked questions of the Technical Support Team.

Strong Results = Highly Satisfied Customer Base

AutoTester is used by over 3,000 customers world-wide, nearly half with currently active projects. As a testament to its value in automated testing projects, AutoTester enjoys an unusually high 60% retention rate.

The large base of satisfied AutoTester customers has used AutoTester products and services with exceptional results in testing and business process automation. AutoTester has been instrumental in helping its customers streamline processes and work flows, resulting in:

- Reduced cycle time in systems deployments
- Elimination of system and network bottlenecks
- Minimized communications problems and errors
- Consolidated information for comprehensive audit tracking
- Facilitated decision making
- Efficiency and productivity improvement

AutoTester is the company standard for SAP automated testing in many Fortune 1000 companies, including:

- IBM in worldwide SAP implementations for its hardware manufacturing operations and stress testing laboratories
- Procter & Gamble in worldwide SAP implementations
- Philip Morris in worldwide SAP implementations for its Philip Morris USA, Miller Brewing and Kraft Foods subsidiaries
- Moen in worldwide SAP implementations, testing and process automation

In addition, AutoTester has been a key element of many other implementations world-wide, including:

- Pratt and Whitney Canada - stress test project consulting for a major new SAP implementation
- Bayer Corporation - stress test project consulting for a major new SAP implementation
- Texas Instruments - Full staff augmentation in a major regression test project for SAP implementation
- Compaq Computer - Stress test project consulting at Compaq Laboratories in support of major equipment sales

AutoTester has also proven its value in both process and task automation efforts, resulting in reduced cycle time, increased product quality and significant expense reduction:

- EMC Corporation - AutoTester software is used to drive a 30-day testing process for all new hardware before release to customer
- Hewitt Associates - AutoTester software is used to automate internal HR processes, test their software at customer sites, automate processes with agents, and help agents automate transactions with customer
- Steelcase France - AutoTester software is used to automate the entire back-office sales and distribution operation

Summary

AutoTester has been the premier name in automated software testing since 1985. AutoTester was a charter member of SAP's Complementary Software Partner Program, the first automated testing tool used to support SAP implementations and the first automated test tool to be certified by SAP.

AutoTester offers a complete range of technology and services for automated testing, task automation, business process validation and computer-based training.

AutoTester products and services provide the highest return and best value in the industry. AutoTester's unique *AutoTester ONE* product brings a new level of value and performance to automated testing tools, and is ongoing evidence of AutoTester's long history of commitment to serving its customers.