

HP ALM PC on SaaS Solution



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HP ALM PERFORMANCE CENTER ON SAAS

Addressing customers' requirements and situation

Our customers typically face the following common challenges:

- Load testing tools are resource intensive, difficult to perform heavy load test
- Difficult to maintain hosts out of the firewall
- Iterative processes require greater usage flexibility

HP SaaS has built a specific value proposition for each of the 2 types of customers we are addressing:

1. Organisations/partners with on-demand projects (ad-hoc projects, seasonal testing, last minute)
2. Large Organisations with a CoE (Center of Excellence)

HP ALM PC on SaaS offerings

1 Shared offering

The HP PC Shared offering is an on-demand Software-as-a-Service (SaaS) solution for performance engineering. The offering is built on a multi-tenant PC platform with shared controllers and load generators that are reserved on a first-come-first-served basis in the PC scheduler.

2 Dedicated offering

The HP PC Dedicated offering is an on-demand Software-as-a-Service solution for Performance Engineering. The offering is built on a multi-tenant Performance Center platform with dedicated controllers and load generators to enable unlimited testing during the term of engagement.

3 Bring your Own (injectors) offering

Built on HP Performance Center, the HP PC Bring Your Own (BYO) offering is designed for customers who wish to leverage their own on-premise load generators and want to take advantage of flexible Software-as-a-Service (SaaS) licensing options.

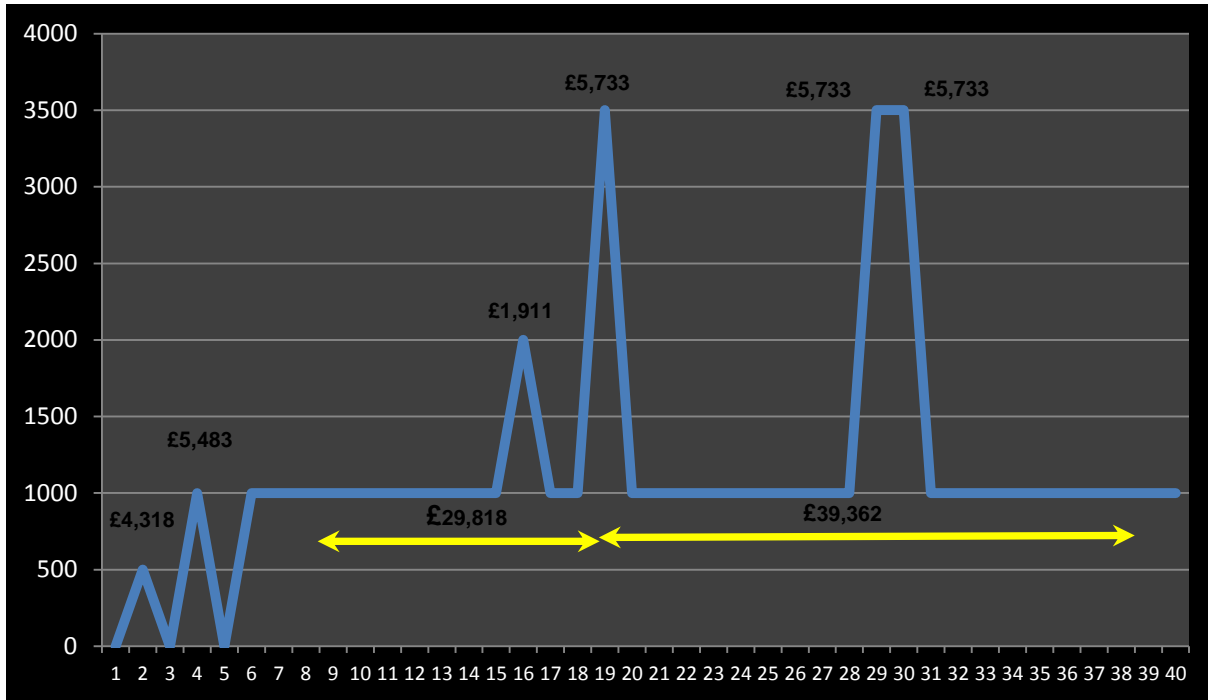
Technical Offerings at a glance:

	Shared	Dedicated	Bring your Own
Host Pool (controller, load generator)	Shared	Dedicated	Dedicated
Start within	48 hours	Max 10 days	Max 10 days
Min number of virtual users	100	100	100

Available contract terms	1 and 3 months	1 and 3 months	12 months to 5 years
Licensing model	Comprehensive	Comprehensive	Service Only, Comprehensive
Available protocols	HTTP/HTML, Click&Script and TrueClient	Most protocols apart from GUI, Templates, COM/DCOM	Most protocols apart from GUI, Templates, COM/DCOM only being supported on customer load generators
Max number of virtual users	10,000 HTTP/HTML 1,000 C&S or TruClient	unrestricted	unrestricted
Virtual User Day	x	x	√
Support 24/7/365	√	√	√
Platform Availability 99.9%	√	√	√
Backup/disaster recovery/security (ISO 27001)	√	√	√
Version Upgrade	√	√	√
Advanced services <ul style="list-style-type: none"> Assigned Customer Success Manager Training, Mentoring 	£	£	√

Working Example – HP SaaS Performance Center

Example based on 1 Concurrent Run for a 6-month Project



Week 2 – HP SaaS PC Shared Service

Week 4 – HP SaaS PC Shared Service

Week 6 – HP SaaS PC Dedicated Service for 3 months

Week 16 – Peak to 2000VUs supported by VUDs

Week 17 - HP SaaS PC Dedicated Service for 6 months

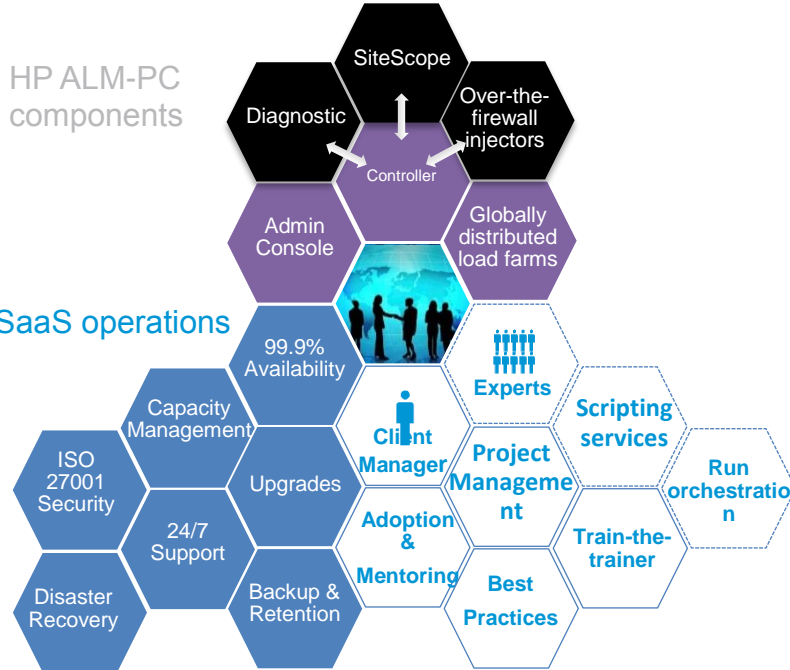
Week 19 – Peak to 3,500VUs using VUDs

Week 29&30 – Peak to 3,500VUs using VUDs

TOTAL SaaS COST = £98,091

License Full Cost (1000VUs) = £219,564

HP ALM PC on SaaS – Shared Offerings



Description

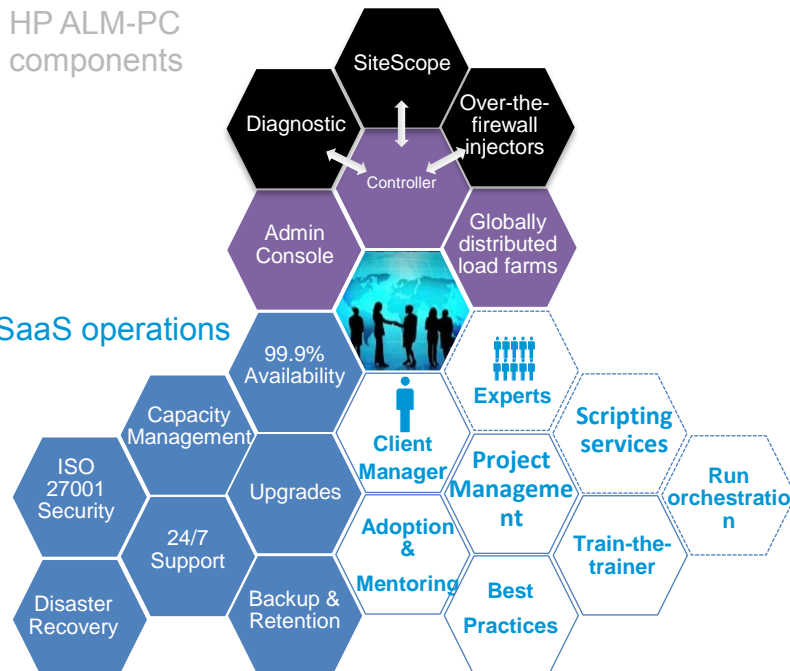
- HP PC standalone
- Access within 2 days from PO
- Limited usage: 10H/W (40h/M)
- Limited to 1K VU for all protocols except web and mobile app (10K)
- First come first served
- Service-Only and/or Bundle
- From 1 Controller to hundreds
- Controller includes 10 free VU
- From 1 week to multi-year
- From 100 VUs or/and 1K VUDs

Customer can leverage their Shunra license

Customer can also bring their own injectors

Customer Diagnostic is only available with a dedicated infra

HP ALM PC on SaaS – Dedicated/BYO Offerings



Description

- HP ALM or HP PC standalone
- Access within 10 days from PO
- Unlimited usage
- Service-Only and/or Bundle
- From 1 month to multi-year
- From 1 Controller to hundreds
- Controller includes 10 free VU
- From 100 VUs or/and 1K VUDs

Customer can leverage their Shunra license

Customer can also bring their own injectors

HP ALM available from 12-month term only