



# Industry Insight Database

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## Cigniti Elaborates on the Automation Tools Brought through the Gallop Acquisition

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Cigniti has discussed with NelsonHall two forms of IP it has gained through the May 2013-announced acquisition of Gallop Solutions.

Gallop Solutions has developed a test asset modernization offering and provides HP testing tools-related services including:

WinQuick: HP WinRunner to QTP migration service

RoboQuick: an IBM Rational Robot to HP QTP migration tool that converts scripts, libraries and run-time linkers.

Cigniti's WinQuick product took six man years to develop. WinRunner was initially developed by Mercury (acquired by HP in 2006). In 2008, HP announced the end of support for all WinRunner versions and its replacement by HP Functional Testing, of which QTP is a core element. WinRunner and QTP were developed on different technologies and architecture; this impacted test scripts, object repositories and other assets initially developed for WinRunner. In 2006, HP Software announced its Professional Services unit was partnering with Gallop Technologies to migrate WinRunner to QTP using WinQuick, "an HP R&D validated and approved automated migration solution". With this tool, Gallop then formulated best practices related to test asset modernization.

Services provided for migration projects include:

- Assessing the application and application test scripts assets, classifying them depending on their complexity and size
- Rearchitecting automation scripts and assets to QTP
- Utilizing WinQuick tool for static migration of the code
- Validating scripts and incorporating best practices.

Cigniti/Gallop is selling both tools as part of its service with WinQuick being sold in two versions: Platinum and Gold, depending on onsite/offsite ratio. Pricing is T&M-based or fixed priced.

WinQuick brought Gallop significant revenues.

The company refers to work it did for Travelocity in 2007. The client had a very complex application estate with integration with sophisticated back-end applications, a mix of user interfaces (terminal emulations, web, and in Windows) and used WinRunner. Travelocity had developed over time 50k GUI objects, 200k lines of WinRunner code, and 20 different testing environments. The client selected WinQuick for several reasons including the fact that WinQuick was the only HP approved migration tool. The engagement lasted 6 months.

Gallop reiterated its WinQuick approach with the release of RoboQuick. IBM stopped supporting Rational Robot and replaced it with Rational Functional Tester. Gallop developed RoboQuick to convert Robot test assets to HP QTP.

Cigniti and Gallop intent to continue its ISV-based IP approach.

### Analyst comments:

Cigniti Technologies intends to focus on IP and proprietary tools. The company has started reorganizing its IP assets after the acquisition by Chakkilam of Cigniti Inc. The Gallop acquisition with its business model centered around IP, strengthened the company's IP strategy.

The IP that Gallop had developed were somewhat unusual: most competitors tend to focus more on application test case repositories and point solutions IP. Tools centered on the migration of test scripts from one tool to the other are less common: Gallop had therefore managed to create its own clever niche.

The appointment of one of the co-founders of Gallop, and one of the main drivers behind the creation of WinQuick as CTO, suggests Cigniti will continue to focus on proprietary IP for automation tools.

Vendor	<b>Cigniti</b>
Service	<b>Application Testing Management</b>