




Top 5 Ways to Future-Proof Your Oracle Investment



In a chaotic and ever-evolving digital landscape, predicting the future is a high priority. No company can do this with 100% precision, but all future-proofing boils down to this fact: Better predictions lead to better long-term business stability.

This is where enterprise resource planning (ERP) comes in. ERP brings together multiple business sources to create a fully interconnected business flow by sharing resources, eliminating duplications, and centralizing data management. Or, as Oracle says, ERP provides a single source of truth for businesses operating in a complex digital world.

Companies across the planet are increasingly turning to ERP to make doing business more predictable and stable.

“ According to Market Research Future, the global ERP software market is expected to be a \$66+ billion industry by 2026 after experiencing a major injection of growth during the heavily tech-dependent COVID-19 crisis.

The Challenges of Supporting an Enterprise System

An inherent challenge with maintaining a modern ERP system is keeping pace with the rapidly-changing tech space. As software providers like Oracle invest in their products and make them even more user-friendly and efficient, your business must similarly invest in staying up-to-date with a modern ERP system.


The challenge for customers using Oracle Cloud or legacy ERP solutions like E-Business suite is that they have no control over the update cycle. Although it's actually a good thing that vendors like Oracle continually release updates to keep their software current, thereby protecting your investment, it sometimes feels like these upgrades are never ending, continually demanding your attention and distracting your team from their day job!

So what's the big deal in just applying the cyclical updates?

Most companies implementing an ERP system will make a number of customisations to the vanilla product and it is entirely possible that existing processes and workflows may stop working after the update has been applied. To mitigate against this risk, the company's ERP support team will typically engage in a significant test effort to identify any issues that may impact critical processes so they can be fixed before the update is pushed live.

The biggest concern for any ERP support manager is the potential for major business disruptions caused by bugs not caught during testing. For many companies the system is the beating heart of operations so having it go down is not an option!!

When a system goes down, the company's entire financial operation is at risk. The pressure builds minute by minute, with a widespread acknowledgment that time is money.



“ An IT impact study from ITIC found that 40% of enterprise businesses are at risk of losing between \$1 million and \$5 million for every hour of downtime and this doesn't include potential legal fees, fines or penalties.

The reality is that testing also has a big impact on companies who are currently implementing their new ERP system or migrating their legacy ERP to Oracle cloud. Testing is resource-intensive and Programme Managers are already operating under tight resource constraints, so this can have a knock-on effect on the implementation schedule, ultimately delaying the project go-live, which can be very costly.

It's common knowledge across many enterprise solutions circles that well-known companies like Hershey's, Haribo, Nike, and Revlon have all suffered major financial losses due to poor ERP system implementation.

“ According to Pemeco, Hershey's famously lost \$100 million in sales due to insufficient ERP post-implementation testing which led to system failure.

“When it cutover to its \$112-million IT systems, Hershey's worst-case scenarios became reality. Business process and systems issues caused operational paralysis, leading to a 19-percent drop in quarterly profits and an eight-percent decline in stock price.”

In this example, Hershey's implementation team made the cardinal mistake of sacrificing systems testing for the sake of expediency. As a result, critical data, process and systems integration issues remained undetected until it was too late.

It is really important to remember that your testing strategy is a safety net that should never be compromised. If testing sets back the launch date, that is something that the implementation team and management team just need to accept.


Although the potential for business disruption is one of the biggest concerns, it is often exacerbated by short testing windows that put pressure on your team. It can be a real challenge to keep test scripts updated so they reflect your current processes and it can also be difficult to keep your staff motivated as they execute endless manual test scripts - In short many ERP managers feel they are constantly pulling resources away from core activities to focus on testing.

Resolving Common ERP Challenges

Beyond the dollars and cents, it's also essential to consider the harmful human impact of coping with unrelenting internal tech challenges. As diligent workers, your team bears the brunt of the responsibility to keep things running smoothly.

Most companies attempt to solve the challenges listed above by implementing a rigorous routine of testing, analysis, and issue resolution. They also turn to companies like Oracle, where functional consultants and Programme Managers prescribe a vast array of tests and results.

Unfortunately, most testing activity still leads to a set of core challenges: stress, resource consumption, waste, and loss of focus. As the old saying from late-night infomercials goes, "There has to be a better way!"



As technology professionals, it seems crazy that the most common solution to getting on top of regular software updates is to increase your resources so you can do more testing! Compromise often becomes the name of the game because it's not practical to get everything fully tested within the tight window.

The irony is that ERP Programme Managers and support teams often spend meeting after meeting persuading management teams that investment in certain Oracle modules or customisations will have a big impact on ROI. Surely it makes sense to use technology to build some efficiency into the testing process?.

So is there a better path to ERP success?

One of the best ways to introduce this efficiency and minimize these risks is a well thought out testing strategy that can help ensure that critical business processes will continue to function after the update has been applied. All too often, companies rely on manual testing strategies that struggle with the volume of testing required during an Oracle migration or update. This has the knock-on effect of delaying the project timeline, increasing budgets, and putting the integration of end-to-end processes at risk.

Let's take a closer look at the best practices any company can use to protect its ERP and preserve business continuity. Below are our top tips for resolving common challenges as you future-proof your business.

5 Tips for Future-Proofing Your ERP


1. Test With Scale

For many companies, manual testing is the centre piece of their testing strategy. To be clear, this requires a test team member to take use-cases for certain business functions, like inputting a customer invoice, and attempting to enter this transaction manually within the new version of the software. If they encounter a bug that prevents them from completing the process, they document it and pass it to the development team to fix and ultimately it will re-join the manual test queue once it is ready for re-testing.

The challenge with this method is that it is really difficult to scale, especially as your company starts using more functionality or modules within the application and processes are fine-tuned over time. Keeping manual test scripts up-to-date becomes a nightmare and often unworkable as release cycles shorten.

You can continue to increase the number of test resources to meet increased testing demand, but ultimately you reach a point where the cost of ownership becomes too high.

If you continue with a manual testing strategy, we would suggest refocusing your test coverage target on the percentage of critical functions tested rather than the percentage of the application that's covered. The mindset with this approach is that, most likely, ensuring a customer can complete an ecommerce purchase, for example, is more critical than being able to enter a supplier invoice!



However the obvious solution is to introduce test automation software to increase test coverage and speed up the process.

2. Continuous Testing

The big conundrum to address here is how to support agile development methodologies during the implementation and on-going support of your ERP?

Agile as a methodology, where projects are essentially broken down into smaller bite-sized chunks, is now the de facto approach to development across many companies. However, the most common testing strategy is to conduct testing as a separate phase, once development is complete. This is where the concept of continuous testing comes in – Rather than waiting till the end of the testing process, test scripts are executed continuously providing constant feedback to development teams so they can identify bugs and correct errors quickly.

Continuous testing is an essential part of your ERP test strategy. It should be designed to start with the implementation stage, then move smoothly into the post-implementation stage with additional tests performed in line with the update release schedule.

3. Combine Manual With Automated Testing

As we learned in point one, manual testing doesn't scale, but does it have a role in your testing strategy?

To answer this question we need to think a little about the point of failure with most test strategies.

Most test teams strive to cover as much of the application as possible with their testing, but the reality is that they often only cover as little as 15-20% of the application functionality due to time and budget constraints.

Testing resources get bogged down in updating test scripts and often lose sight of the primary testing goal, which is to ensure that the greatest percentage of critical processes are tested and passed.

It is our view that testing resources absolutely have a critical role in making your testing strategy a success. These resources fully understand your application and can tap into the company stakeholders responsible for each area of the application and make sure they fully understand their expectations. They can focus on identifying the critical business functions and exploring advanced scenarios to be included in the testing initiative. It is our experience that Testers much prefer to take on this higher-level work where their experience is put to good use, but this is only possible if they can offload the repetitive manual test activities that they are currently performing.

These routine tasks are perfect for test automation software where the software robot is happy to execute countless test scripts that emulate a real user and report back on any bugs they encounter. They are also happy to run 24/7 without any breaks!

Ideally, manual testing is combined with automated testing to provide the most complete testing strategy for your company. Automated testing does a great job of handling repetitive activities, preventing duplications and handling tasks prone to human errors that would otherwise cost valuable time and resources. This frees your manual testers to focus on more complex test scenarios.

A woman with dark curly hair and glasses is smiling and looking towards the right. She is wearing a light-colored top. The background is a textured, slightly mottled grey.

4. Rely on Zero-Code

This whitepaper is all about helping you future proof your ERP investment. Based on our earlier tips we know it's really important for your test strategy to be easily able to scale as your company continues to expand and utilize new functionality within your ERP system. We acknowledge the important role that test resources on your team have in ensuring that the test strategy is successful, but this is only practical if you deploy a test automation solution to help you automate routine tasks.

So the question you need to ask is – Are all test automation platforms equal?

The simple answer is unfortunately not. There are several legacy test applications out there that require a level of computer programming to get them working. Test resources often try to copy the code from other tests and adjust it, but without programming “know how” this can be a very frustrating experience. On top of this, the philosophy of these older technologies is often “set it and forget it” when it comes to test scripts.

Thousands of scripts are initially created and work fine, but over time, as customisations are introduced and new updates released, the scripts start failing and the effort to adjust the programming is too time-intensive so these tests are no longer trusted and often discarded meaning new test scripts need to be created!

Enter the concept of zero-code and Artificial Intelligence (AI)

Zero-code simply means that the tester can easily add a test script using an intuitive workflow rather than having to manipulate code – It's literally point and click.

Zero-code simply means that the tester can easily add a test script using an intuitive workflow rather than having to manipulate code – It's literally point and click. The AI component means that the scripts can literally self-heal – This means they automatically adjust to properly test the new software release.

This is the preferred form of ERP automation because your company can hit the ground running to use it efficiently right from the start. The human and AI knowledge is behind the scenes, working to your benefit, but without your direct involvement in the coding.


5. Minimize Risk

We have already acknowledged that one of the best ways to minimize risk is to implement a robust testing strategy. Risk comes in many forms, but one of the greatest risks to an organisation is the potential for major business disruption caused by bugs not caught during testing as evidenced earlier in our *Hershey's* example. The risk is exacerbated by two main issues:

The first is the amount of test coverage.

“ According to a recent report from Sogeti and HPE report, 80% of testing at large enterprises is still performed manually, which exposes the company to a risk of business disruption due to inadequate testing strategies.

The second issue is that many companies are not testing the right things. Approximately 67% of the test cases being built, maintained, and executed are redundant and add no value to the testing effort.



It's impossible to test everything and account for every possible scenario. However, automated testing significantly reduces the odds of catastrophically negative outcomes and manual testing fills in the gaps with detailed data based on human intuition and expertise. This is a time-tested method of minimizing risk.

A New Horizon With Future-Proofed ERP

If you're feeling a bit overwhelmed by Oracle updates and worried about the impact of a glitch or patch on your day-to-day operations, consider a new future where you leverage AI powered test automation to detect issues and resolve them before they make waves in your organization. This is the secret to feeling confident that your testing is fully under control and ensuring that you're fulfilling your role in protecting your company and keeping it running smoothly.

Peace of Mind

Gain the peace of mind that comes with knowing that your ERP daily activities will continue productively and you'll have no interruption during upgrades or afterward.

A No-Code, Test-Everything Solution

A no-code automated test solution finally makes it possible to test everything and stay ahead of an almost endless number of potential scenarios. Use pre-loaded scripts with no need to learn extra code or waste time on training. It's an all-in-one solution.

Cost Savings

Save time and money, helping your team shine as cost-conscious company contributors.

“ According to a *Capgemini* report, testing accounts for almost 30% of IT budgets, so anything you can do to minimize and streamline your testing is a major budget saver.

Repurposing the team to higher value work

According to a recent *DevOps Review* survey, approximately 67% of test cases being built, maintained and executed add no value to the testing effort.

By adding a test automation element to your testing strategy, your test resources can now focus on identifying the critical processes to test and ensure that the important test cases are being executed.

In addition to better leveraging the skill set of your team this will also help improve morale leaving the test automation robots to continually test your application 24/7.

Disaster Prevention

The savings are significant when bugs can be caught during testing rather than allowing them to persist. The *IBM Systems Sciences Institute*, found that patching a bug during the maintenance phase was 100 times more expensive than having fixed it in the design phase.

IT Freedom

Future-proof your ERP investment with test automation AI that self-learns. Reduce stress and allow your team to stop focusing on repetitive tasks and start focusing on the high-value activities they're trained to handle. This is the path to ERP and IT freedom.

A person with long blonde hair is sitting at a desk, writing in a spiral notebook with a black pen. The background is slightly blurred, showing a desk with some papers and a chair.

Why Choose WinfoTest?

Before we say “Why” let’s talk about the “What”!

[WinfoTest](#) is a Test Automation Software platform designed to help take the pain out of Oracle updates. It’s a completely “Zero Code” platform which means that the business team can easily add their own test scripts with the click of a button without having to deal with messy code.

WinfoTest builds efficiency into the ERP testing process, lightening the load on a company’s internal teams. It also leads to increased return on investment (ROI), improves operating efficiency, and makes any company more reliable and productive.

OK - Now Let’s talk a little about the “Why”:


- The solution was built FOR Oracle BY Oracle experts. There are many testing solutions out there that claim to work for all the leading ERP systems - SAP, Oracle, Microsoft Dynamics, Workday and countless other ERP solutions. This is good for the vendor of the test solution as they have lots of potential customers to sell to. However, the challenge for YOU, the customer, is that you are getting a generic solution that works across most ERP systems.

We think differently at Winfo.

We built a test automation platform from the ground up that focuses specifically on Oracle products.

We built a test automation platform from the ground up that focuses specifically on Oracle products. WinfoTest not only supports Oracle Cloud applications but also supports legacy applications like E-Business Suite, Truth be told it also works perfectly with other enterprise systems like ServiceNow and SalesForce but our 100% focus is on Oracle customers.

- One of the biggest benefits of WinfoTest is its large and growing test library, which is unmatched in the industry. Having a proper test library is often the hardest part of migrating from a manual to an automated test strategy. It's an enormous effort to get the right scripts working. We get amazing feedback on the overall quality of our test library.
- Our team is always working in the background to ensure the test library is up-to-date with the latest releases. All information is stored in the cloud, meaning your new scripts are automatically delivered at precisely the right times. There's no need to chase support or request updates because they happen with no action on your part.
- You can set up your testing in 4 easy ways:
 1. Use the pre existing library of tests that have been configured (and tested by our team) to work with the latest Oracle Update.
 2. Excel upload of existing scripts
 3. Manual creation of your own scripts
 4. Chrome plugins that create scenarios on the fly



Our Amazing Support. We could go on and on about the features and benefits of WinfoTest, but it's the people behind it that make the difference Oracle is in our DNA.

We also know business – On our team we are privileged to have Accountants, Business Process Consultants, Supply Chain Experts, Human Resource Practitioners and CX know-how. This combination of business, functional and technical expertise has helped us build a fantastic product, but it also helps us deliver outstanding support to clients using our platform.

- With WinfoTest, you can have your cake and eat it! Self-serve through our cloud-based platform or outsource testing altogether to our Managed Services team.

What our Clients are Saying About Us

At Winfo we are privileged to serve a wonderful community of Oracle Enterprise clients using cloud and legacy applications. In fact, the main reason why we built the WinfoTest platform was to build some efficiency into the testing process to help our clients. We soon realized that there is a significant gap in the market for a solution like this, especially with Oracle's decision to no longer support their Oracle Application Testing Suite (OATS).

We like the phrase "The proof is in the pudding," so we'll let our clients do the talking...

“We could clearly see from the Demo that WinfoTest (formerly WATS) was really quick to install. The scripts are updated for the upgraded features every quarter so we didn't have to put in that additional effort every 90 days.”

-Swapna Pallapinti, Director of Information Technology, Arlo

“A big challenge with automated test tools is the quality and quantity of test scripts. What I really liked about the WATS tool was the clear commitment from the Winfo team to keep scripts up to date for future releases.”

-Lawrence Vesey, Partner, Sia Partners

If you would like to learn more about how Swapna and her team at how Arlo reduced the testing costs for their Oracle Cloud application by 80%, check out the [Arlo case Study](#).



For More Information About WinfoTest

Sometimes getting new software adopted within your company takes time and needs management approval. Although WinfoTest makes your job easier, it also helps save your company money, reduces risk and the AI testing engine helps future proof your investment.

We've worked with lots of Oracle customers across verticals and can share our first-hand experience and case studies.

To see if WinfoTest is a fit for your company, I'd encourage you to complete our quick online [ROI calculator](#) to help build a business case for your management team.

You can then sit back and watch our 3 minute explainer video or even take it for a test drive by signing up for our [free trial](#).

Alternatively if you would prefer, we would be happy to put together a [custom demo](#) for your team.

Sign up for a free trial today!