

# MILLIONS GENERATED IN BOTTOM-LINE IMPACT FOR LEADING RISK MANAGEMENT COMPANY

Testing

Mobile App

Data Services

This multibillion dollar risk management company is a market leader in the industry. With advanced analytics, this company helps customers determine risk and enhance operational efficiency with a combination of public and industry-specific data.

**\$3M** saved due to test automation

**8-13%** YoY Growth attributable to KMS teams

**\$100M+** worth of software product revenue

**7.4x** acceleration in delivery

**0** defects by 2nd year of engagement

**96,000+** tests automated from 8,200 tests prior

## Challenges:

- The team serving the largest revenue generating product in the parent company's portfolio needed to adopt a fully agile development model to generate more products and revenue.
- Legacy systems needed to be moved to the cloud to deliver a better, more stable customer experience.
- The large size of the platform made it impossible to run regression testing against the entire platform, leading to defects costing \$1.5-\$3 million dollars each year.
- Internal employees on development teams were reporting low engagement, leading to high attrition.

## KMS Impacts:



Established testing automation framework and Java development team to significantly reduce outages and defects and improve the customer experience.



Testing automation saved time and reduced tedious work for internal employees, leading to improved pipeline for additional automations, documentation, employee satisfaction, and retention.



Increased agility and productivity led to more projects delivered at an accelerated pace, increasing the team's revenue significantly.



Cloud transformation has enhanced stability for customers and speed-to-market for new products, increasing trust in the company's brand as a market leader and enabling cross-selling and upselling.



*KMS is more than a vendor. It's a fantastic partner. The mutual trust, transparency, and accountability in our partnership has enabled us to turn technology outcomes into real business impact. We're investing more in the technology because of the high-quality results we're delivering with KMS.*



AVP of Technology