

### Title of Paper

## Testing With Your Vendors – Not Fighting Them A Banking Industry Case Study

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### Presenter/Company

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### Instructional Skill Level

Introductory     Intermediate     Advanced

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### Target Group

Test Strategists, Test Managers, Test Leads

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### Key Points

- Pragmatic and realistic perspective to Vendor Management
  - Testing hints and tips
  - Testing “tools of the trade” ... (from a suggested “kit bag”)
  - Techniques to manage situations
  - Site examples
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### Abstract

There are no silver bullets to “Vendor Management”. It takes elements of diligence, accuracy, being organised and, most of all, a fair and pragmatic approach to realistic targets.

However, as Test Managers the problem magnifies. Testers are not meant to cover up for their development mates – they are there to keep them honest. The Client Test Manager’s predicament with large projects, involving Vendors, is dealing with Vendor test teams caught between their testing “Hippocratic oath” and company allegiance.

So the Client Test Manager’s challenge = Get the truth.

This paper is not about various products and tools.

It’s not teaching people how to test.

It provides a pragmatic and realistic perspective, based on experiences in a large Australian bank, on the complexities of testing with Vendors. It gives you the opportunity to “test smarter”, by providing you with some:

- Hints and tips
- “Tools of the trade” ... (from a suggested “kit bag”)
- Techniques to manage these situations
- Site examples to demonstrate some of the topics covered

The rest is up to you!

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### Biography

Greg Cameron is a very experienced testing specialist with application and technical expertise. His career has spanned over 26 years and has included varying roles from consulting to application development, performance management and testing.

In recent years he has had experience in managing large scale complex testing engagements, including accountability for the testing of a major project that involved 7 main external vendors, as well as internal teams, that delivered change that impacted over 50 applications.

Greg has also managed environment provisioning teams for large scale integrated testing of programs and releases that span many applications, across disparate platforms and infrastructure.

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