



CA Service Virtualization

Why more organizations turn to CA to accelerate app development,
improve testing and create the ultimate customer experience

CA Service Virtualization: Why organizations choose CA Technologies over other vendors



5 of the top 5
**Telecommunications
companies**



4 of the top 5
Banks



3 of the top 5
**Insurance
companies**



3 of the top 5
Retailers

Based upon Fortune 500 Global listing

97% of surveyed IT organizations rate CA Service Virtualization advanced features/protocol coverage as **superior** when compared with HP, IBM, Parasoft, SmartBear and Tricentis.

CA Service Virtualization: Why organizations choose CA Technologies over other vendors

Application VPs are under immense pressure to quickly deliver innovative, high-quality applications. CA Service Virtualization enables developers and testers to simulate services, APIs and other restricted environments to accelerate delivery and improve the quality of applications by up to 50%.

Only CA is positioned as a clear leader for service virtualization by top analysts such as Gartner¹ and Forrester.²

“With CA Service Virtualization, we were able to identify things that weren’t going to be user friendly; we changed the way online banking looked.”³

—SVP, Release & Test Management

Large banking institution

Banking—70% of surveyed banking IT organizations improve their **quality by 50%** or more with CA Service Virtualization.⁴

Telco—93% of surveyed telco IT organizations rate CA Service Virtualization **scalability** as superior to the competition.⁵

Retail—88% of surveyed retail IT organizations can develop better applications **faster** as a result of adopting CA Service Virtualization.⁶

1 Thomas E. Murphy, Maritess Sobejana, Joachim Herschmann, Laurie F. Wurster, “Market Guide for API Testing and Service Virtualization,” Gartner, July 2015; 2 Diego Lo Guidice, “The Forrester Wave™: Service Virtualization And Testing Solutions,” 2016; 3 Forrester, “The Total Economic Impact™ of CA Technologies Service Virtualization,” Dec 2015; 4 TechValidate survey of 20 users of CA Service Virtualization, Oct 5, 2016, TVID A2F-70B-B6F; 5 TechValidate survey of 14 users of CA Service Virtualization, Oct 5, 2016, TVID 596-D9F-B4; 6 TechValidate survey of 8 users of CA Service Virtualization, Oct 5, 2016, TVID D0D-356-AD8

Consistently the Number One Service Virtualization Solution



As ranked by IT Central Station, 2016

CA Technologies	46 Reviews/31,000+ Views
HPE/MicroFocus	13 Reviews/5,000+ Views
Parasoft	4 Reviews/6,000+ Views
IBM	1 Reviews/1,800+ Views
Tricentis	0 Reviews/200+ Views

Consistently the Number One Service Virtualization Solution

Gartner

FORRESTER®



Market Share Leaders 54%—Gartner Market Guide on API Testing and Service Virtualization⁷

Leader—Forrester Wave for Service Virtualization⁸

Transformational Leader—voke Lifecycle Virtualization⁹

7 Thomas E. Murphy, Maritess Sobejana, Joachim Herschmann, Laurie F. Wurster, "Market Guide for API Testing and Service Virtualization," Gartner, July 2015; 8 Diego Lo Guidice, "The Forrester Wave™: Service Virtualization And Testing Solutions," January 27, 2014; 9 voke, "Market Mover Array Report: Lifecycle Virtualization," Aug 2016

CA Service Virtualization: Why organizations choose CA Technologies over other vendors



“I used SOAP UI briefly. I switched to CA Service Virtualization as it has more advanced features, supports almost all types of services and moreover has better support.”

“We analyzed the tools on the market including: HP, IBM and CA Service Virtualization. Each product has its own merits but **we found that CA Service Virtualization is more mature and matches our requirements best**, so we selected it for our service virtualization needs.”

—Deepak Tiwari

Test Automation Performance Specialist, financial services firm

[IT Central Station, CA Service Virtualization Review](#)

CA Service Virtualization: Why organizations choose CA Technologies over other vendors

“We previously used SoapUI and this [CA Service Virtualization] is much easier to configure.”

—Abhishek Mohan

Sr. Manager, financial services firm

[IT Central Station, CA Service Virtualization Review](#)

After considering IBM, HP and Parasoft, the company chose CA Service Virtualization and improved test coverage by 40% to 59%, and time-to-market by 20% to 39%.

“CA Service Virtualization is **one of the finest solutions available in the market**, which helped in minimizing dev/test cost, improved productivity and helped to deliver better quality software and services to us and end users.”

—Large enterprise financial services company

TechValidate, CA Technologies Service Virtualization case study, Aug 8, 2016, [TVID 369-D0B-A23](#)

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“I’ve worked on [IBM] RIT also. It’s not that easy to use and lots of things are missing. But **CA Service Virtualization makes it so easy**. It’s three steps to create the virtual service and deploy. We have **saved a lot of money and testing time** by using CA Service Virtualization. We started with Web services and we’ve now covered all mainframe, DB, MQ.”

—Ankush Sharma

Senior Engineer, tech vendor

[IT Central Station, CA SerSoftware vice Virtualization review](#)

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“We also looked at HP and Parasoft. **We went with CA because it’s a robust product.** When looking for a new solution, we look at the stability of the company from a revenue perspective. Their penetration within that industry of tools, capabilities and post-purchase relationship are our top three factors.”

—IT director

DevOps and productivity engineering at a health, wellness and fitness company

[IT Central Station, CA Service Virtualization review](#)



CA Service Virtualization: Why organizations choose CA Technologies over other vendors

After evaluating HP, AutoTrader.com, LLC selected CA Service Virtualization, and has reduced costs (TCO, ROI) by more than 75%.

“We evaluated HP prior to choosing CA Service Virtualization. CA Service Virtualization has allowed us to stand up multiple test environments that were previously cost-prohibitive due to licensing and other related costs. We are also now able to perform a series of negative tests on our services that are impossible to recreate in a live system.”

—Adam Mills

Senior IT Manager, AutoTrader.com, LLC

TechValidate, CA Technologies Service Virtualization case study, Aug 9, 2016, [TVID C76-90E-AE6](#)

CA Service Virtualization: Why organizations choose CA Technologies over other vendors

“We were using SoapUI, which is limited to the testing of web services. CA Service Virtualization provides a different world of opportunities in SOA testing, which helps us to provide a better SOA solution to clients.”

—Vivek Srinivas R S

Software Quality Assurance Engineer, software R&D company

[IT Central Station, CA Service Virtualization review](#)

CA Service Virtualization: Why organizations choose CA Technologies over other vendors

Global 500 Retail switched to CA Service Virtualization after using Parasoft ... able to reduce application development and testing costs by 50%.

“CA Service Virtualization eliminates downtime of target systems which helps to do parallel development and more.”

—Engineer

Global 500 retail company

TechValidate, CA Service Virtualization Case Study, Sep 22, 2016, [TVID 12D-D63-BD2](#)

CA Service Virtualization: Why organizations choose CA Technologies over other vendors



Payoneer was able to improve application delivery speed and quality by over 35%.

“We evaluated HP, SmartBear and Parasoft before selected CA. CA Service Virtualization has reduced the cost of using external providers and made the tests done by QA more reliable and extensive.”

—**Boez Elgat**

IT Director, Payoneer

TechValidate, CA Service Virtualization case study, Sep 26, 2016, [TVID 430-2ED-22E](#)



CA Service Virtualization: Why organizations choose CA Technologies over other vendors



The California Department of Motor Vehicles improved application speed and quality by 15%-34%.

“HP and IBM service virtualization tools were evaluated, but we selected CA Service Virtualization, and it has made the need for third-party systems basically disappear because we can virtualize those systems now.”

—**Mahesh Patel**

IT Specialist, California Department of Motor Vehicles

TechValidate, CA Service Virtualization case study, Sep 15, 2016, [TVID 4E2-569-CF6](#)



Ciber, Inc. uses CA Service Virtualization to improve quality by up to 75%.

“We evaluated HP, but selected CA Service Virtualization and it has improved the quality of our applications and reduced the time it takes to get those applications to market.”

—Nagaraj VD

IT Architect, Ciber, Inc.

TechValidate, CA Service Virtualization case study, Sep 15, 2016, [TVID D77-217-03B](#)

CA Service Virtualization: Why organizations choose CA Technologies over other vendors



Capgemini selected CA Service Virtualization over IBM® Rational® and achieved improved application delivery speed of over 75%.

“We were selected for doing a POC by a prestigious client. At that time we had chosen IBM for doing the POC activity, but it wasn’t supported. Shortly after, we successfully completed the POC using CA Service Virtualization. This is the best example for showcasing how CA Service Virtualization is the best tool for quality and reducing the time it takes to get to market.”

—Angani Kamesh

IT Professional, Capgemini

TechValidate, CA Service Virtualization case study, Aug 12, 2016, [TVID 458-B6F-726](#)



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“Prior to this we had evaluated HP Service Virtualization and Parasoft Virtualize. We went ahead with CA Service Virtualization because of the wide range of protocol support, advanced features in developing virtual services, and more agility for DevOps.”

—Jagath Sathyanarayana

IT Consultant, Wipro Technologies

TechValidate, CA Service Virtualization case study, Aug 12, 2016, [TVID 75E-B10-B94](#)





This financial institution used IBM prior to switching to CA Service Virtualization. The company improved its delivery speed and quality by greater than 75%, while improving business growth by 35%–49%.

“IBM Rational was initially tried but CA Service Virtualization helped improve the quality of the applications which organizations deliver.”

—Kusum Giri

Engineer, Infosys Ltd.

TechValidate, CA Service Virtualization case study, Aug 22, 2016, [TVID 7B2-4FC-200](#)

Value realized in implementing CA Service Virtualization versus stubbing and mocking:

“The alternative was good old mocking and stubbing. At the end, we ended up with CA Service Virtualization, due to its enterprise nature. It played a major role to have centralized place for simulations where we can maintain, reuse and extend them.”

—IT Professional

Medium enterprise financial company

TechValidate, CA Service Virtualization customer testimonial, Sep 15, 2016, [TVID E4A-285-107](#)



Echostar Communications used HP prior to switching to CA Service Virtualization. Rated CA's advanced features/protocol coverage, scalability and analyst reviews as **significantly superior** compared to other vendors. Echostar saw a more than 75% improvement in delivery speed and quality.

“We were able to achieve tasks that could not have been possible without CA Service Virtualization. We received organization-wide recognition; also our turn around time is very quick, which is a necessity in Echostar.”

—Sai Naveen Lingam

IT Specialist, Echostar Communications

TechValidate, CA Service Virtualization case study, Aug 12, 2016, [TVID 946-F86-787](#)

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**Rxp Services Limited in Australia improved application quality by 50%–75%.
The company evaluated SmartBear prior to selecting CA Service Virtualization.**

“There was no other consideration when it came to Service Virtualization.”

—Graeme Wright

IT Professional, RXP Services Limited

TechValidate, CA Service Virtualization case study, Aug 12, 2016, [TVID AD2-6DC-C03](#)





Coris LLC improved application quality, while reducing compliance risks 50%–75%, citing the advanced features of CA Service Virtualization as **highly superior compared to the competition.**

“HP Service Virtualization was evaluated. It demonstrated good capabilities for functional tests but failed to support load tests. HP hardly provided five transactions per second while CA Service Virtualization demonstrated 300 transactions when 200 were needed.”

—Andrey Malakeev, CEO, Coris LLC

CEO, Coris LLC

TechValidate, CA Service Virtualization case study, Aug 12, 2016, [TVID 523-2C3-9F3](#)

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Soluciones Netready improved growth from 35%–49% after selecting CA Service Virtualization over IBM and HP, stating that CA analyst reviews/rankings and customer references were **highly superior** compared to the competition.

—Luis Chaparro

Consultant, Soluciones Netready

TechValidate, CA Service Virtualization case study, Aug 12, 2016, [TVID 94E-64D-E8B](#)



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Westpac Banking Corporation improved application quality 50%–75% using CA Service Virtualization.

“Initially, SOAP UI was used to virtualize, but with the advantage of CA Service Virtualization over SOAP UI in terms of protocols and other features, CA Service Virtualization is our preferred tool.”

—**Sumeetsingh Thakur**

IT Professional, Westpac Banking Corporation

TechValidate, CA Service Virtualization case study, Sep 14, 2016, [TVID 0A6-7DA-1E0](#)





91% of surveyed IT organizations who switched from IBM, Parasoftware or SmartBear rate CA Service Virtualization's **scalability** as **superior to the competition.**

TechValidate survey of 22 users of CA Service Virtualization, Sep 23, 2016, [TVID E0E-DD4-96E](#)

Research by  **TechValidate™**





95% of surveyed IT organizations
rate CA Service Virtualization's
analyst reviews/rankings as
superior to the competition.

TechValidate survey of 96 users of CA Service Virtualization, Aug 29, 2016, [TVID 91F-0E5-9B1](#)

Research by  **TechValidate™**

CA Service Virtualization: Why organizations choose CA Technologies over other vendors

91% of surveyed IT organizations who evaluated HP, IBM, Parasoft, SmartBear or Tricentis rate CA Service Virtualization's **customer references as superior to the competition.**

TechValidate survey of 67 users of CA Service Virtualization, Aug 19, 2016, [TVID 576-8A5-519](#)

96% of surveyed IT organizations who evaluated HP, IBM, Parasoft, SmartBear or Tricentis, rate CA Service Virtualization's **ease of use as superior to the competition.**

TechValidate survey of 69 users of CA Service Virtualization, Aug 19, 2016, [TVID 5CE-315-331](#)

Research by  **TechValidate™**



Why CA Service Virtualization?



ROI



Speed



Quality



ROI

60% of surveyed IT organizations who switched from SmartBear **reduced costs (TCO) by 50% or more** with CA Service Virtualization.

TechValidate survey of 10 CA Service Virtualization users who switched from SmartBear, Aug 23, 2016, [TVID 7E8-BCB-1B1](#)

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ROI

FORRESTER®

- Early defect detection in QA, leading to **\$1 million in average annual savings**
- Development and testing efficiencies equating to **\$306,000 per year in savings**
- Testing environment infrastructure **cost avoidance of \$2.7 million**

Forrester, "The Total Economic Impact™ of CA Technologies Service Virtualization," Dec 2015

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ROI

FORRESTER®

“A good example of flexibility for CA Service Virtualization came from an interviewed organization that had recently gone through a large acquisition. During the integration of the newly acquired company’s systems, there were three applications identified that required load testing not possible with current infrastructure.

The cost to execute this testing would have been over \$11 million for infrastructure alone, but with CA Service Virtualization, all host transactions were virtualized and infrastructure upgrades were avoided.”

Forrester, “The Total Economic Impact™ of CA Technologies Service Virtualization,” Dec 2015



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ROI



“TELUS selected CA Service virtualization and realized annual combined savings of approximately **\$1.4 million** per year from wireline and test environment virtualization.”

—Hugo Sampaio

Director, Information Systems, TELUS

[CA Customer Success Story, 2015](#)



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Speed



“Saved 90% of testing time through the use of automation, and cost savings of \$267,000, in the first year.”

—Helen Byrne

CIO, Head of Testing, Direct Line Group
(using both CA Service Virtualization and
CA Test Data Manager)

[InformationWeek webinar, “Automation, Speed and Quality:
The Keys to Your Continuous Delivery Journey”](#)



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Speed

Con-way

“Con-way saved **two months** of development/testing and increased number of load and performance testing cycles from 1 to 10.”

—Ram Vittal

Principal Enterprise Architect, Con-way

[LinkedIn Slide Share, “Con-way Case Study: Optimizing Application Integration Software Development Lifecycle”](#)

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Speed



“Using CA Service Virtualization, KPN can create virtualized development platforms that react in the same way as its production environment—improving the availability of some of its testing platforms to **almost 90%.**”

—Robin Bleeker

Process Chain Manager, KPN

CA Customer Success Story, “KPN Safeguards Services for Customers with Better Apps and More Cost-effective Development”



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Speed



“MUFG Union Bank shaved **3 months off** its development time and **reduced its cost of testing by 65%–85%** by using CA Service Virtualization.”

—Dane Edwards

EVP and CTO, MUFG Union Bank

Video, “DevOps Transformation at MUFG Union Bank with Service Virtualization,” Jan 9, 2015



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Quality

97% of IT organizations agree: CA Service Virtualization helps our organization **improve the quality** of our applications and **reduce the time** it takes to get those applications to market.

TechValidate survey of 91 users of CA Service Virtualization, Aug 23, 2016, [TVID D5D-84C-B82](#)

69% of surveyed IT organizations who evaluated HP or Parasoft **improved their quality by 35% or more** with CA Service Virtualization.

TechValidate survey of 32 users of CA Service Virtualization, Aug 23, 2016, [TVID 24D-2A6-A20](#)

Research by  **TechValidate™**



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Quality



SunTrust selected CA Service Virtualization and “... identified over 18,000 defects before going into production ... with a defect rate of less than 1% ... cost savings of 22% ... **\$1.97 million dollars in savings.**”

—Beth Johnson

SVP Release and Testing, SunTrust Bank

[InformationWeek webinar, “Automation, Speed and Quality: The Keys to Your Continuous Delivery Journey”](#)



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Virtualization at **ca.com/SV**



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CA Technologies (NASDAQ: CA) creates software that fuels transformation for companies and enables them to seize the opportunities of the application economy. Software is at the heart of every business, in every industry. From planning to development to management and security, CA is working with companies worldwide to change the way we live, transact and communicate—across mobile, private and public cloud, distributed and mainframe environments. Learn more at ca.com.