

On April 14th we will launch a new bundle that includes TestComplete Pro + IQ, CrossBrowserTesting, and BitBar, called UI Test Plus Bundle. We will also deprecate selling the Device Cloud Add-On and going forward Sales should sell CrossBrowserTesting plans instead of the DC add-on.

Device Cloud Add-on:

Q. Why are we doing this?

A. The DC add on caused unnecessary friction and required extra licenses. This will reduce confusion and simplify the selling motion.

Q. How will I know whether to sell Device Cloud add-on or CrossBrowserTesting?

A. We are deprecating sales of the Device Cloud add-on. Going forward, you will simply sell CrossBrowserTesting plans.

Q. Renewals: How does an existing DC add-on customer renew their DC licenses?

A. All Device Cloud renewals will be updated to CBT plans.

Q. Rare case: What happens if users have DC 4 or 9 parallel?

A. We will round it up to next highest CBT plan

TestComplete Device Cloud 9 Parallel (1 Year Subscription) to CrossBrowserTesting Unlimited 10 (Annual Subscription)

TestComplete Device Cloud 4 Parallel (1 Year Subscription) to CrossBrowserTesting Unlimited 5 (Annual Subscription)

Q. How does a customer purchase additional 'Parallels'?

A. All 'Parallels' will be executed on the CBT side. TestComplete itself does not place any restrictions on parallels.

Q. Does TestExecute require any add-ons?

A. No. Tests created in TestComplete will also run in TestExecute without the need for additional add-ons. As long as the customer is within the parallel limit on CBT, they are good.

Q. What about mobile automation and BitBar?

A. BitBar integration will follow a similar process as the CBT integration. All functionality will be available out-of-the-box in TestComplete. Users with a valid BitBar subscription (BitBar Unlimited Live and Automated Mobile App Testing plan) and TC Mobile module can run TC tests on BitBar. The number of parallel tests will depend on the BitBar parallel plan.

UI Test Plus Bundle:

Q. What's included in the bundle?

A.

TestComplete Pro	CrossBrowserTesting	Bitbar
Intelligent Quality add-on	Unlimited automated and live testing	Unlimited automated and live testing
	Two parallels, four users	Two parallels

Q. How much does the bundle cost?

A. USD 10,999 / year (Americas);

USD 12,299 / year; EUR 10,339 / year (International)

Q. Are there any limitations on discounting for the bundle?

A. There is a 5% cap on discounting for this bundle, as it already is discounted 27%. Exceptions to this will need VP Sales approval.

Q. Can I increase this level of discount for a Multiyear (MY) agreement?

A. Yes! If further discounts are needed to incentivize, we encourage a MY agreement, which will have more latitude on discounting.

Q. TestComplete is a perpetual license. Is the bundle subscription or perpetual?

A. This bundle is a subscription and renews annually.

Q. Is the bundle node-locked or floating?

A. The bundle is a floating license. Due to the SaaS nature of CBT and BitBar, it cannot be made into a node-locked license.

Q: How do I know whether I should sell this bundle, or TestComplete Pro with CBT or BitBar?

A: If the customer has a need to test their web or mobile tests across browsers and devices, then this bundle is a good fit.

Q: What about dedicated devices and private cloud for BitBar?

A: Should the prospect require either dedicated devices or a private cloud for BitBar, they will be ineligible for this bundle. You would then sell TC Pro, CBT, and BitBar separately.

Q. My customer does not need IQ. Can I reduce the cost of the bundle and remove it?

A. No, IQ cannot be removed from the bundle.

Q. How many parallels and users are included in the bundle?

A. The bundle includes two parallels for both CBT and BitBar. If customers want additional parallels, there are options for CBT and for BitBar. In terms of user count – CBT has a 4-user limit, BitBar is unlimited / per bundle

Q: Can CBT and BB parallels be shared among several TC users?

A: Yes, parallels can be shared as long as they are within the parallel limit.

Q: An existing TC customer is interested in the bundle. If they purchase a license, can other users not specifically tied to this purchase access CBT and BitBar?

A: Yes, as long as they are within the parallel limit.

Q: What if a prospect wants only TC and CBT or only TC and BB?

A: If the prospect is only interested in one of the device cloud products, they should purchase the two tools separately and not the bundle. However, it might make sense to purchase the bundle if their long-term strategy should include both external web and mobile applications.

Q. A prospect is currently in a trial of TestComplete. How are they able to trial the bundle?

A. They would need to sign up for a CBT and/or BB trial and use those credentials inside TestComplete.

Q. My customer does not want to renew all tools in this bundle. How do I proceed?

A. This is an all-or-nothing bundle. Customers will need to renew all tools.

Q. My customer currently has TC Pro licenses. What is the upgrade path to the bundle?

A. There is no upgrade path per se. The customer can purchase a CBT or BB Automation plan independently and still be able to use the integration.

Q. An existing customer has perpetual licenses and wants to purchase this new TC subscription bundle. Will these new subscription licenses co-exist with old perpetual licenses?

A. No, subscription licenses will require a separate license server and are not stackable.

Q. What does customer support look like for this bundle?

A. Support will work as it does today for TestComplete support cases and will be routed to the appropriate team as needed.