



# Meter iT – Optimize iT

## IT Assets Are Essential to Business

Most Fortune 500 companies are challenged by using too much of their budget on maintenance on already purchased software and hardware – giving them little room for new and strategic investments that can increase productivity and offer cost reduction. Studies show that at least 70% of IT budgets are used to maintain existing resources.

### Businesses need detailed information to fully address common issues:

- Are our IT resources in active productive use?
- Are we able to identify training and support needs?
- Can we scale our agreements according to business needs and take advantage of license sharing over timezones?
- Are we using too much time and effort developing and updating reporting from in-house scripts or 3rd party products to cover our reporting and optimization needs?



**96%**

of organizations surveyed report wasting money on unused software



Organizations have about a

**65%**

chance of being audited by at least one software vendor each year

## Achieve Global IT Efficiency with Open iT

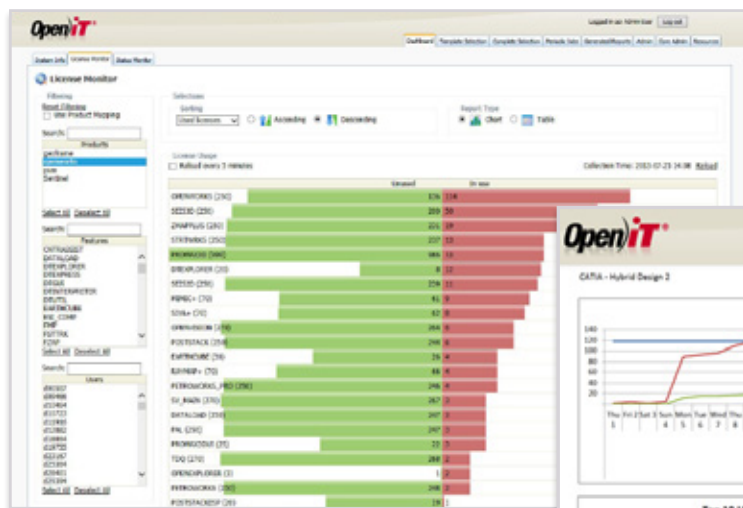
### Track and View Usage Across Every Location, Project and Platform

Open iT's advanced metering and reporting solutions allow you to view usage across multiple sites. Data is synchronized from several sources to deliver a complete view of global usage.

### Get a Centralized View of All Software License and Application Usage

Gather detailed and accurate usage statistics of all your software licenses across any combination of local or global license servers – no changes in the infrastructure are needed to report on any level of usage in your organization.

- Supports common license managers such as FlexLM/FlexNet Publisher, IBM LUM, Reprise, Sentinel RMS, Abaqus, Bentley Select LM, DSLS, Green Hills, HQMS, LM-X, LS-DYNA, MathLM, SlickEdit and others
- Meters all applications and processes for every user or for selected groups



### Flexible Powerful Reporting

- Real-time and historic trends
- Dynamically links with your present tools
- Open iT supports pre-defined templates and advanced custom reports



“ Open iT is a great tool for anyone who needs true license accountability. ”

– Aviation & Aerospace Customer

Cost optimization goes beyond cost savings – it's about getting the most from every dollar spent. Our sophisticated software monitoring tools help you gather information about who, what, when, where and how IT assets are being used.

## 10 Areas Where Open iT Impacts the Bottom Line

1. Simulate different licensing agreements based on actual usage profiles
2. Identify dormant or underutilized software for renewals and lease agreements
3. Streamline software audits and avoid non-compliance penalties
4. Forecast usage trends for more accurate budget planning
5. Automatically harvest inactive licenses
6. Facilitate chargeback and pay-per-use agreements
7. Review user patterns to identify training needs and user champions
8. Improve workflow analysis and communications between business units
9. Shorten transition periods for phasing in new versions and applications
10. Document best practices and enable company-wide innovation



## Customer Success Story

### Burlington Resources

Acquired by ConocoPhillips

**GOAL:** Reduce software costs while improving the quality and quantity of work performed.

**SOLUTION:** Implemented Open iT LicenseAnalyzer

**RESULTS:** Reduced unused/underutilized software licenses by 36% during first year, and 19% during second year in maintenance, freeing up budget for investments in new and strategic software.



*Open iT Customers Achieve ROI  
Within the First Year of Use*

## Proven Results

Open iT customers include Fortune 1000 companies and research organizations in various industries such as energy, automotive, aerospace and manufacturing sectors.



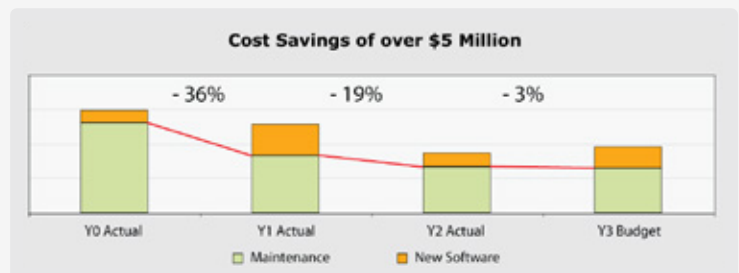
Saved \$1.35 million  
on the first year



Reduced overall  
software costs  
by 10%



Yielded 47%  
reduction on software  
maintenance costs



**BUSINESS BENEFIT:** In addition to hard dollar savings, the company also experienced business growth that was linked back to efficient use of new standardized tools.

“The overall business impact of creating a more disciplined, value-oriented culture resulted in annual business savings of 20 times the IT savings.”

– Dan Shearer, Technology Enhancement Manager,  
Burlington Resources

**Get Started**

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Let us show you how Open iT can help you get more from your global IT resources. To schedule a live online demonstration, contact: [sales@openit.com](mailto:sales@openit.com)

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