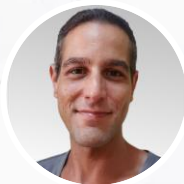


VISIBILITY MATTERS

How Companies Can Save Over 30% on Engineering Software



Sagi Reuven
Solutions Architect



28 September 2022

Session 1:



3:00 PM (UTC +2)

Session 2:



9:30 AM (UTC -5)

ABOUT THE SPEAKER

- Highly experienced in customer relationship management
- Impressive portfolio involving high-profile clients from multiple verticals
- Work in various technical environments, develop resources, and offer a unique perspective on product development
- Client-focused
- Successfully helps companies optimize their IT Assets
- Strong background in Computer Software Engineering



Sagi Reuven
Solutions Architect

Open iT Solution



Visibility



Optimization

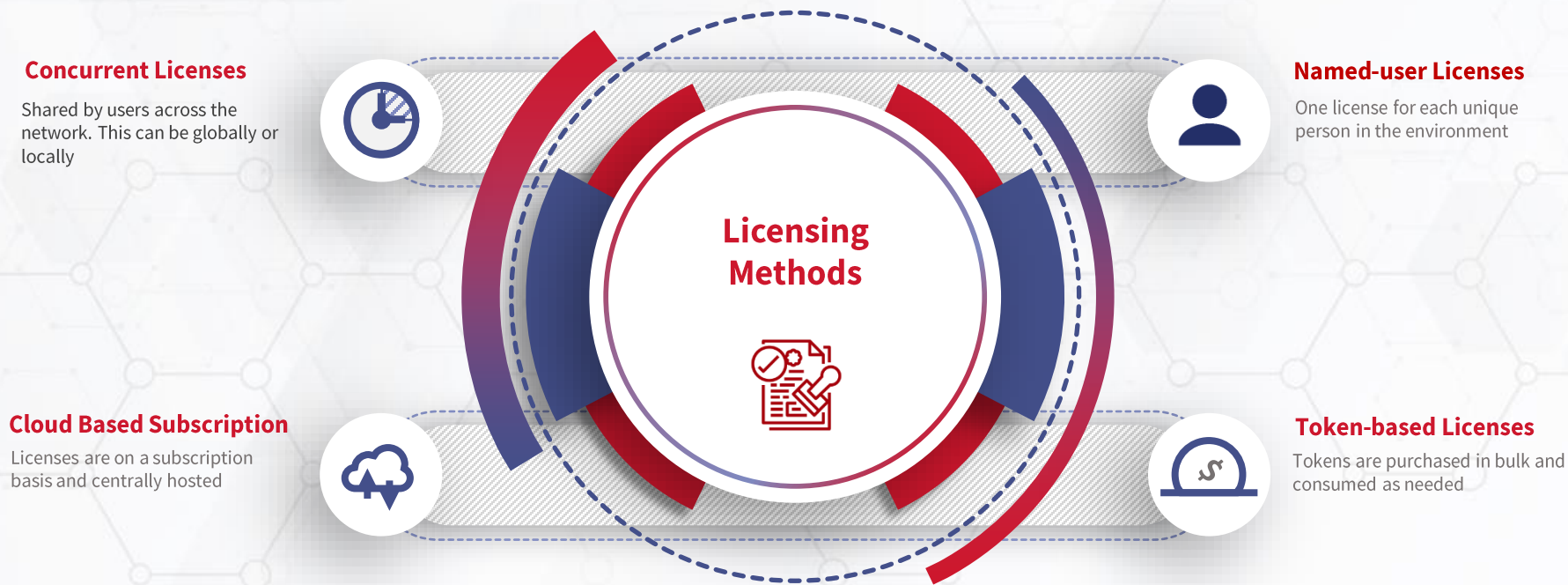


Open iT Team

Organizations are unable to effectively manage their engineering application licenses without usage information and analytics



Common Licensing Models of Technical Applications



Which concurrent license agreement type is best for you?



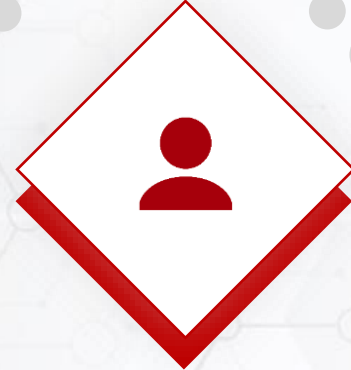
Regional Agreement

Local concurrent Licenses.
Shared with restriction to use
licenses in one building, city,
country or region.



Global Agreement

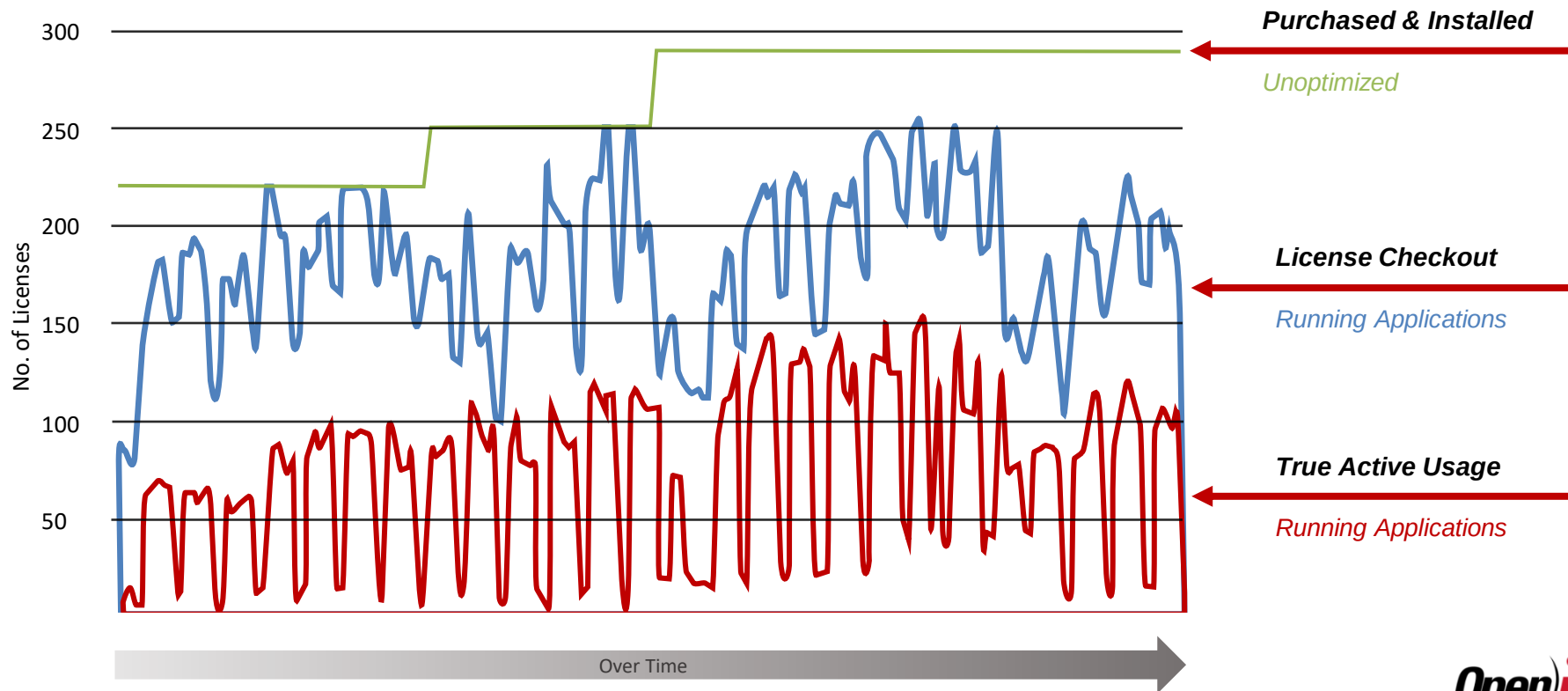
Worldwide concurrent
licenses or WAN. Shared
with all users within the
company globally.



Standalone or Distinct

The simplest license model.
Authorize application usage
in a single node or user
without requiring company
network connection.

Full depth of licensing information from ownership to individual unit usage is required to make effective license management decisions

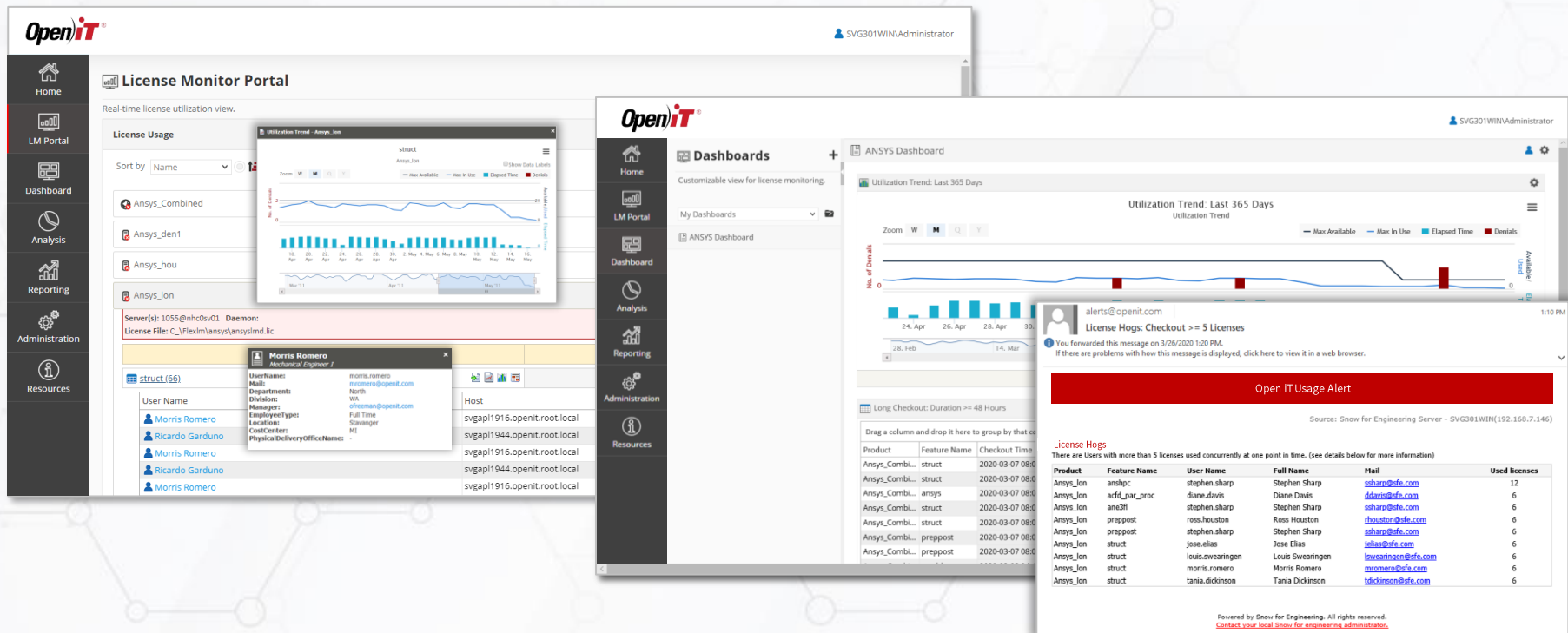


| Open iT

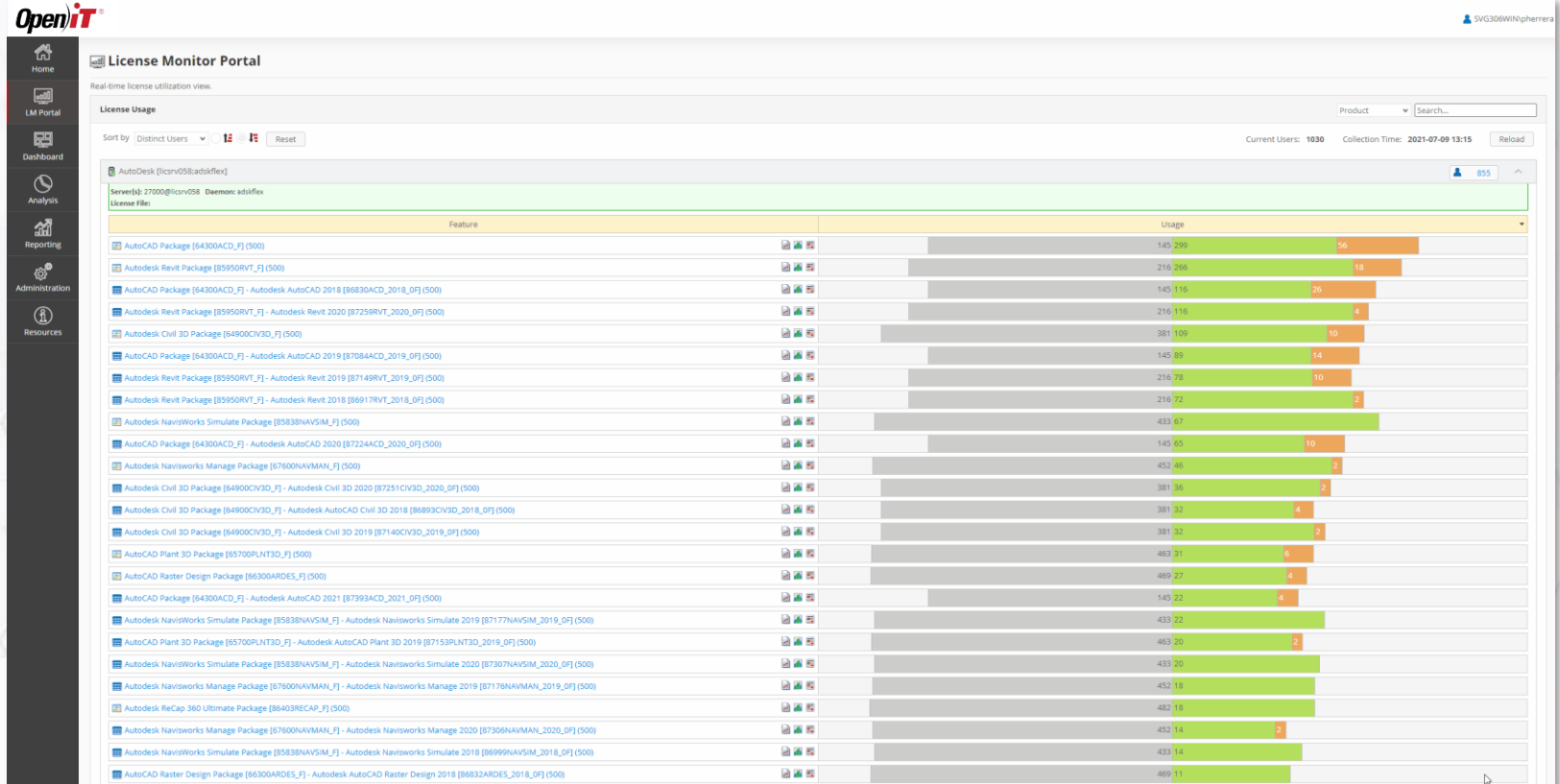
- Designed to manage the complexities of your Technical & Engineering Applications
- Provides out of the box management of most Engineering Applications
- Measures the “True Active Usage” of licenses and identifies huge savings potential
- Automates harvesting of inactive licenses
- Simulates license agreements
- Reports in existing BI tools



Web Based Dashboard



Real-time License Monitoring



License Usage Heatmap

LA - Week Hour Heatmap

Presents a heatmap of Max In Use values across each hour of the week.

Product: AUTPRAP9;MAPTEK
Feature: VULCANRTHotswap

From: 7/1
Until: 9/18

Max available: 154
Max in use: 116

Within 99% use: 101
Within 95% use: 92

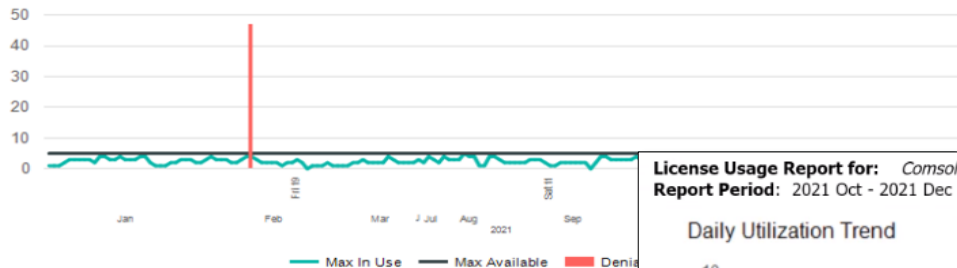
Max in use																								
Day\Hour	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
Sun	4	4	4	4	4	4	5	30	74	74	70	70	75	73	70	82	82	82	79	77	48	11	7	7
Mon	6	5	5	5	5	5	8	34	74	79	84	95	100	105	98	101	110	105	112	97	55	11	8	7
Tue	7	7	7	6	6	5	7	33	69	82	90	107	106	102	103	108	110	112	105	93	53	12	7	6
Wed	6	6	6	7	7	7	7	27	61	82	88	96	95	107	106	106	115	112	108	89	56	12	7	7
Thu	6	5	4	5	5	4	5	29	71	77	92	102	101	107	101	106	105	110	106	86	55	12	8	5
Fri	5	5	5	5	4	5	5	27	68	78	91	100	101	106	108	110	116	115	108	92	59	11	5	5
Sat	6	6	5	6	5	5	6	36	74	77	73	69	70	71	70	82	85	79	83	80	56	12	6	5

Legend:  116

License Denial Events

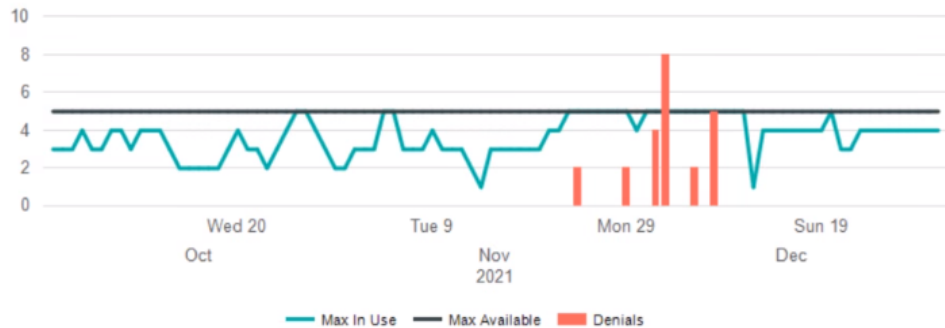
License Usage Report for: *Comsol RD - CADIMPORT*
Report Period: 2021 Jan - 2021 Dec

Daily Utilization Trend



License Usage Report for: *Comsol RD - CADIMPORT*
Report Period: 2021 Oct - 2021 Dec

Daily Utilization Trend



License Efficiency with Percentiles

- VULCAN cost starts at **\$2,000 USD**
- Customer owns **154** licenses
- License Efficiency recommended **101** at 99%
- Cost Avoidance = **Min \$ 110,000 USD**



Chargeback by Dept, Project, Etc

Advanced Invoicing



www.openit.com

Account Information:

Attention to: John Smith <jsmith@example.com>
Cost Center: 11-855
Description: Monthly Charges for Autodesk

Billing Summary:

Period: 2017-01-01 00:00 to 2017-02-01 00:00
Fixed Charges: \$600.00
Usage Charges: \$25,600.00
Total Amount: \$26,200.00

Charges Detail

Fixed Charges:						\$600.00	
Type	Product	Name	Unit	Units Included	Amount		
Feature	mit05;adskflex	Autodesk Inventor Publisher	DU 1D	2.00	\$600.00		
Usage Charges:						\$25,600.00	
Type	Product	Name	Unit	Total Usage	Exceeding Usage	Unit Cost	Amount
Feature	mit05;adskflex	Autodesk Maya	DU 1M	57.00	12.00	\$510.00	\$6,120.00
Feature	mit05;adskflex	Autodesk Vault Professional	DU 1M	56.00	24.00	\$120.00	\$2,880.00
Feature	mit05;adskflex	Autodesk Simulation Mechanical	DU 1M	41.00	15.00	\$640.00	\$9,600.00
Feature	mit05;adskflex	Autodesk Simulation CFD Advanced	DU 1M	35.00	10.00	\$700.00	\$7,000.00

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Raw data

threshold unique
ad-hoc filter

Cost Generators

Facility

Servers

Cloud

Invoices

distribute

Cost Centers

Departments

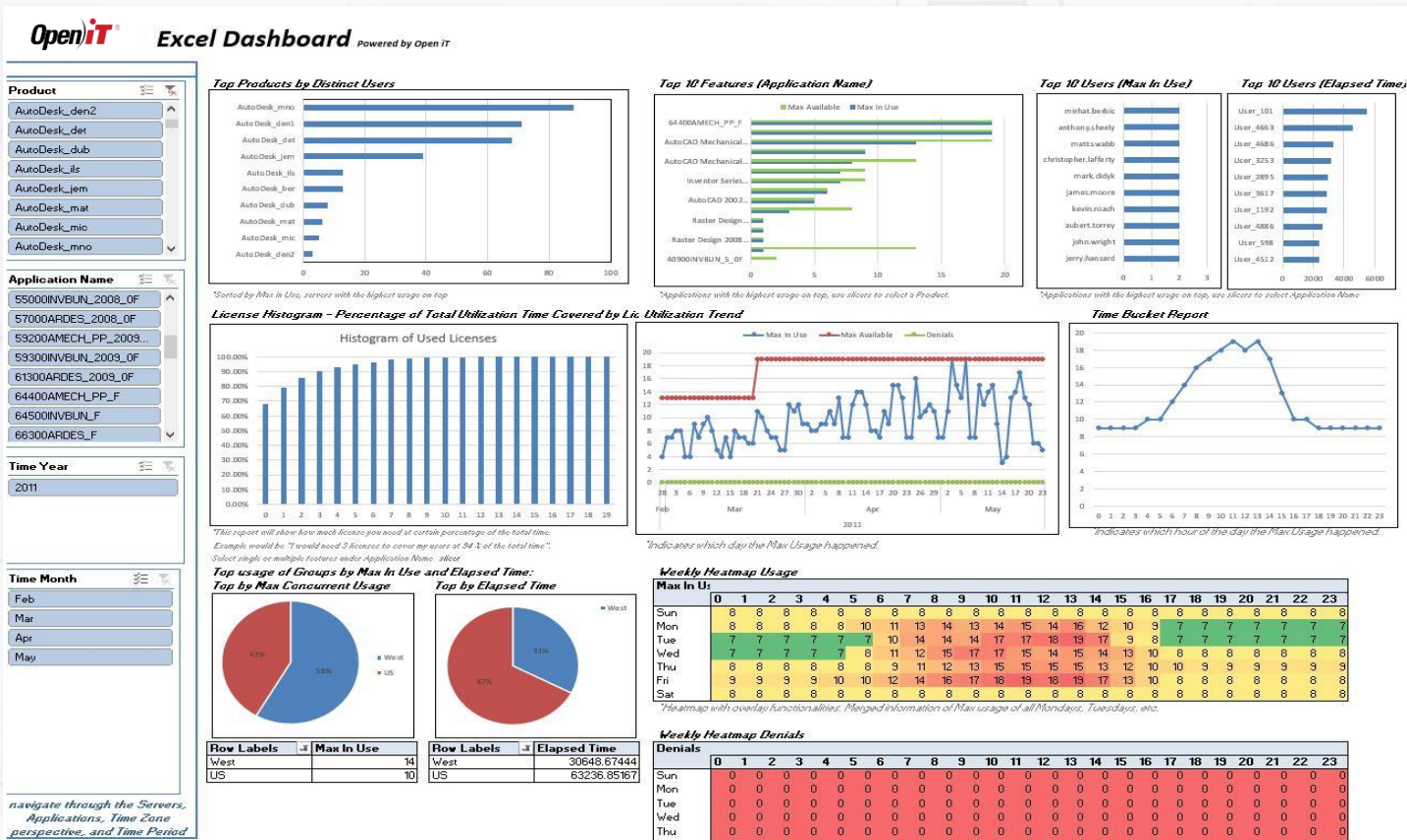
Projects

Companies/Legal Entity

DATA ANALYSIS INTEGRATIONS



Excel Dashboard

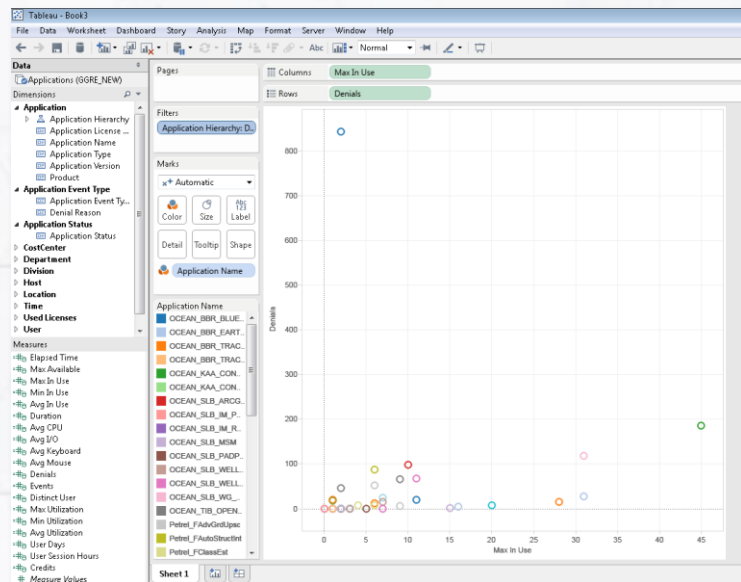


Power BI Dashboard

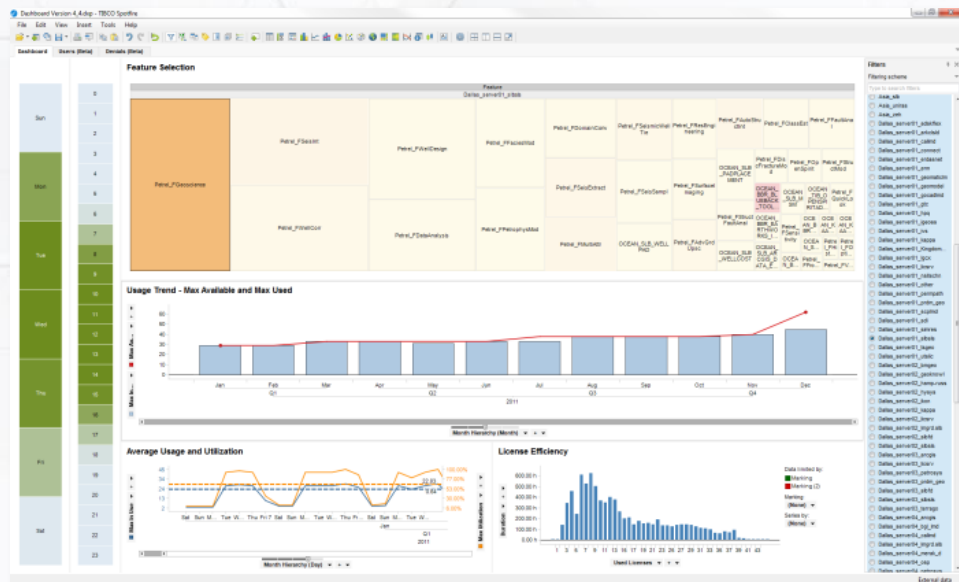


Spotfire

Tableau



Spotfire



CUSTOMER CASE STUDY

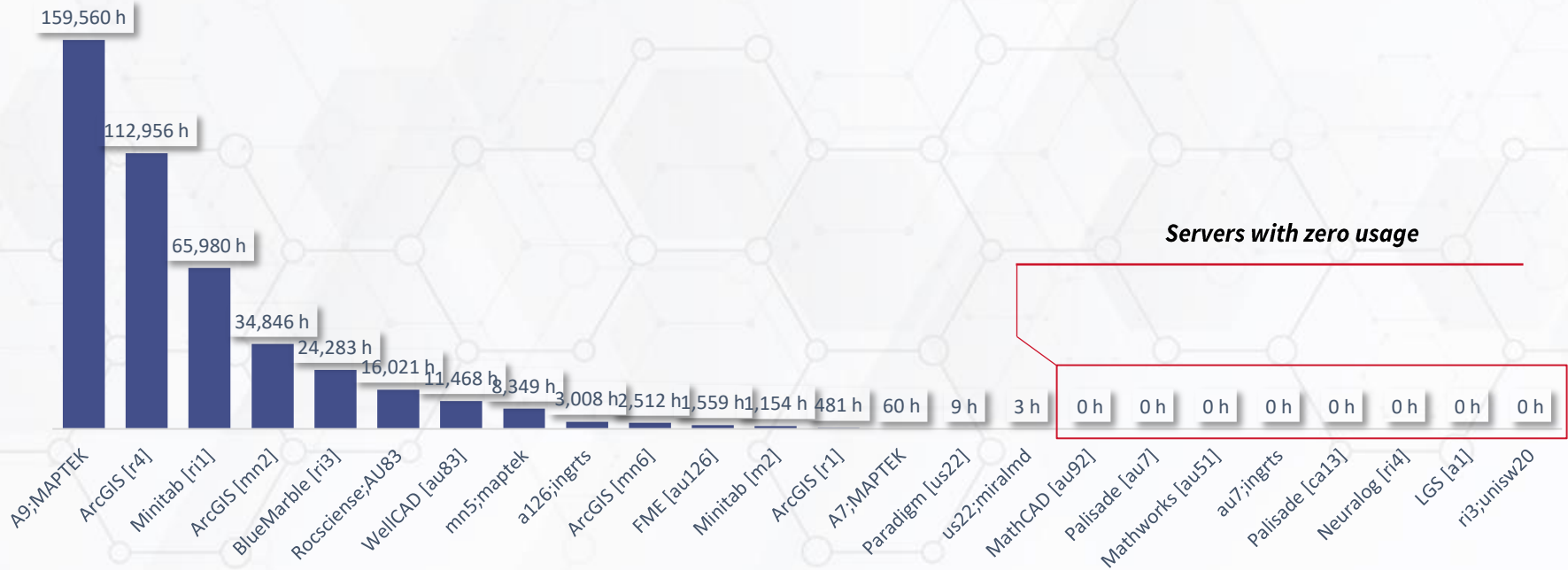


Global Mining Company

- Challenge
 - Engineering and mining applications are partly responsible for huge software expense
 - With over a thousand users, they have no control or visibility on how many licenses are actually being used and by whom
- Solution
 - LicenseAnalyzer™ 2022 Level 1

Engineering and Geo Applications

Overview by Elapsed Time Q2,Q3



Unused Licenses Potential Savings for Engineering Software

Row Labels	Max Available	Max In Use	Elapsed Time	Unused	Approximate Cost	Potential Savings
Minitab [ir1]	320	40	65,979.83 h	280	\$500.00	\$140,000.00
UA9;MAPTEK	154	116	159,560.17 h	38	\$5,000.00	\$190,000.00
ArcGIS [ir4]	101	27	112,956.00 h	74	\$100.00	\$7,400.00
BlueMarble [ir3]	37	20	24,283.19 h	17	\$1,700.00	\$28,900.00
ArcGIS [nm6]	35	22	2,511.83 h	13	\$100.00	\$1,300.00
ArcGIS [nm2]	35	33	34,846.00 h	2	\$100.00	\$200.00
ua7;ingrts	24	0	0.00 h	24	\$200.00	\$4,800.00
WellCAD [ua83]	17	9	11,468.33 h	8	\$3,700.00	\$29,600.00
Minitab [nm2]	10	5	1,154.33 h	5	\$500.00	\$2,500.00
MathCAD [ua92]	10	1	0.17 h	9	\$1,800.00	\$16,200.00
Rocscience;UA83	8	8	12,840.50 h	0	\$4,900.00	\$0.00
FME [ua126]	6	3	1,559.00 h	3	\$14,000.00	\$42,000.00
ArcGIS [ir1]	4	1	481.25 h	3	\$100.00	\$300.00
nm5;maptek	3	3	8,349.00 h	0	\$5,000.00	\$0.00
ua126;ingrts	2	1	3,007.50 h	1	\$200.00	\$200.00
Palisade [ac13]	1	0	0.00 h	1	\$0.00	\$0.00
ir3;unisw20	1	0	0.00 h	1	\$0.00	\$0.00
Paradigm [su22]	1	1	9.25 h	0	\$0.00	\$0.00
Mathworks [ua51]	1	0	0.00 h	1	\$0.00	\$0.00
su22;miralmd	1	1	2.67 h	0	\$0.00	\$0.00
UA7;MAPTEK	1	1	60.17 h	0	\$0.00	\$0.00
Palisade [ua7]	1	0	0.00 h	1	\$0.00	\$0.00
LGS [ua1]	1	0	0.00 h	1	\$0.00	\$0.00
Neuralog [ir4]	1	0	0.00 h	1	\$0.00	\$0.00
Grand Total	775	292	439,069.19 h	483		\$463,400.00

Three Levels of LicenseAnalyzer

1

Monitor License Usage

Increase productivity and reduce costs with a sophisticated usage metering tool – showing where licenses are used, for how long and by whom





Three Levels of License*Analyzer*

Analyze Application Activity

2

Get full visibility of active/inactive usage across the enterprise to ensure the optimum number of licenses are maintained

Three Levels of LicenseAnalyzer

3

Deploy Licenses Efficiently

Free up licenses from inactive applications to ensure effective use and reassign them in line with business priorities





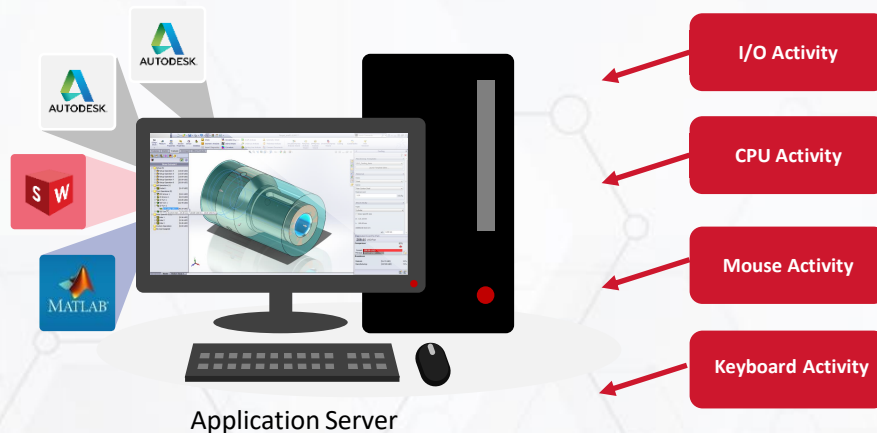
LEVEL 2

ACTIVE VS INACTIVE USAGE

Level 2

Analyze Application Activity

- Ability to meter and report if user is Active/Inactive while license is checked out.

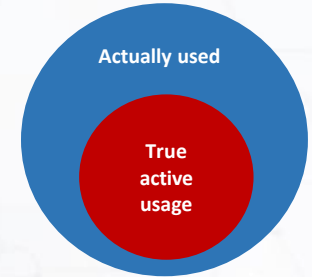
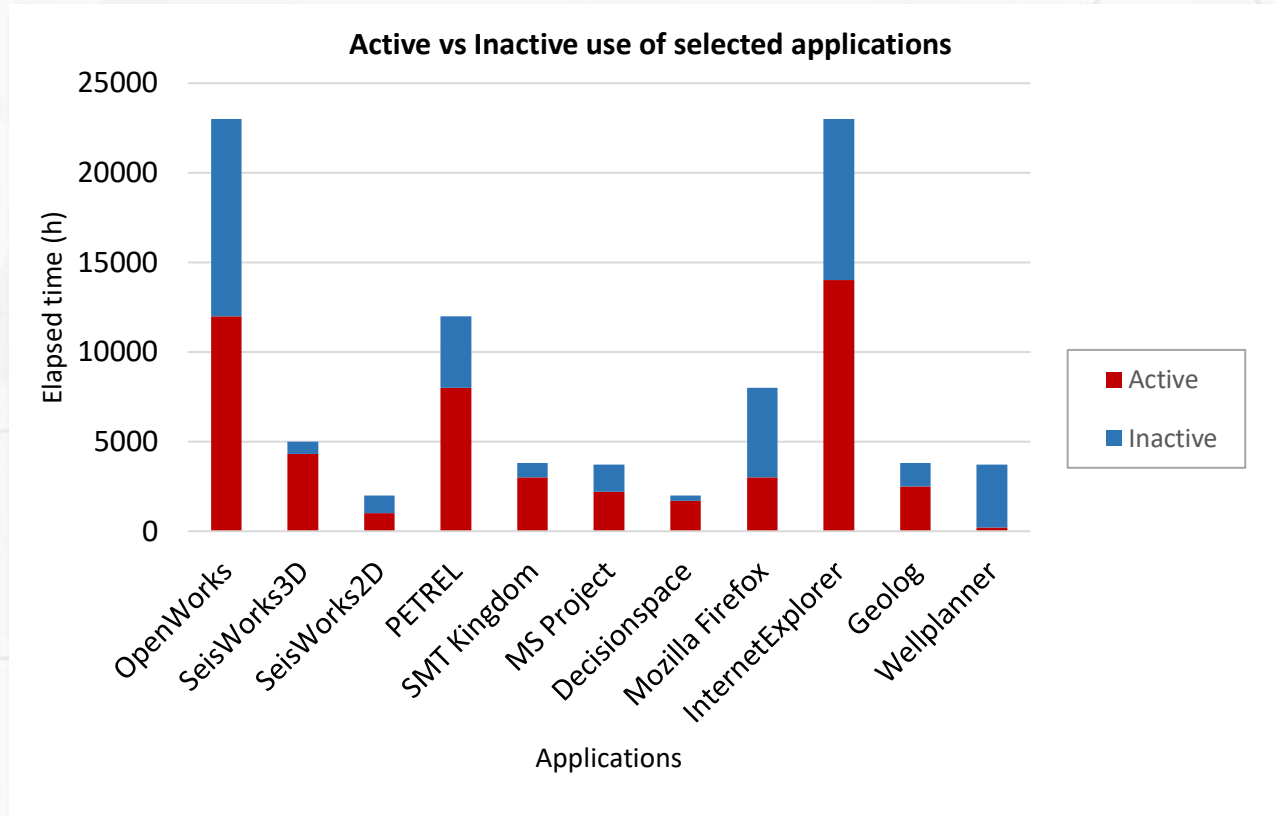


Application Name	Username	Active Time	Inactive Time
Autodesk	User97	12,176.85	15,357.42
	User98	339.85	51.57
	User102	8,841.23	7,799.98
	User104	588.23	268.92
	User109	644.12	2,355.62
	User112	1,526.70	3,975.65
	User114	870.10	1,038.10
	User115	3,525.20	1,618.40
	User116	10,465.58	2,585.92

Application Usage Metrics



Perceived Use vs. Actual Use





LEVEL 3

AUTOMATED LICENSE HARVESTING

Level 3

Deploy Licenses Efficiently

- Ability to notify, terminate or suspend an application based upon inactivity policies and thresholds.

Detect, Meter and Report

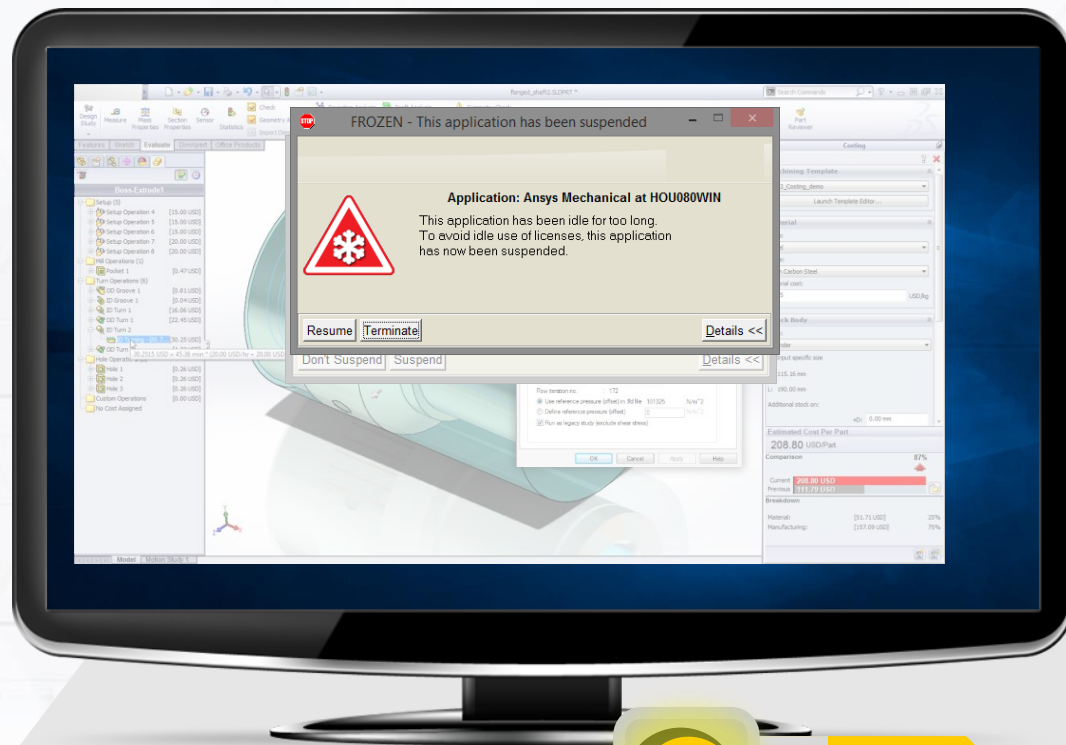
Workstation Agent

User Warning!

Pop-up

Action Complete

Pop-up



POLICY



IDLE

ACTIVE

User-Centric Application Monitor



SVG206WINMarketing

Home

LM Portal

Dashboard

Analysis

Reporting

Administration

Resources

User-Centric Application Monitor

Real-time User-Centric Application Usage View.

In Use

INDESIGN	# PID: 44120	9/22/2020, 3:07:18 PM	SCG85071GX none
BENTLEY MICROSTATION	# PID: 21768	9/23/2020, 3:54:26 PM	CND7506B29 none
AUTODESK	# PID: 8072	9/23/2020, 11:44:53 AM	XXX5FTHH92 none
AUTODESK	# PID: 132	9/23/2020, 2:40:06 PM	XXXB36KQM2 none
CHROME	# PID: 19908	5/4/2021, 3:15:33 PM	V2019003WIN none

Suspended

AUTODESK	# PID: 7124	9/23/2020, 4:10:06 PM	CND74580J8 none
AUTODESK	# PID: 18404	9/23/2020, 3:10:05 PM	CND6125X7C none
AUTODESK	# PID: 19400	9/23/2020, 3:50:06 PM	XXXB36KQM2 none
SOLIBRI	# PID: 21800	9/21/2020, 11:00:07 PM	CZC851735X none
EL-VIS	# PID: 34484	9/21/2020, 1:13:09 PM	5CD8244QBX none

Search:

View:

Terminated

Filter: All

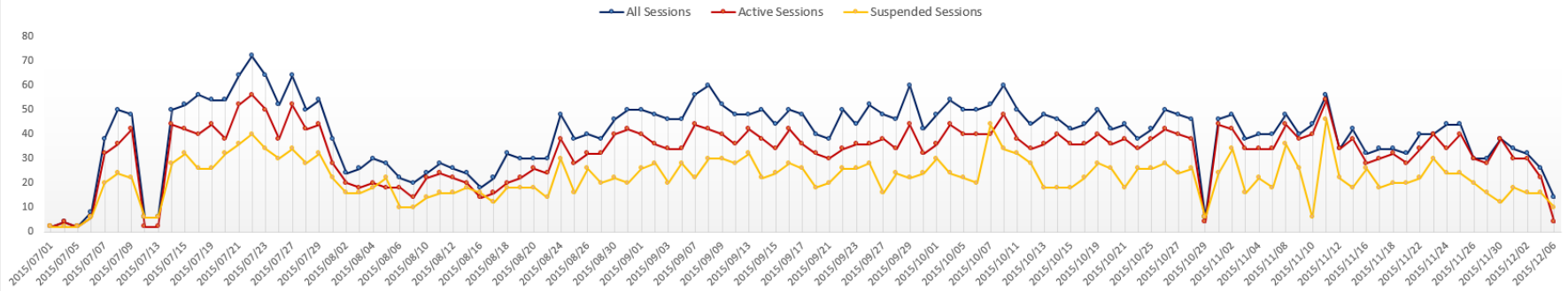
AUTODESK	# PID: 37980	9/23/2020, 4:10:05 PM	XXX5GBCH92 C:\programdata\openit\data\temp\freeze\autosaves\autosave_25712_20200923T041005
STRUSOFT FEM-DESIGN 3D STRUCTURE	# PID: 15720	9/23/2020, 4:00:29 PM	CND726SLG2 C:\programdata\openit\data\temp\freeze\autosaves\autosave_25712_20200923T040029
AUTODESK	# PID: 25712	9/23/2020, 3:50:07 PM	XXXB33NQM2 C:\programdata\openit\data\temp\freeze\autosaves\autosave_25712_20200923T093507
AUTODESK	# PID: 14088	9/23/2020, 3:50:06 PM	XXX5FTHH92 C:\programdata\openit\data\temp\freeze\autosaves\autosave_25712_20200923T035006
AUTODESK	# PID: 16424	9/23/2020, 3:40:06 PM	CND75018M5 C:\programdata\openit\data\temp\freeze\autosaves\autosave_25712_20200923T093406
BLUEBEAM	# PID: 14944	9/23/2020, 3:30:08 PM	CND81003J3 C:\programdata\openit\data\temp\freeze\autosaves\autosave_25712_20200923T033006
STRUSOFT FEM-DESIGN 3D STRUCTURE	# PID: 26484	9/23/2020, 3:28:31 PM	CND726SLG2 C:\programdata\openit\data\temp\freeze\autosaves\autosave_25712_20200923T032831
SOLIBRI	# PID: 23536	9/22/2020, 5:20:09 PM	CND64605BT C:\programdata\openit\data\temp\freeze\autosaves\autosave_25712_20200922T052009

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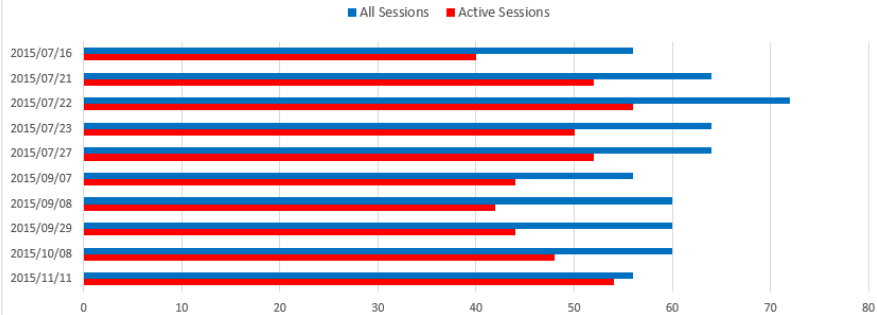


Robust reporting capabilities

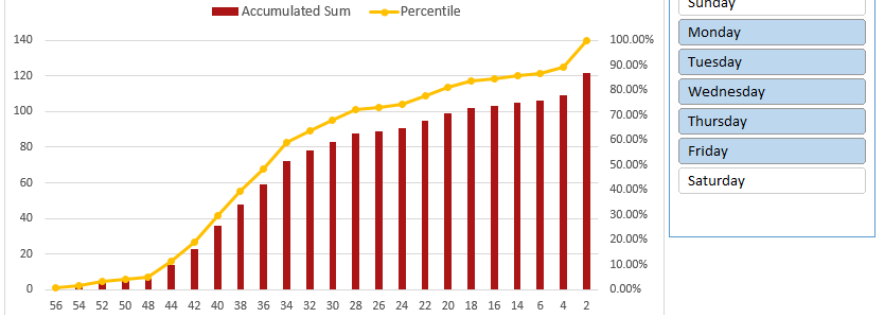
Daily Max Trend Usage - All, Active, and Suspended



Peak Instances - Top 10 days



Efficiency - Active Licenses with Percentile of Total Use



Day

Sunday

Monday

Tuesday

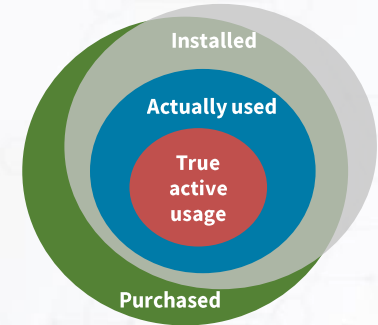
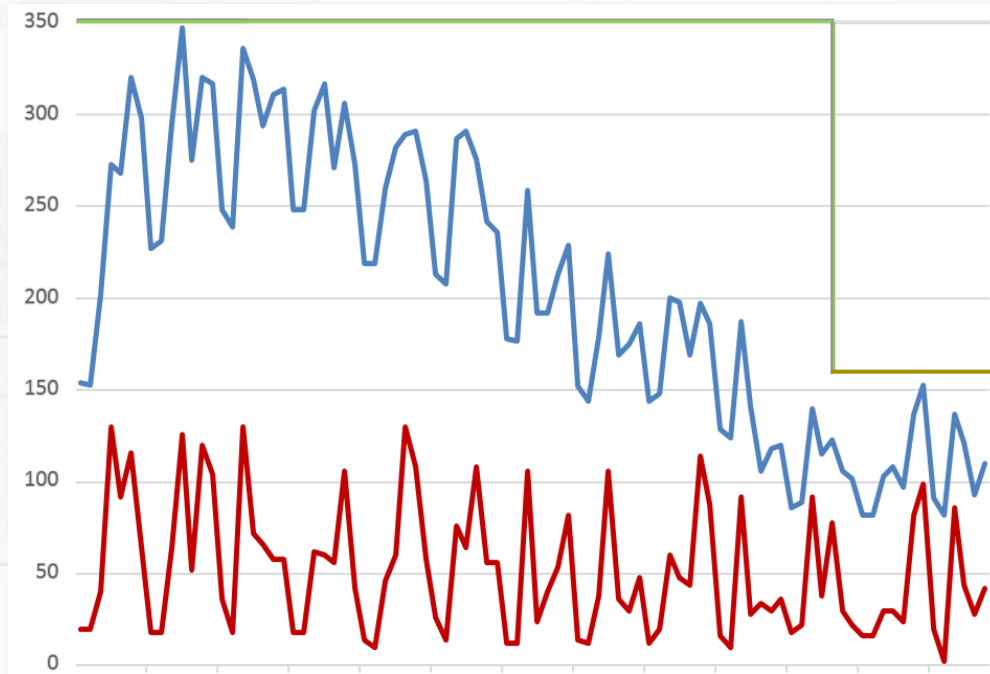
Wednesday

Thursday

Friday

Saturday

What's Really Going on with my Licenses?



Licenses

(Purchased & Installed)

Applications

(Running)

Applications

(True Active Usage)

Supported License Managers

Abaqus/Elan
Aladdin Hardlock (NetHASP)
Altair License Manager
Altium
Animator
Bentley Hosted
Bentley Select
Beta LM
ClearCase
DSLS
Easy Copy
Encom
Enterprise Architect LM
EOD (Exceed on Demand)

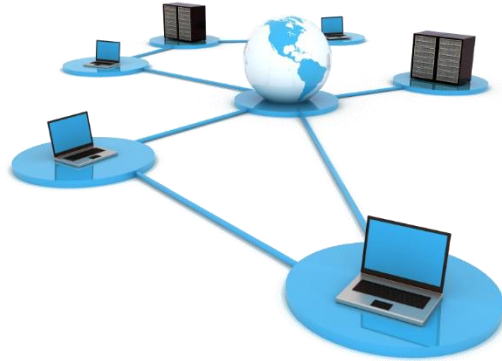
Fekete License
Manager
FLEXlm/FlexNet
GHSIm (Green Hills)
Hexagon ISL
Honeywell ULM
HQMS
IBM LUM
Jazz Team Server
JetBrains
LM-X
LS-Dyna
Materialise
MathLM
Olicense

OrcaFlex (Orcina License Manager)
Parasoft License Server
Peloton
Reprise (RLM)
Sentinel HASP (NetHASP)
Sentinel RMS
SlickEdit
SmartPlant
STI License Manager
TEBIS
Vector (Dongle)
V-Ray
Codemeter (Dongle)
Wibukey (Dongle)

Open iT is continually expanding the number of license servers supported.

Understanding Business Challenges

Our mission is to help companies around the globe **reduce the cost and complexity of managing corporate IT assets** with solutions that meter, report and **optimize** software.





Getting Started

Steps to Achieving License Optimization Goals



The Complete Open iT Experience

Project Team

- Delivery & Training
- Reports/Dashboards/Alerts
- Business Solutions Consultant
- Project Manager

Sales, Post Sales & Support

- Account Manager
- Customer Success Manager
- 24 x 5 Support
- Report Building
- Training

Professional Services

- Managed Services
- Consulting
 - Vendor Negotiations
 - Vendor Analysis
- Chargeback

Visibility Matters:

How Companies Can Save Over 30% on Engineering Software

Questions?



Sagi Reuven
Solutions Architect

Send me an email:
✉ sreuven@openit.com

Thank You!

Open*iT*[®]

Talk*)*iT

PODCAST



**Talk iT: A SAM for
Engineering**

podcast@openit.com



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