

# HARNESS THE POWER OF YOUR USAGE DATA



**Linda Cole**

Sr. Solutions Architect



**Session 1:**

4 April 2023 (Tue) | 10:00 AM (UTC -5) / 5:00 PM (UTC +2)



**Session 2:**

5 April 2023 (Wed) | 11:00 AM (UTC +8) / 1:00 PM (UTC +10)



Without data  
you're just  
another person  
with an opinion.

W. Edwards Deming

# Why it's Difficult

## Concurrent Licenses

Shared by users across the network. This can be globally or locally



## Named-user Licenses

One license for each unique person in the environment



## Cloud Based Subscription

Licenses are on a subscription basis and centrally hosted



## Token-based Licenses

Tokens are purchased in bulk and consumed as needed



## Licensing Methods



# How We Can Help



**Usage Analysis**



**Cost Impact  
Analysis**



**Simulate License  
Agreements**



**Assistance with  
Vendor Negotiations**



**Data Mining**



**Contract  
Review**



**Data  
Normalization**



**Industry  
Insights**

# Additional Services



**Tool  
Management**



**License Server  
Management**



**License File  
Management**



**Assistance with  
Forecasting**



**Personalize  
Reporting**



**Dashboard  
Creation**



**Process Review  
Workshop**

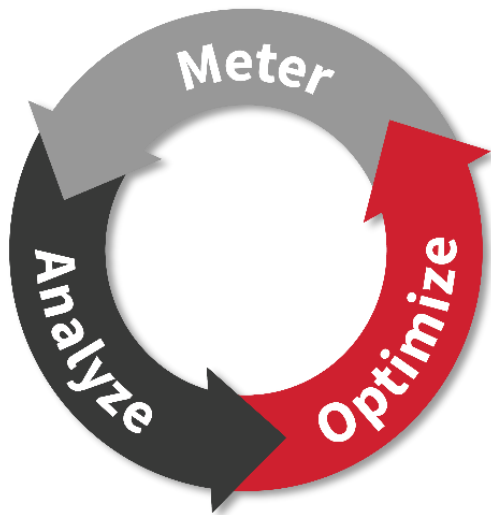


**Chargeback**

# Who We Are

**Dedicated to Optimizing IT Assets.**  
**Trusted partner to Meter, Analyze and Optimize software, cloud, and SaaS usage.**

Founded in 1999, present in three continents, serving all time zones, with 180+ employees worldwide.



We serve all time zones, sales partners, and customers on six continents.

Positive financial result every year since 2002.

# Top Industries We Serve



**Energy**



**Engineering**



**Aerospace & Defense**



**Automotive**



**Government**



**Electronics & IT Hardware**

# Insights Take Many Forms

- Forecast to Actuals
- Usage by Location
- Distinct User Counts
- License Efficiency
- Usage Heat Maps
- Simulation of Agreements
- Cost Impact Analysis
- Which License Type is Best
- Active vs Inactive Usage
- Token Consumption
- Usage Trends





# Forecast to Actual Reporting




## License Forecast to Actual

Date Range: 10/1/2021 - 12/31/2021

Department	Product	SubProduct	Forecasted License	Cost of Forecasted License	Dept Usage	Dept Usage Cost	Delta to Forecast	Cost of Delta	Utilization
Dept: 75489	CATIA RD	AB3	60	\$247,422.66	52	\$214,432.97	8	\$32,989.69	86.7%
Dept: 82999	CATIA RD	AB3	10	\$41,237.11	8	\$32,989.69	2	\$8,247.42	80.0%
Dept: 88145	CATIA RD	AB3	5	\$20,618.56	3	\$12,371.14	2	\$8,247.42	60.0%
Dept: 90112	CATIA RD	AB3	20	\$82,474.23	24	\$98,969.08	-4	-\$16,494.85	120.0%
Dept: 92104	CATIA RD	AB3	5	\$20,618.56	1	\$4,123.71	4	\$16,494.85	20.0%
Dept: 95351	CATIA RD	AB3	5	\$20,618.56	1	\$4,123.71	4	\$16,494.85	20.0%
Dept: 85562	CATIA RD	AB3	250	\$1,030,927.83	226	\$931,958.76	24	\$98,969.07	90.4%
<b>Total: Forecast to Actual</b>								<b>\$164,948.46</b>	

# Usage by Location

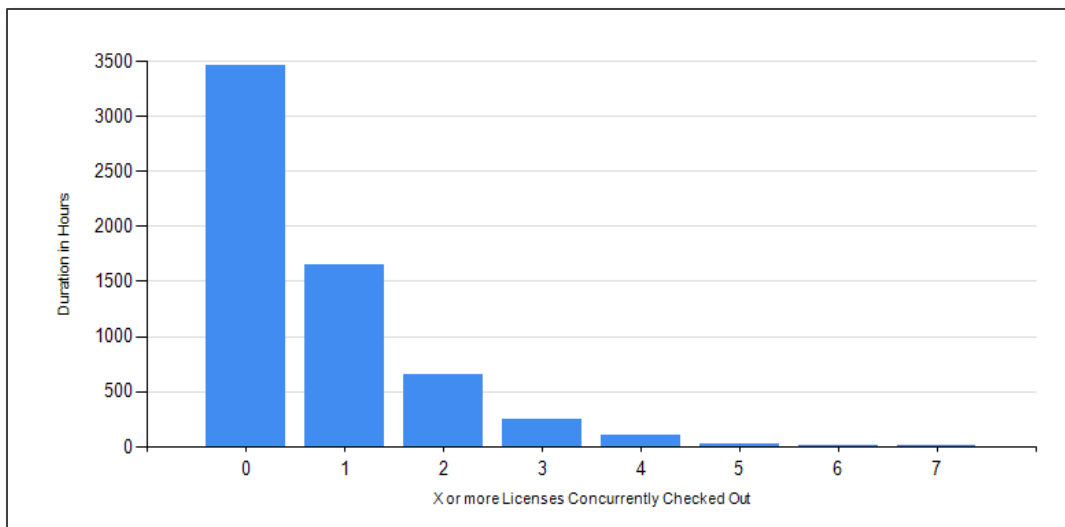
<div>  <b>Max Concurrent by Location</b> </div>										
Max In Use	User Location									
Application Name	HOUSTON	DENVER	SACRAMENTO	CHICAGO	CHARLOTTE	LOUISIANA	WOODLANDS	KANSAS CITY	ATLANTA	BOSTON
ANSYS Additive Print		1	1	1		1			1	1
ANSYS CFD Enterprise			1	1	1	1	1		1	1
ANSYS CFD Enterprise Solver			3	2					2	1
ANSYS CFD Premium Solver										1
ANSYS CFD PrepPost			2	3					2	2
ANSYS DesignModeler	3	1	2	2	2	2	4	3	2	4
ANSYS Geometry Interface for Autodesk					1					
ANSYS Geometry Interface for Creo Elements/Direct Modeling						1				
ANSYS Geometry Interface for Creo Parametric				1						
ANSYS Geometry Interface for NX								1		
ANSYS HFSS					1					
ANSYS HPC	48	36	51	96	117	78		26	39	72
ANSYS HPC Pack	1		6	6	2	1	5	3	2	6
ANSYS Maxwell					2					
ANSYS Maxwell 3D with Emag	1							1	1	1
ANSYS Mechanical CFD			1	1	1	1	1	1	1	1
ANSYS Mechanical Enterprise	2	1	1	1		2			1	
ANSYS Mechanical Enterprise PrepPost	3	5	3	7	6	4	5	4	4	4
ANSYS Mechanical Enterprise Solver	4	4	4	10	9	6	5	2	3	6
ANSYS Mechanical Pro			1	1			1	1	1	3
ANSYS Motor-CAD					1					
ANSYS Optimetrics (For HFSS, Q3D Extractor, Maxwell)				1	1				1	
ANSYS Sherlock					1					
ANSYS Siwave					1					
ANSYS Spaceclaim		3	3	3	2	3	1	2	5	2
ANSYS_ACDI ADPrepost									1	4
ANSYS_Electronics 2d GUI					2					
ANSYS_Electronics 3d GUI					3					
ANSYS_Electronics CKT GUI					2					
ANSYS_Fluent Setup Post			1					1		2
ANSYS_M3DFS QS Solve					2					
ANSYS_M3DFS Solve					2					
Geometry Interface for Creo Elements/Direct Modeling						1				
Geometry Interface for Creo Parametric							1			
<b>Grand Total</b>	<b>48</b>	<b>36</b>	<b>51</b>	<b>96</b>	<b>117</b>	<b>78</b>	<b>5</b>	<b>26</b>	<b>39</b>	<b>72</b>

# Uncover Concurrency Figures



License Efficiency Chart: server1;ansyslmd

Application Name	Max Available	Max In Use	Within 99% use <sup>1</sup>	Within 95% use <sup>1</sup>
ANSYS CFD PrepPost	7	7	4	3



Minimum # of Licenses	Duration in Hours	Duration in % of Total
7	0.67	0.02 %
6	11.42	0.33 %
5	30.67	0.89 %
4	100.50	2.91 %
3	254.17	7.36 %
2	648.92	18.78 %

# Choose Optimization Approach



ANSYS Product	M&S	Max Available	Business As Usual - Zero Impact		Open iT Recommendations - Efficiency Numbers			
			Max in Use	Potential Savings	99%	Potential Savings	95%	Potential Savings
ANSYS Mechanical Enterprise PrepPost	\$4,500.00	27	22	\$22,500.00	15	\$54,000.00	12	\$67,500.00
ANSYS HPC Pack	\$4,600.00	18	12	\$27,600.00	8	\$46,000.00	7	\$50,600.00
ANSYS DesignModeler	\$950.00	13	7	\$5,700.00	5	\$7,600.00	4	\$8,550.00
ANSYS SpaceClaim	\$1,450.00	8	8	\$0.00	6	\$2,900.00	5	\$4,350.00
ANSYS CFD PrepPost	\$3,900.00	7	7	\$0.00	4	\$11,700.00	3	\$15,600.00
ANSYS Mechanical Enterprise	\$10,700.00	5	4	\$10,700.00	3	\$21,400.00	3	\$21,400.00
ANSYS Mechanical Enterprise Solver	\$8,350.00	5	4	\$8,350.00	3	\$16,700.00	3	\$16,700.00
ANSYS CFD Enterprise Solver	\$10,600.00	4	3	\$10,600.00	2	\$21,200.00	2	\$21,200.00
ANSYS Maxwell	\$11,200.00	3	2	\$11,200.00	2	\$11,200.00	1	\$22,400.00
ANSYS Additive Print	\$19,100.00	2	0	\$38,200.00	0	\$38,200.00	0	\$38,200.00
ANSYS Optimetrics (For HFSS, Q3D Extractor, Maxwell)	\$3,050.00	2	2	\$0.00	2	\$0.00	1	\$3,050.00
ANSYS CFD Enterprise	\$12,250.00	1	1	\$0.00	1	\$0.00	1	\$0.00
ANSYS CFD Premium Solver	\$9,650.00	1	1	\$0.00	1	\$0.00	1	\$0.00
ANSYS HFSS	\$12,340.00	1	0	\$12,340.00	0	\$12,340.00	0	\$12,340.00
ANSYS Mechanical CFD	\$15,520.00	1	1	\$0.00	1	\$0.00	1	\$0.00
ANSYS Siwave	\$17,400.00	1	0	\$17,400.00	0	\$17,400.00	0	\$17,400.00
ANSYS HPC Workgroup 32	\$14,430.00	1	1	\$0.00	1	\$0.00	1	\$0.00
				\$164,590.00		\$260,640.00		\$299,290.00

# **Simulation Of Time Zone Change**

# Heat Map: Central Savings Time Zone

0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
13	11	14	17	17	15	13	16	15	13	13	13	12	10	9	9	9	8	8	8	8	8	10	10	10
10	10	10	10	11	11	10	11	9	9	9	9	9	9	8	7	7	7	7	7	7	7	7	7	7
7	7	7	7	7	7	8	8	8	8	7	7	7	7	7	5	5	5	6	8	8	5	5	8	8
11	14	27	4	21	28	32	30	33	30	24	22	14	14	16	12	11	8	8	9	9	10	10	10	9
12	19	28	36	38	38	40	44	42	43	38	31	28	19	15	12	12	13	11	16	31	33	37	35	35
33	38	55	64	67	61	49	45	48	48	39	34	29	23	20	18	19	18	14	22	40	47	51	54	54
53	53	66	72	70	58	53	48	44	41	40	39	30	23	23	20	17	16	17	27	44	49	51	50	50
49	55	66	64	62	49	32	30	27	24	24	22	22	16	15	11	10	12	11	14	25	26	26	29	29
29	28	31	32	29	17	15	13	14	14	13	13	12	11	12	12	9	8	8	8	8	8	13	14	14
14	15	15	13	14	13	13	13	13	13	13	13	13	13	14	14	14	13	14	19	41	50	56	51	51
56	63	69	75	43	38	30	34	33	32	30	24	23	15	14	13	13	11	11	18	36	45	47	44	44
48	59	66	69	70	60	46	44	42	45	41	31	23	22	19	18	17	14	11	17	41	49	52	50	50
43	48	65	69	66	54	55	55	56	56	43	36	28	22	19	19	17	17	16	22	42	52	52	48	48
46	52	58	69	69	56	49	43	42	42	37	33	29	28	25	17	18	15	16	23	34	42	44	47	47
49	49	58	62	56	49	35	28	28	27	26	24	19	17	15	12	12	12	13	11	11	11	8	11	11
14	13	9	10	9	11	11	11	11	10	9	9	9	9	9	8	8	8	7	7	7	7	8	9	9
9	8	8	8	8	8	7	8	10	10	8	7	7	6	7	7	6	7	7	15	35	38	44	43	43
40	56	65	67	68	38	35	33	35	35	31	29	22	18	18	14	12	14	16	24	40	45	47	45	45
49	56	64	71	71	59	48	49	51	45	39	34	28	23	21	20	20	20	14	23	42	45	44	40	40
46	53	65	75	76	69	48	44	45	46	33	28	23	21	17	17	16	16	12	25	46	49	45	43	43
43	52	59	63	60	50	41	29	30	29	30	29	28	23	21	18	15	15	14	16	36	38	46	44	44
42	49	54	53	48	35	25	23	23	23	17	18	20	19	16	12	9	10	9	8	7	7	8	9	9
10	12	11	13	14	16	15	13	7	9	10	10	10	8	7	6	6	6	4	5	4	4	4	5	5
5	6	6	7	7	7	6	4	5	4	4	5	6	5	6	7	7	6	5	13	35	39	41	42	42
40	49	0	42	44	35	31	31	31	35	26	21	19	15	13	7	6	7	8	16	38	39	40	45	45
45	58	68	71	73	63	49	46	48	45	38	27	23	19	17	17	16	13	11	22	41	49	49	46	46
54	61	66	76	75	57	48	47	50	47	41	30	26	23	22	23	19	18	19	24	44	45	46	46	46
47	59	68	78	78	63	41	37	38	34	31	27	23	20	19	19	18	18	16	24	40	45	47	46	46
45	45	54	56	51	40	30	28	31	30	29	26	25	22	20	18	17	18	15	13	11	14	15	15	15
14	13	12	11	13	13	11	10	12	14	13	12	11	11	11	10	9	9	10	10	11	10	10	10	10
10	10	11	10	12	12	11	10	9	9	9	9	8	8	8	8	8	8	9	20	39	38	45	47	47
56	63	69	78	78	69	55	55	56	56	43	39	30	28	25	23	20	20	19	27	46	52	56	54	54

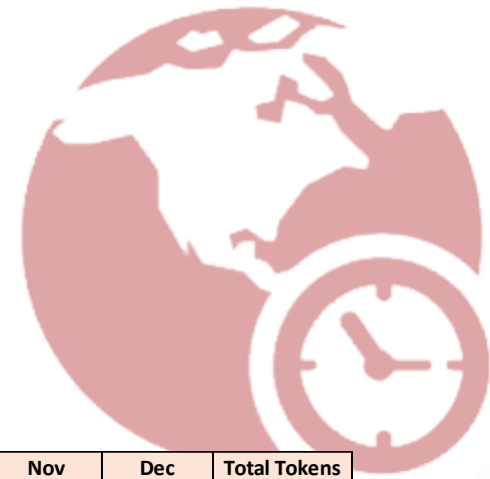


# Heat Map: EU London Time Zone



0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
10	12	12	13	14	13	11	14	17	17	15	13	16	15	13	13	13	12	10	9	9	9	8	8	8
8	8	8	10	10	10	10	10	10	11	11	10	11	9	9	9	9	9	9	8	7	7	7	7	7
7	7	7	7	7	7	7	7	7	7	7	7	8	8	8	8	7	7	7	7	5	5	5	5	6
8	8	5	5	8	11	14	27	4	21	28	32	30	33	30	24	22	14	14	16	12	11	8	8	8
9	9	10	10	9	12	19	28	36	38	38	40	44	42	43	38	31	28	19	15	12	12	13	11	11
16	31	33	37	35	33	38	55	64	67	61	49	45	48	48	39	34	29	23	20	18	19	18	14	14
22	40	47	51	54	53	53	66	72	70	58	53	48	44	41	40	39	30	23	23	20	17	16	17	17
27	44	49	51	50	49	55	66	64	62	49	32	30	27	24	24	22	22	16	15	11	10	12	11	11
14	25	26	26	29	29	28	31	32	29	17	15	13	14	14	13	13	12	11	12	12	9	8	8	8
8	8	8	13	14	14	15	15	13	14	13	13	13	13	13	13	13	13	13	14	14	14	13	14	14
19	41	50	56	51	56	63	69	75	43	38	30	34	33	32	30	24	23	15	14	13	13	11	11	11
18	36	45	47	44	48	59	66	69	70	60	46	44	42	45	41	31	23	22	19	18	17	14	11	11
17	41	49	52	50	43	48	65	69	66	54	55	55	56	56	43	36	28	22	19	19	17	17	16	16
22	42	52	52	48	46	52	58	69	69	56	49	43	42	42	37	33	29	28	25	17	18	15	16	16
23	34	42	44	47	49	49	58	62	56	49	35	28	28	27	26	24	19	17	15	12	12	12	13	13
11	11	11	8	11	14	13	9	10	9	11	11	11	11	10	9	9	9	9	9	8	8	8	7	7
7	7	7	8	9	9	8	8	8	8	8	7	8	10	10	8	7	7	6	7	7	7	6	7	7
15	35	38	44	43	40	56	65	67	68	38	35	33	35	35	31	29	22	18	18	14	12	14	16	16
24	40	45	47	45	49	56	64	71	71	59	48	49	51	45	39	34	28	23	21	20	20	20	14	14
23	42	45	44	40	46	53	65	75	76	69	48	44	45	46	33	28	23	21	17	17	16	16	12	12
25	46	49	45	43	43	52	59	63	60	50	41	29	30	29	30	29	28	23	21	18	15	15	14	14
16	36	38	46	44	42	49	54	53	48	35	25	23	23	23	17	18	20	19	16	12	9	10	9	9
8	7	7	8	9	10	12	11	13	14	16	15	13	7	9	10	10	10	8	7	6	6	6	4	4
5	4	4	4	5	5	6	6	7	7	7	6	4	5	4	4	5	6	5	6	7	7	6	5	5
13	35	39	41	42	40	49	0	42	44	35	31	31	31	35	26	21	19	15	13	7	6	7	8	8
16	38	39	40	45	45	58	68	71	73	63	49	46	48	45	38	27	23	19	17	17	16	13	11	11
22	41	49	49	46	54	61	66	76	75	57	48	47	50	47	41	30	26	23	22	23	19	18	19	19
24	44	45	46	46	47	59	68	78	78	63	41	37	38	34	31	27	23	20	19	19	18	18	16	16
24	40	45	47	46	45	45	54	56	51	40	30	28	31	30	29	26	25	22	20	18	17	18	15	15
13	11	14	15	15	14	13	12	11	13	13	11	10	12	14	13	12	11	11	11	10	9	9	10	10
10	11	10	10	10	10	10	11	10	12	12	11	10	9	9	9	9	8	8	8	8	8	8	9	9
27	46	52	56	54	56	63	69	78	78	69	55	55	56	56	43	39	30	28	25	23	20	20	19	19

# Time Zone Simulation



Central Time Zone	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total Tokens
FY1	136,397	124,676	127,069	132,467	126,011	108,719	122,374	113,984	131,998	106,658	93,056	98,005	1,421,415
FY2	101,704	89,887	103,659	105,363	106,513	92,388	101,079	104,497	121,440	103,117	99,676	101,268	1,230,591
Total FY1/FY2													2,652,006

London Time Zone	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total Tokens
FY1	130,419	120,041	121,906	127,942	121,474	103,464	118,166	110,429	126,345	102,135	87,521	93,411	1,363,253
FY2	97,360	85,335	99,407	101,365	101,505	88,732	96,319	100,328	117,063	98,627	94,948	96,814	1,177,801
Total FY1/FY2													2,541,054

Differential No Tokens	(110,952)
Token Rate	\$ 1.12
Savings	<b>\$ (124,293.34)</b>



# **MATLAB™ Concurrent**

# MATLAB License Efficiency – Check in/out



			Savings (%)			9%			19%			30%		
						\$ 22,992.89			\$45,459			\$73,128		
			Open iT Data											
Vendor/OEM	Product	Invoice/Product Line Details	Max Available	Max In Use	Business as Usual	Savings (100%)	Within 99% use <sup>1</sup>	# of licenses saved	Savings (99% use)	Within 95% use <sup>1</sup>	# of licenses saved <sup>2</sup>	Savings (95% use)		
Mathworks	Matlab	MATLAB Coder	4	4	0	\$ -	2	2	\$13,949	1	3	\$20,924		
Mathworks	Matlab	MATLAB	43	43	0	\$ -	40	0	\$0	34	5	\$10,123		
Mathworks	Matlab	MATLAB Compiler SDK	256	1	255	\$ 7,377.54	1	255	\$7,378	1	255	\$7,378		
Mathworks	Matlab	Embedded Coder	2	2	0	\$ -	1	1	\$5,902	1	1	\$5,902		
Mathworks	Matlab	Curve Fitting Toolbox	5	3	2	\$ 2,146.08	2	3	\$3,219	1	4	\$4,292		
Mathworks	Matlab	Signal Processing Toolbox	7	7	0	\$ -	5	2	\$2,146	3	4	\$4,292		
Mathworks	Matlab	Stateflow	10	10	0	\$ -	10	0	\$0	9	1	\$3,219		
Mathworks	Matlab	Simulink	17	17	0	\$ -	17	0	\$0	16	1	\$3,060		
Mathworks	Matlab	Data Acquisition Toolbox	15	2	13	\$ 2,368.78	1	14	\$2,551	1	14	\$2,551		
Mathworks	Matlab	Control System Toolbox	3	2	2	\$ 2,308.04	1	2	\$2,308	1	2	\$2,308		
Mathworks	Matlab	Simscape	3	2	2	\$ 4,558.00	1	1	\$2,307	1	1	\$2,307		
Mathworks	Matlab	Simscape	3	2	2	\$ 783.52	1	3	\$1,175	1	3	\$1,175		
Mathworks	Matlab	Simulink Control Design	4	1	3	\$ 1,093.28	1	3	\$1,093	1	3	\$1,093		
Mathworks	Matlab	Global Optimization Toolbox	2	1	1	\$ 1,073.04	1	1	\$1,073	1	1	\$1,073		
Mathworks	Matlab	Symbolic Math Toolbox	2	2	0	\$ -	1	1	\$1,073	1	1	\$1,073		
Mathworks	Matlab	Statistics and Machine Learning Toolbox	4	4	0	\$ -	4	0	\$0	3	1	\$1,073		
Mathworks	Matlab	Simulink Design Verifier	4	1	3	\$ 737.97	1	3	\$738	1	3	\$738		
Mathworks	Matlab	Signal Processing Toolbox	2	1	1	\$ 546.64	1	1	\$547	1	1	\$547		

Potential Savings ranging from 9% to 30%



# MATLAB Next Level- Identify License Campers



Users with Active and		↑	↓	⇅	⇅
Time Year	2022				
User Id Masked	Active	Logged			
User_3216	420.33 h	1,321.67			

User only active 31.8% of the time  
Suggest end-user education

# **MATLAB™ Node Lock**

# Node Lock Usage

Pages
Usage Right
Is using MATLAB
assigned no usage
uncertain
network-no usage
clients

File Export Share Chat in Teams Get Insights Subscribe to report

### Are Users using licenses assigned to them?

User Name	License Number	Year	License # Count	Is Using MATLAB?	toolbox collector	license manager	Active	Inactive	matlab process	non-matlab process	web usage
A		2022	1	✓					0.01	0.34	
C	91	2022	1	✓	65.00	2,387.00	96.00	2,984.00	1,498.73	21,356.02	
C		2023	1	✓	65.00	2,387.00	96.00	2,984.00	1,498.73	21,356.02	
C		2022	1	✓	7.00		10.00	109.00	4.35	2,843.33	
J		2022	1	✓		2,024.00			14,198.16	871.47	2.00
J	49	2023	1	✓		526.00			14,913.78	2,919.89	
M		2022	1	✓		226.00			342.44	1,030.54	
N	34	2023	1	✓		396.00			6,922.50	12,696.58	
N		2022	1	✓		7.00	0.00	165.00		5,496.98	
N	34	2022	1	✓					2.71	9,638.42	
R		2022	1	✓	408.00	2,081.00	214.00	1,173.00	1,010.73	14,888.49	
V	43	2022	1	✓		82.00					
X	30	2023	1	✓	3,308.00		55.00	1,714.00	3,182.83	25,091.77	
Z	05	2023	1	✓		238.00			12,869.83	14,323.59	
A	57	2023	1	✓	36.00	36.00	8.00	6.00	70.61	1,879.41	
A	38	2023	1	✓	6,164.00	5,134.00	1,021.00	1,402.00	11,518.79	2,994.37	
A	36	2023	1	✓			121.00	374.00	7,377.23	19,190.61	
A		2022	1	✓	1.00		1.00	1.00	0.31	4,285.73	
A	73	2022	1	✓		155.00			1,938.63	139.31	
A		2023	1	✓		155.00			1,938.63	139.31	
A		2022	1	✓					0.02	2,171.98	
A		2023	1	✓					0.02	2,171.98	
A	5	2022	1	✓	623.00		48.00	34.00		980.90	1.00
A	37	2022	1	✓	623.00		48.00	34.00		980.90	1.00
A		2022	1	✓	1,152.00	0.00	272.00	300.00	564.88	7,620.94	
A		2023	1	✓	1,152.00	0.00	272.00	300.00	564.88	7,620.94	
A	92	2022	1	✓		719.00					
A		2023	1	✓		719.00					

Year	Is Using MATLAB?	Product Count	Renewal Cost
Total	64	218	110,331.00
2022	✓	70	
2023	✓	148	110,331.00

Year	Is Using MATLAB?	Product Count	Renewal Cost
Total	0	21	2,820.00
2022	✗	13	
2023	✗	8	2,820.00

Year	Is Using MATLAB?	Product Count	Renewal Cost
Total		221	88,316.00
2023	!	128	88,316.00
2022	!	93	

225 User Count
190 Host Count

License Type
Individual

Usage Date
10/10/2022 3/16/2023

Expiration Year
☐ 2022
☐ 2023

# Identify Assigned User with Zero Usage

**Users with assigned licenses but 0 MATLAB usage**

License Option	User Name	Product Name	Year License Number	2022 Renewal Cost	2022 License# Count	2023 Renewal Cost	2023 License# Count
Individual		MATLAB®		252.00	1		
		MATLAB®				420.00	1
		Simulink®				0.00	1
		Stateflow®				0.00	1
		MATLAB®		252.00	1		
		Optimization Toolbox™		252.00	1		
		MATLAB®		252.00	1		
		Simulink®		1,008.00	1		
		Statistics and Machine Learning Toolbox™				342.00	1
		MATLAB®		252.00	1		
		MATLAB®		252.00	1		
		Optimization Toolbox™		252.00	1		
		MATLAB®		252.00	1		
		MATLAB®		252.00	1		
		MATLAB®		252.00	1		
		Aerospace Blockset™				0.00	1
		Aerospace Toolbox				0.00	1
		MATLAB®		252.00	1		
		Simulink®				1,008.00	1
		MATLAB®		252.00	1		
		Signal Processing Toolbox™		252.00	1		
		MATLAB®				420.00	1
		MATLAB®		252.00	1		
		Simscape™		202.00	1		
		Simulink®		1,008.00	1		
		Fixed-Point Designer™		252.00	1		
		MATLAB®		252.00	1		

License Option Year Product Name Renewal Cost

Individual **Total** 37 11,014.00

2022 26 8,014.00

License Type

☐ (Blank)

☐ Concurrent

☐ Demo

☐ Designated Computer

☒ Individual

☐ Network Named User

Usage Date

10/10/2022 12/8/2022

Expiration Year

☐ 2022

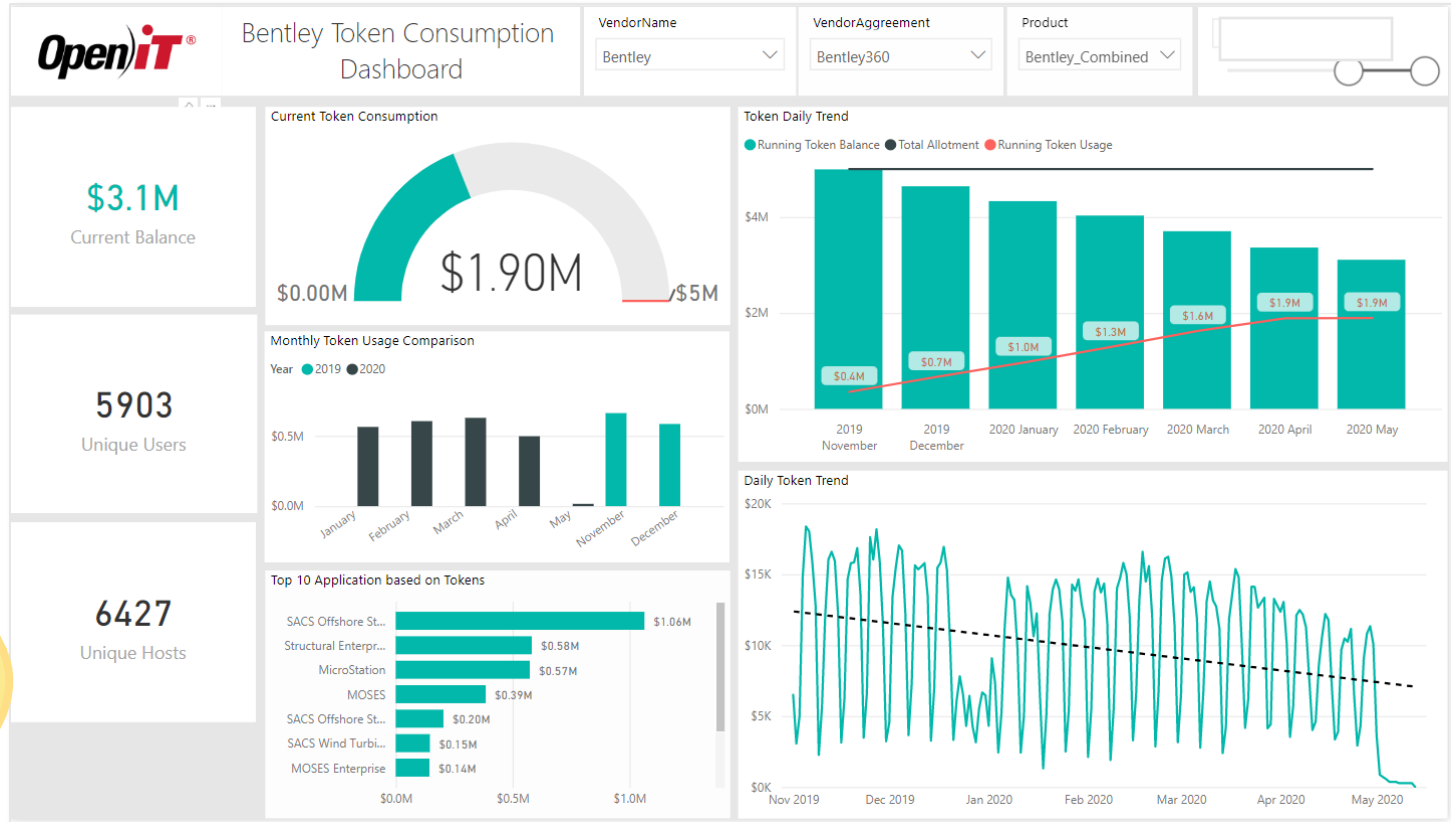
☐ 2023

0%

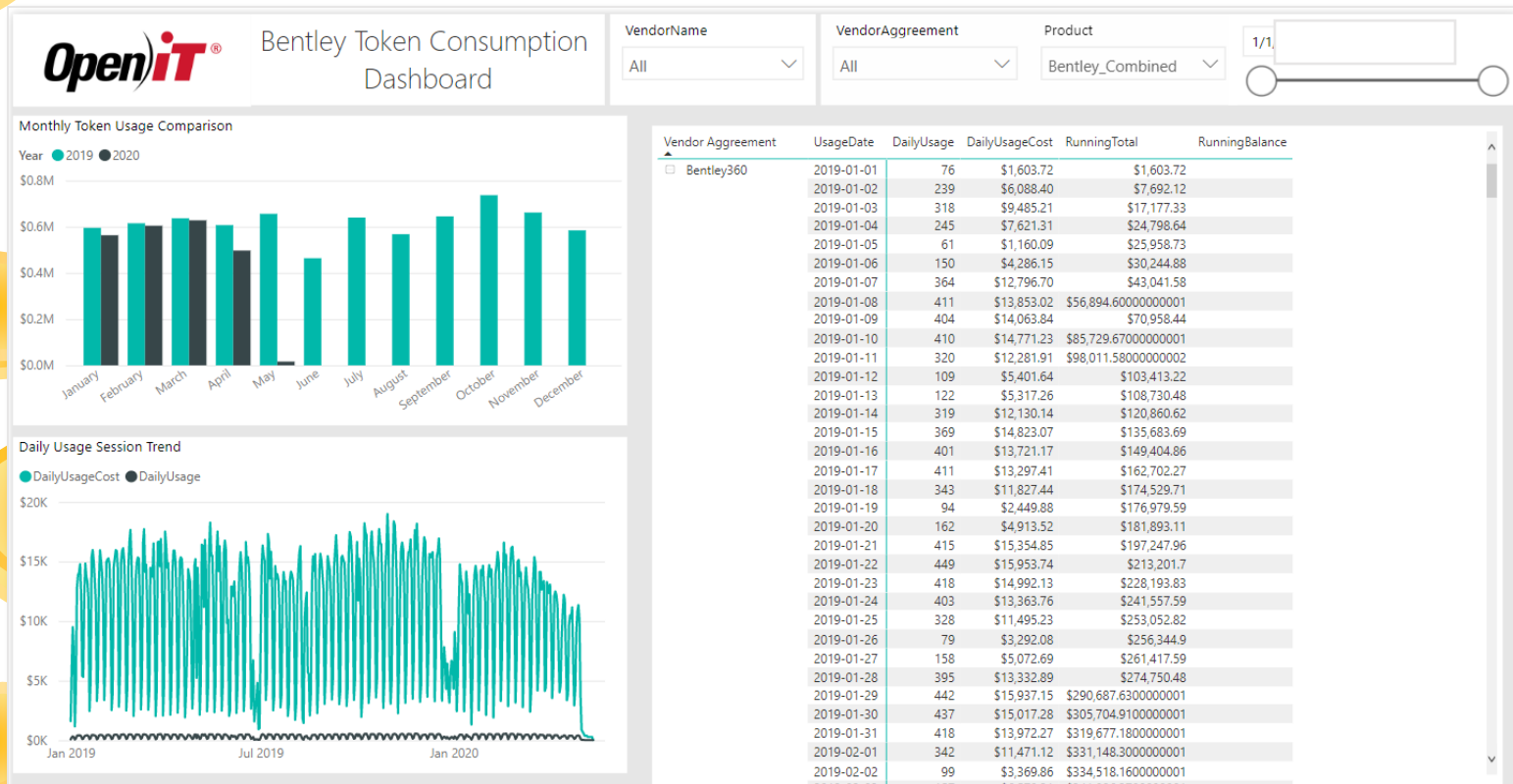
# **Token License Insights**



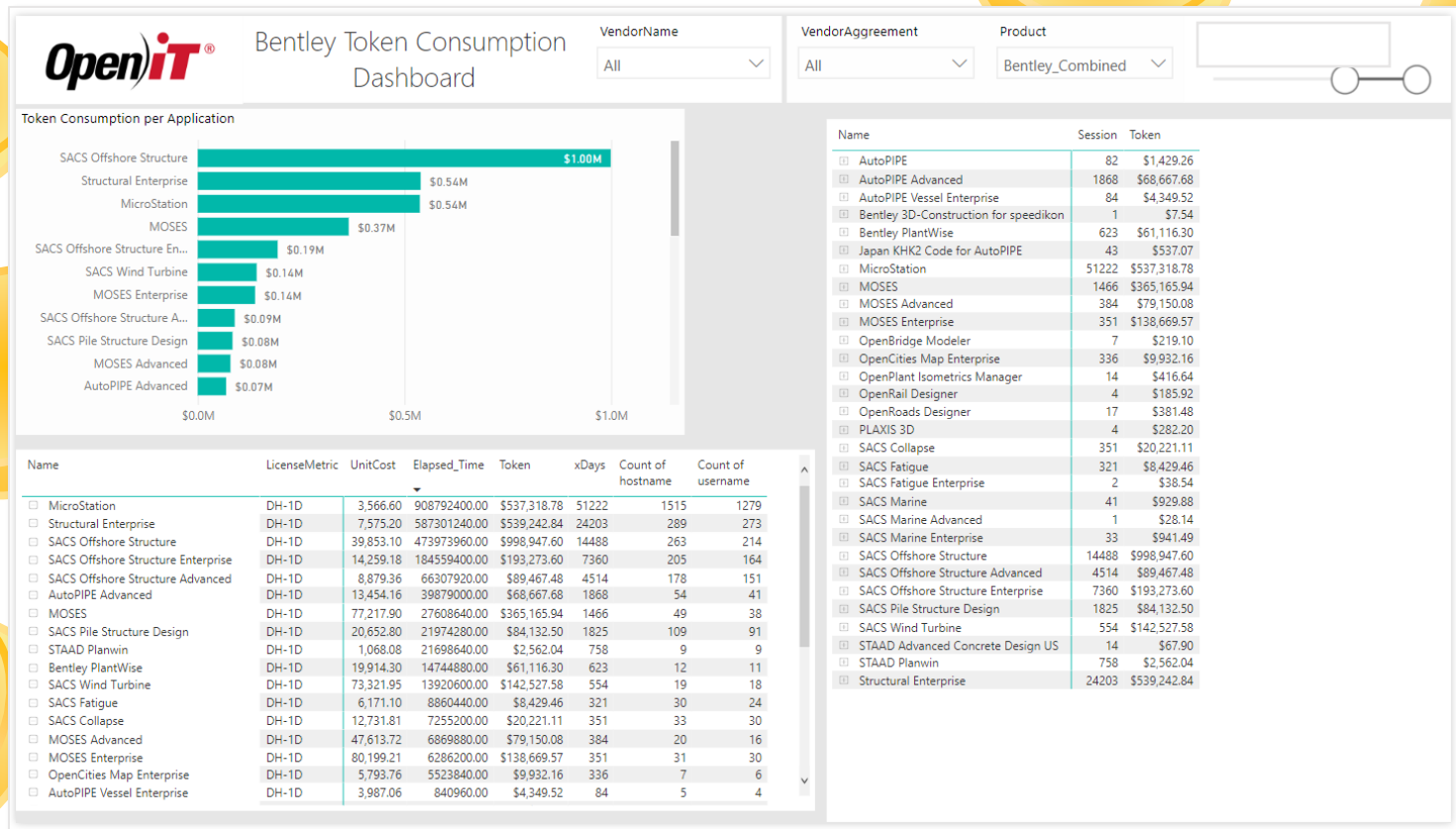
# Bentley e365 Insights



# Monthly Comparison/Daily Trend/Usage



# Rank / Cost per App / Elapsed Time



# Filter Impact Analysis



What if we have Filters?

VendorName

Bentley

VendorAgreement

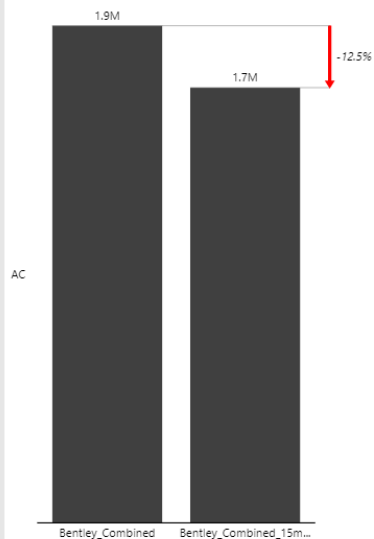
Bentley360

Product

Multiple selections

## Token Usage with Filter vs None

Token Usage by Product

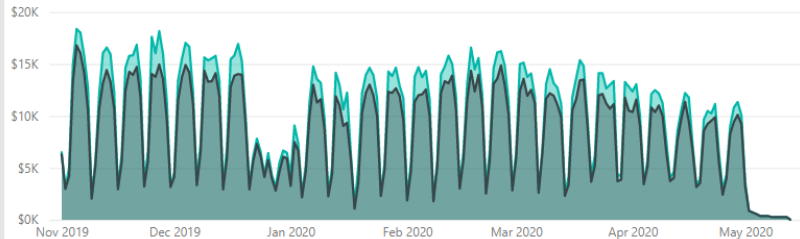


**\$236.37K**

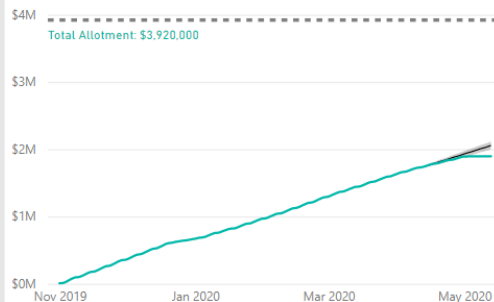
Potential \$ Savings from Applying 15 minute Filter

## Daily Usage Token Usage Trend

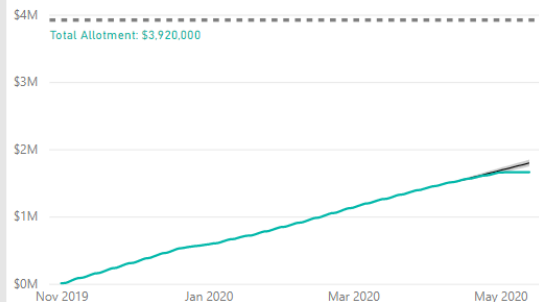
Product ● Bentley\_Combined ● Bentley\_Combined\_15min



## Token Usage Forecast Bentley No Filter




## Token Usage Forecast Bentley with 15 minute Filter



# **Autodesk® Named User & FLEX**

# Named User vs FLEX



ApplicationName

- ☐ (Blank)
- ☐ Advance Steel
- ☐ Architecture
- ☒ AutoCAD
- ☐ Civil 3D
- ☐ Electrical
- ☐ Inventor LT
- ☐ Map 3D
- ☐ Mechanical
- ☐ MEP
- ☐ Navisworks Manage
- ☐ Plant 3D
- ☐ Raster Design
- ☐ ReCap Pro
- ☐ Revit
- ☐ Robot Structural Analysis Professional

Date

12/31/2020 1/1/2022

**Suggested Named Users**

Suggested Named Users based on this criteria:  
User24h >= 66

**Suggested Named User**

**47**

Name	User Name	Elapsed Time	Days Since Last Use
AutoCAD	adam.hall	2,890.23 h	482
	annie.garrett	1,879.83 h	482
	antonio.gutierrez	2,229.86 h	482
	billy.olson	1,786.85 h	482
	carol.george	1,759.14 h	482
	charles.wagner	2,993.35 h	482
	cynthia.flores	3,812.85 h	482
	deborah.morris	5,092.50 h	482
	earl.morrison	2,171.23 h	482
	franklynch	7,770.26 h	482
	george.foster	11,718.86 h	482
	george.harrison	2,745.22 h	482
	gregory.mills	1,897.53 h	482
	gregory.williamson	3,606.36 h	482
	irene.carpenter	3,601.07 h	482
	jacqueline.bailey	5,717.66 h	482
	james.bishop	6,061.81 h	482
	jerry.coleman	2,215.08 h	491
	jerry.mills	7,488.71 h	482
	jimmy.martinez	2,982.00 h	482
	jimmy.miller	2,143.51 h	482
	joseph.pierce	2,749.78 h	482
	joshua.ellis	1,901.60 h	482
	joshua.lawson	1,767.22 h	484
	judith.morris	8,708.87 h	482
	judy.wagner	4,609.70 h	482
	julia.hansen	1,593.19 h	482
	katherine.morales	6,218.81 h	489
	katherine.welch	3,112.78 h	482
	kenneth.green	1,877.47 h	482
	lillian.garcia	1,619.20 h	483
	lisa.scott	7,129.44 h	482
	mark.burton	2,355.97 h	484
	martha.howell	3,294.53 h	482
	matthew.gomez	2,434.19 h	482

**Suggested Flex Users**

Number of Flex Users

**600**

Flex Needed

**35.40K**

Name	User Name	Elapsed Time	Days Since Last Use	User-24h	Flex
AutoCAD	aaron.allen	249.29 h	580	11	66.00
	aaron.murray	68.25 h	482	3	18.00
	alan.burton	158.68 h	793	7	42.00
	alan.freeman	184.51 h	490	8	48.00
	albert.campbell	33.83 h	761	2	12.00
	albert.hicks	1.83 h	491	1	6.00
	albert.long	114.54 h	499	5	30.00
	albert.mccoy	116.22 h	482	5	30.00
	albert.mcdonald	15.44 h	756	1	6.00
	alice.gomez	32.46 h	485	2	12.00
	alice.scott	1,542.89 h	485	65	390.00
	amanda.burke	176.30 h	482	8	48.00
	amanda.mcdonald	11.42 h	684	1	6.00
	amanda.reyes	61.73 h	490	3	18.00
	amanda.wilson	9.01 h	799	1	6.00
	amy.hart	1,310.98 h	516	55	330.00
	amy.kim	0.32 h	737	1	6.00
	amy.owens	1,139.65 h	483	48	288.00
	amy.perkins	3.40 h	482	1	6.00
	andrea.crawford	36.83 h	482	2	12.00
	andrea.diaz	623.64 h	489	26	156.00
	andrea.hamilton	232.68 h	482	10	60.00
	andrea.reyes	745.78 h	484	32	192.00
	andrea.watson	159.89 h	566	7	42.00
	andrew.castillo	11.82 h	482	1	6.00
	andrew.fox	320.35 h	482	14	84.00
	andrew.medina	218.97 h	602	10	60.00
	andrew.payne	27.48 h	496	2	12.00
	andrew.wagner	31.96 h	482	2	12.00
	angela.carroll	95.66 h	482	4	24.00
	angela.dunn	61.16 h	797	3	18.00
	angela.lee	347.86 h	482	15	90.00
	anna.austin	351.37 h	666	15	90.00
	ann.bennett	133.20 h	530	6	36.00
	ann.bishop	112.25 h	484	5	30.00

**NUS and Flex**

**\$55,225** Named User

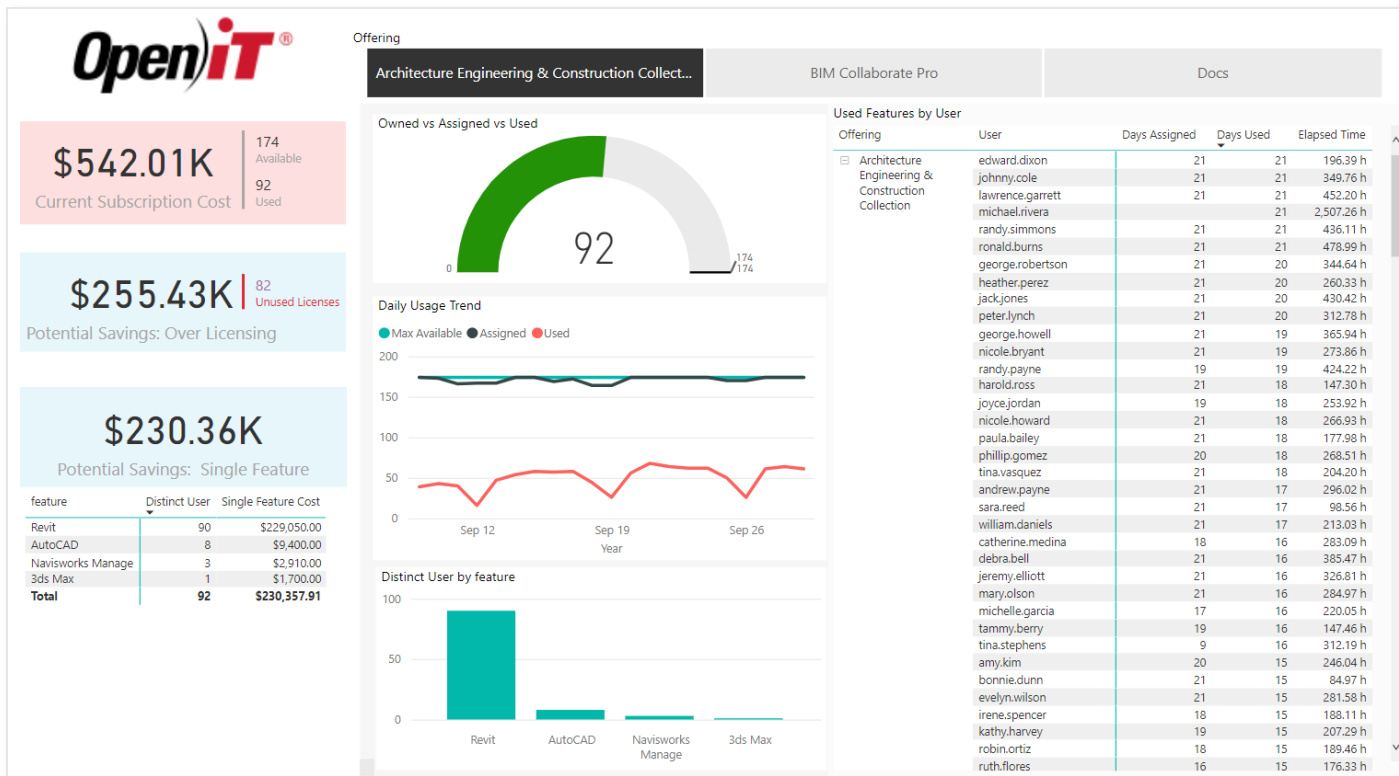
**\$161,425.00** \$106,200 Flex

VS

**All Users in Subscription**

**\$760,225**

# Summary Collection vs Single Feature



# Detailed Collection Insights



Offering

Architecture Engineering & Construction Collection

BIM Collaborate Pro

Docs

Used Features by User

Offering	User	DaysAssigned	DaysUsed	DaysSinceLastUse
Architecture Engineering & Construction Collection	tina.foster	9	6	24
	benjamin.baker	21	3	22
	michael.mendoza	21	7	22
	terry.taylor	21	9	22
	harold.stanley	21	1	20
	laura.stephens	21	1	20
	ruth.phillips	21	2	20
	deborah.lynn	14	12	19
	diana.cruz		3	19
	jessica.gutierrez	21	10	19
	russell.cole	21	6	19
	maria.olson		10	17
	clarence.rice	21	4	16
	evelyn.wilson	21	15	16
	kathy.harvey	19	15	16
	albert.mccoy	21	13	15
	rose.davis	19	14	15
	andrew.payne	21	17	13
	gregory.hamilton	19	5	13
	jose.price	21	1	13
	mark.burton	21	3	13
	phyllis.west	19	10	13
	walter.west	21	4	13
	angela.carroll	8	8	12
	anne.hawkins	21	6	12
	bonnie.ramos	21	5	12
	cheryl.gibson	16	11	12
	harold.kennedy	21	14	12

Used Features by User

Offering	User	3ds Max	AutoCAD	Navisworks Manage	Revit
Architecture Engineering & Construction Collection	albert.mccoy		47.41 h		119.20 h
	amy.kim				246.04 h
	andrew.payne				296.02 h
	angela.carroll				48.36 h
	anne.hawkins				34.79 h
	arthur.robinson		30.97 h		114.49 h
	benjamin.baker				15.49 h
	bonnie.dunn				84.97 h
	bonnie.ramos	2.06 h			
	brandon.nichols				240.41 h
	carolyn.ruiz				6.94 h
	catherine.hawkins				106.60 h
	catherine.medina				283.09 h
	cheryl.gibson				88.94 h
	christopher.boyd				117.24 h
	clarence.rice				33.84 h
	deborah.lynn				112.36 h
	debra.bell				385.47 h
	dennis.banks				85.35 h
	diana.cruz				4.39 h
	donald.kelly		0.02 h		200.04 h
	donna.george				40.88 h
	edward.dixon				196.39 h
	eric.kim				30.60 h
	evelyn.wilson				281.58 h
	frank.robertson				34.54 h
	george.howell				365.94 h
	george.robertson				344.64 h

82

Unused Licenses



# Assigned - Days Since Last Used



Feature

(Blank)	3ds Max	AutoCAD	Navisworks Manage	Revit
---------	---------	---------	-------------------	-------

User	Date Last Use	Days Since Last Use	Elapsed Time	Max in Use
aaron.collins	3/20/2020 12:00:00 AM	286	1.33 h	1
aaron.dixon	8/27/2020 12:00:00 AM	126	450.42 h	1
aaron.dunn	8/31/2020 12:00:00 AM	122	7,042.34 h	2
aaron.ferguson	8/24/2020 12:00:00 AM	129	273.33 h	4
aaron.fernandez	8/29/2020 12:00:00 AM	124	196.58 h	1
aaron.fox	8/31/2020 12:00:00 AM	122	3,958.25 h	2
aaron.hernandez	7/27/2020 12:00:00 AM	157	141.58 h	1
aaron.hill	8/31/2020 12:00:00 AM	122	2,217.67 h	3
aaron.kelly	9/1/2020 12:00:00 AM	121	834.00 h	2
aaron.kennedy	8/31/2020 12:00:00 AM	122	2,165.83 h	2
aaron.larson	8/31/2020 12:00:00 AM	122	1,733.42 h	2
aaron.morrison	9/1/2020 12:00:00 AM	121	2,909.83 h	3
aaron.murphy	8/6/2020 12:00:00 AM	147	530.17 h	1
aaron.murray	8/19/2020 12:00:00 AM	134	114.83 h	1
aaron.payne	8/25/2020 12:00:00 AM	128	1,694.67 h	1
aaron.robertson	2/24/2020 12:00:00 AM	311	8.17 h	1
aaron.stephens	8/14/2020 12:00:00 AM	139	976.83 h	3
aaron.warren	7/25/2020 12:00:00 AM	159	137.67 h	2



# **Enovia™ 30-Day Lock**

# Distinct User Analysis

Feature Name	Avg per line item cost	Max Avail.	Max in Use	Distinct User 2020	Max Daily Distinct Users	License Reduction	Potential Savings
EXC - ENOVIA IP Export Enforcement	\$ 250	8326	4919	6148	4950	3376	\$844,084
OnePart	\$ 60	2021	188	430	188	1833	\$109,986
CPF - ENOVIA Live Collaboration	\$ 60	8689	7356	10132	7380	1309	\$78,537
LIB - ENOVIA Library Experience	\$ 361	2521	1226	1497	1226	1295	\$467,485
ENG - ENOVIA Engineering Central	\$ 225	3834	3086	4049	3085	748	\$168,411
CT5 - ENOVIA Collaborative Design for CATIA V5R20	\$ 85	569	130	382	165	404	\$34,368
PRG - ENOVIA Program Central	\$ 60	304	48	63	51	253	\$15,183
DEC - ENOVIA Designer Central	\$ 181	1163	1045	1273	1046	117	\$21,227
CFE - ENOVIA Variant Configuration Experience	\$ 150	97	13	16	14	83	\$12,414
SRR - ENOVIA Supplier Representative	\$ 190	86	4	4	4	82	\$15,544
ECL - ENOVIA IP Export Classification	\$ 595	76	16	21	16	60	\$35,660
MFG - ENOVIA X-BOM Manufacturing	\$ 3,285	67	9	10	9	58	\$190,624
PRO - ENOVIA Collaborative Design for Pro/ENGINEER	\$ 195	29	1	1	1	28	\$5,379
CDA - ENOVIA Collaborative Design for Cadence Allegro	\$ 250	33	10	10	10	23	\$5,708
RMT - ENOVIA Requirements Central	\$ 3,775	19	4	4	4	15	\$57,459

**\$2,062,071**

## Benefits of Fill the Gap



### OPTIMIZATION

Consultants can help companies identify opportunities to consolidate servers/licenses, reduce licenses, assist in vendor negotiations to reduce unnecessary expense

## Benefits of Fill the Gap

Consultants can help companies reduce risk by reporting on compliance issues such as multiple host used on a single named user license and avoid non-compliance penalties



**COMPLIANCE**

## Benefits of Fill the Gap



### **COST SAVINGS**

Utilizing usage data, consultants can analyze most optimized license position to eliminate cost of unused licenses and avoid additional purchases.

## Benefits of Fill the Gap

Consultants have industry experience and knowledge of vendors and license models of these technical engineering applications providing assistance with Impact Analysis, Vendor Negotiations, Work Flow recommendations and more.



**EXPERTISE**

**START NOW!**

# Fill the Gap!








LIVE WEBINAR

# HARNESS THE POWER OF YOUR USAGE DATA

## Questions?

Send me an email:  
 [lcole@openit.com](mailto:lcole@openit.com)



FREE 30-Minute  
Consulting



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