

CUSTOMER SUCCESS STORY

# Chiyoda Philippines Corp.

Chiyoda Builds Software Optimization Success  
Using Reliable Usage Data

*“Open iT usage reporting has enabled us to make detailed business decisions, optimize applications with minimal effort and significantly reduce annual software expenditures.”*

**Director/Senior Vice President**  
Chiyoda Philippines Corp.

## HIGHLIGHTS

- Chiyoda Philippines Corporation (CPh) needed accurate usage reports to maximize their IT budget as well as obtain an effective licensing position.
- Despite the number of available software metering solutions online, CPh chose Open iT for its advanced metering and reporting solutions.
- After installing Open iT, the company was able to right-size the number of licenses based on their internal requirements.
- The availability of reliable data created opportunities for license optimization and CPh was able to reap significant savings.

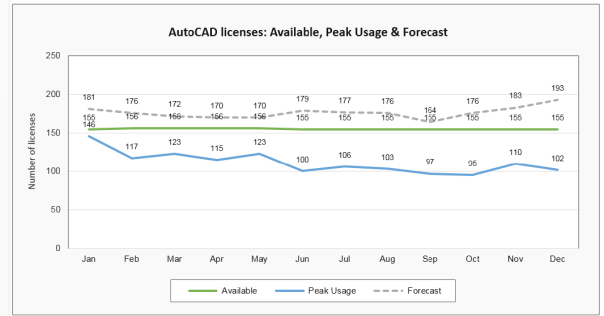
## COMPANY AND BUSINESS OVERVIEW

Chiyoda Philippines Corporation (CPh), is a wholly owned subsidiary of Chiyoda Corporation in Yokohama, Japan, one of the largest engineering and construction companies in the world. CPh is primarily engaged in engineering design serving the requirements of Chiyoda Corporation, which is presently undertaking engineering, procurement, construction and other related facilities development work for their customers in gas processing, petroleum refining and other petrochemical products. With a wealth of experience in its area of expertise, CPh has become a competitive engineering service contractor responsible for the development of refineries and other related projects in the country.

Read on to see how Chiyoda Philippines Corporation effectively managed their software usage and helped improved their license purchasing process with Open iT metering solutions.

## BUSINESS CHALLENGES

Each year, the company deals with gathering and integrating user license information across multiple departments for their annual IT Budget Plan. It's always been a challenge collecting such data because the majority of license cost was only based on the request of users and managers. Also, the huge manual effort involved in obtaining an accurate licensing position was error-prone and tedious. With an increasing number of licenses to manage, it has become a big challenge to reduce cost and eliminate idle applications wherever possible. The need to produce reliable and accurate software usage reports to find where to cut cost without compromising business productivity and carefully analyze their software assets became evident.



Note: Total AutoCAD licenses (156) is composed of 155 Network Licenses and 1 Desktop Subscription License

Summary of Critical Software Usage for January-December

No. of licenses	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Available	155	156	156	156	156	155	155	155	155	155	155	155
Peak Usage	146	117	123	115	123	100	106	103	97	95	110	102
Forecast	181	176	172	170	170	179	177	176	164	176	183	193

## SOLUTION

After thorough web research, CPh came across Open iT. CPh evaluated it along with the other software metering solutions, and Open iT proved to be the most promising to meet CPh's need. After the evaluation process CPh acquired Open iT Base Enterprise with LicenseAnalyzer Level 1, Level 2 and ComputeAnalyzer. Since 2012, CPh has been using their Open iT installation for optimizing and managing both desktop and network-licensed applications. With the assurance of reliable usage data, CPh can now easily forecast and purchase the correct number of applications. CPh has been able to identify and optimize unused licenses. Open iT usage metering solutions has been a cost-effective tool for CPh, the quality of data helped CPh save a considerable amount of money by ensuring that they purchase what is only needed and people who need it get to use it.

## About Open iT

Open iT offers flexible software usage metering and management tools that can significantly enhance the service value and business viability of any company seeking to deliver the best available IT solutions to its clients. We provide advanced hardware and software usage reporting and optimization solutions. Our customers use Open iT tools and services to reduce IT costs, increase performance and support business process improvements.

Open iT software enables fully customizable usage reporting, granular chargeback for hardware and software usage, and automated, industry-leading license harvesting capabilities across Windows, Unix, and Linux platforms. Open iT metering and optimization tools equip Software and IT Asset Managers with advanced usage metering across different license managers, in addition to other applications and web applications not using license managers.

## For More Information

Send email inquiries to [sales@openit.com](mailto:sales@openit.com) on any or all of the software solutions that may best fit your organization's needs, or visit our website ([www.openit.com](http://www.openit.com)) for more information.

We welcome customer feedback and offer help with technical questions through [support@openit.com](mailto:support@openit.com).



### AMERICAS

Two Park Ten Place  
16300 Katy Freeway  
Houston, TX 77094  
Tel: +1 281 599 3400

### EUROPE | AFRICA

Karoline Kristiansens v. 5  
N-0661 Oslo,  
Norway  
Tel: +47 22 20 40 50

Im Neuenbühl  
D-71287 Weissach,  
Germany  
Tel: +49 7152 307 0900

### ASIA | MIDDLE EAST

Doña Aurora Blvd.,  
Gulang-Gulang, Lucena City  
4301 Philippines  
Tel: +63 42 710 856