

CUSTOMER SUCCESS STORY

Energy Supermajor

Drilling Down on Digital Inefficiencies with License Optimization & Harvesting

HIGHLIGHTS

- Industry-leading subsurface modeling software: \$2-3M annual savings on licenses (costs reduced from \$12M to \$9.5M) and 75% improvement in license utilization (from 75% idle to 75% active).
- Specialized geological modeling software: 50% cost reduction, saving \$2M.
- Industry-standard drilling engineering software: \$600K saved, further reductions expected.
- Expanded monitoring beyond geoscience to reservoir engineering, well operations, and petrophysics.
- Introduced license harvesting—reclaiming idle licenses and increasing efficiency.
- Anonymized reporting was implemented to comply with internal privacy policies.
- Future-proofing software management with additional optimizations planned for cloud-based applications.

COMPANY AND BUSINESS OVERVIEW

A leading Energy supermajor with over 100,000 employees and \$200 billion in revenue operates a very large digital product portfolio, spanning exploration, reservoir engineering, production, and Well operations. Their specialized software suite includes industry-leading tools for subsurface modeling, well operations, geophysical interpretation, and advanced reservoir modeling, supporting end-to-end operations from subsurface analysis to production management.

The company runs its internal cloud-based infrastructure, ensuring secure and seamless access to its integrated toolset across global locations. This setup proved invaluable during the pandemic, allowing operations to continue without disruption.

BUSINESS CHALLENGES

The company then faced escalating software costs and inefficiencies due to a fragmented and unmonitored software portfolio. Ownership of digital applications was spread across multiple teams, and there had been no systematic review of license usage for some time.

Key challenges included:

- \$50 M+ product portfolio was tracked using outdated spreadsheets.
- Lack of centralized software management, which led to overspending.
- Complex approval processes that required extensive manual efforts.

Recognizing the need for change, the company assembled a dedicated business analytics team to modernize software asset management and optimize licensing costs.

SOLUTION

The company launched a Proof of Concept (PoC) to evaluate software usage optimization tools. After a rigorous comparison between Open iT and another competitor, Open iT was selected due to its harvesting capabilities, high-quality reports, and superior customer support.

Implementation highlights:

- **Strategic Deployment:** The initiative started with 1,000 Level 1 users, 20 Level 2 applications, and 10 applications at Level 3.
- **Steering Committee Formation:** A cross-functional team of technical leads, service owners, and geoscience experts guided the rollout.
- **Phased Activation:** Implementation focused on key applications, ensuring a smooth transition and alignment with business goals.

RESULTS

Over three years, the company successfully optimized its software portfolio, expanding monitoring to 80+ applications across Geoscience, Reservoir Engineering, and Well Operations. Key outcomes include:

Cost Savings and Efficiency Gains

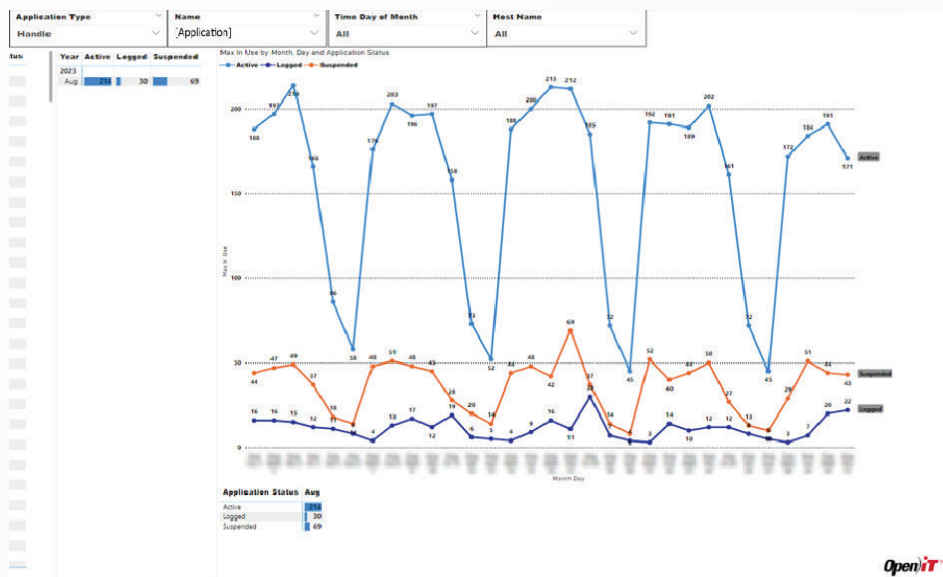
- \$2–3 million saved on the subsurface modeling software licenses, reducing costs from \$12M to \$9.5M.
- 50% reduction in specialized geological modeling software costs, from \$4M to \$2M.
- \$600K savings in the drilling engineering software, with additional reductions expected.

License Harvesting Success

With LicenseAnalyzerLevel 3, subsurface modeling software license harvesting reduced idle license time from 75% to 25%, unlocking additional capacity without extra costs.



Up to 69 real-time session suspensions, freeing 30% of total subsurface modeling software licenses for active users.



Harvesting became an integral part of subsurface modeling software support. Users saw Level 3 harvesting as a beneficial tool, freeing up licenses without disruption. It automated resource sharing, fostering collaboration while ensuring users face no negative pushbacks for keeping sessions open. Additionally, they no longer waste time closing and reopening software, improving efficiency.

Harvesting was expanded to reservoir modeling software, geological risk assessment tools, geophysical interpretation software, and seismic processing solutions, with the drilling engineering software planned soon.

Additionally, Open iT introduced an anonymized reporting feature to ensure compliance with internal privacy policies while addressing concerns about tracking individual user activity.

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 david.boyle@openit.com or 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) for more information.

We welcome customer feedback and offer help with technical questions through 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