Aibel

Leverage Usage Data for License Optimization and Better Vendor Negotiation
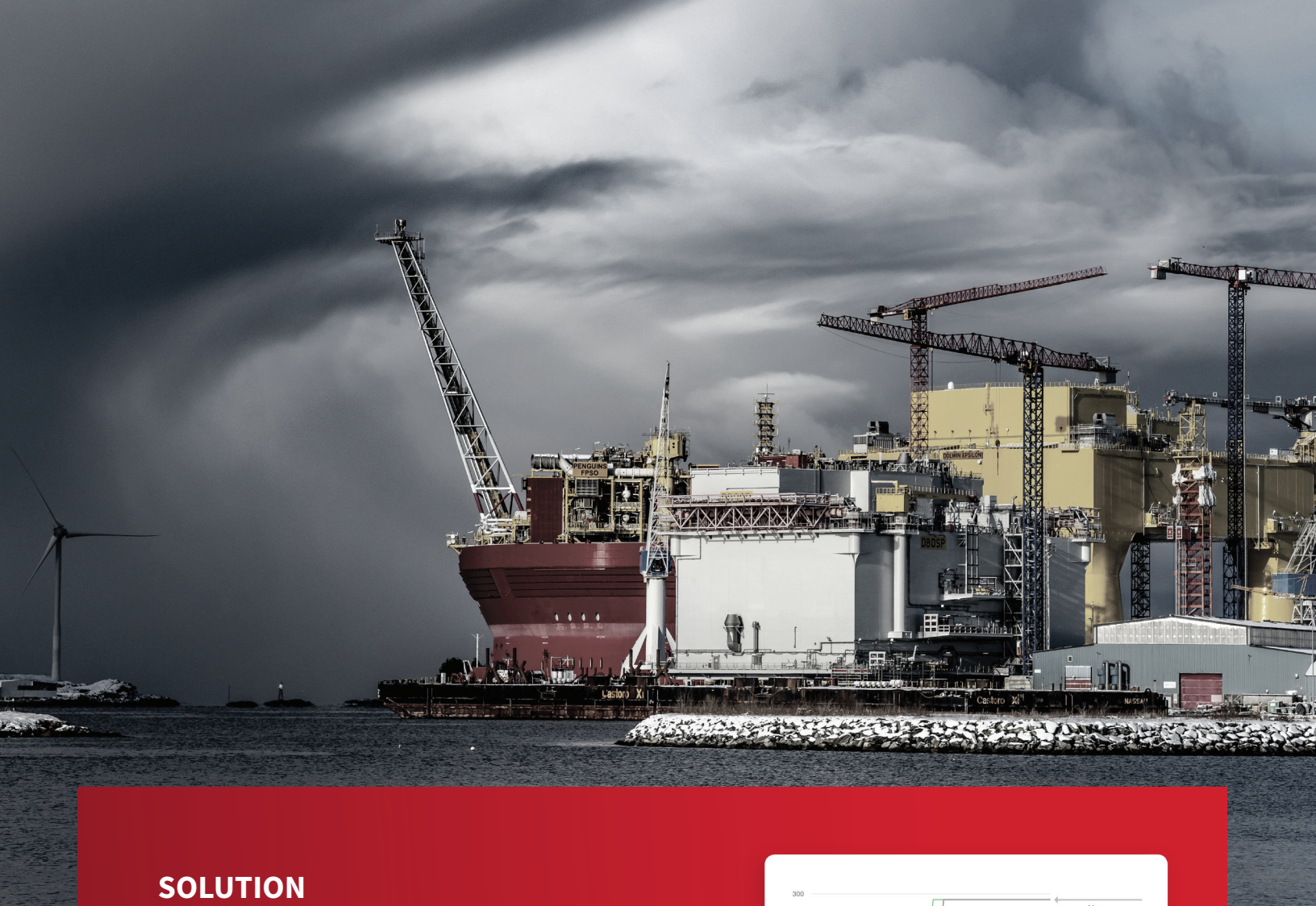
COMPANY AND BUSINESS OVERVIEW

Aibel is a leading service and full-range supplier of innovative and sustainable solutions within the oil, gas, and offshore wind industries. With approximately 4,900 skilled employees across offices located in Norway, Thailand, and Singapore, Aibel builds and maintains critical infrastructure for energy companies.

It is one of the largest suppliers on the Norwegian continental shelf and holds a leading position in the electrification of offshore oil and gas installation and onshore processing plants. Aibel is also a significant supplier to the European offshore wind industry.

BUSINESS CHALLENGES

Aibel had been using the Open iT solution for some time to monitor and optimize their engineering licenses. However, during a routine transition of their engineering applications to a new system using Open iT's license harvesting feature, they came to the realization that their usage of Open iT had mostly been reactive. They sought to explore how the solution could be leveraged proactively to enhance efficiency and cost savings.

They observed that even during periods of inactivity in project creation, design, or delivery, there was an excessive consumption of licenses. This raised questions about the reasons behind this high utilization rate. Additionally, they faced a situation where they were on the verge of exhausting licenses for specific software, prompting the need for immediate action to optimize usage.
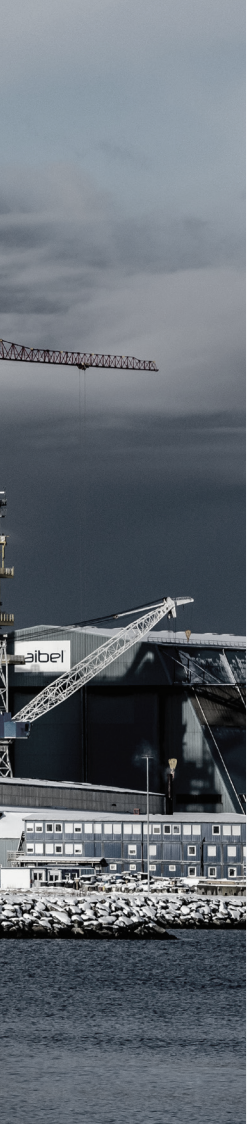
SOLUTION

Aibel worked with Open iT to efficiently harvest unused licenses using **License*Analyzer* Level 3**. They also set up the Open iT email-alert system to inform users about their unused or excessive license usage based on defined thresholds.
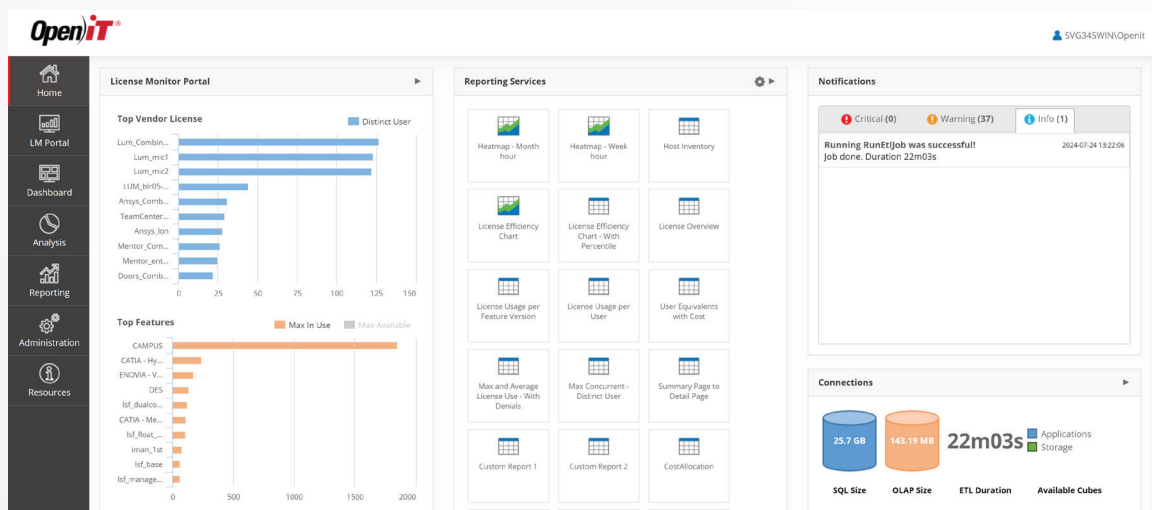
These solutions were particularly effective for users who checked out licenses early but left them unused until later in the day or even for several days. With license harvesting and email alerts, they managed to cut down on license usage, especially during peak times when users from Europe and Asia were logged in. This helped in managing the limited concurrent licenses and significantly decreased the licenses used for one of their most critical applications.

They also discovered the advantages of using Reporting Services of the **Open iT Analysis Server**, which allowed Open iT data to be integrated with Power BI. This eliminated the need to learn a new interface or analyze data in an unfamiliar platform. Instead, they could easily create their own dashboards and swiftly access the required data for their business presentations. This streamlined administration tasks and provided instant access to essential information.

The information provided in these reports allowed them to make quick evaluations of their licensing position and determine their actual licensing needs. Given the management of various licenses and metrics, having insights into license usage was crucial for accurately determining the necessary licenses.

RESULTS

The License*Analyzer* Level 3 notifications of idle usage and the continuous email alerts have made users aware that licenses are not free and are very costly commodities. As a result, they became mindful of their own usage.

The email alerts solution, together with implementing restrictions on license consumption during specific timeframes, allowed to reduce the daily license consumption, which led to a cost optimization.

Their license optimization initiative had become so successful, that license utilization exceeded 99% license usage efficiency.

As for Aibel, this success is a team effort.

"One of the important things I communicated when I held the presentation of what we achieved was that everyone in Aibel needs to pat their own shoulder and say, 'Together, we contributed.'"

Andre Vollan
Aibel

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** 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**.

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