

## CUSTOMER SUCCESS STORY

# Devon Energy

Reduces Software Spend By 20%  
Through License Usage Optimization

*"We spend millions on subsurface software. A solution like Open iT is a no-brainer."*

**Matt Hollingsworth**  
Senior Systems Analyst, Devon Energy

## HIGHLIGHTS

- Devon Energy was seeking to effectively manage the usage of their technical applications. They wanted to optimize their licenses to avoid unnecessary IT spending.
- Open iT presented a POC that addressed the challenge of consolidating data from different license managers on a single dashboard.
- With LicenseAnalyzer Level 1, Devon Energy was able to generate customized reports using Open iT data that improved the collaboration between the end-users and IT.
- By leveraging Open iT solutions and services, the company was able to cut 20% of their subsurface software budget through effective software usage metering and optimization.

## COMPANY AND BUSINESS OVERVIEW

Devon Energy Corporation is a leading independent oil and natural gas exploration and production company, producing around 614 million cubic feet of natural gas and 153,000 barrels of natural gas liquids per day.

Devon Energy's Subsurface Technology Department supports 150 to 200 end users of various E&P software applications. The team's goals are to be proactive in controlling costs and ensure that technology would facilitate, rather than impede, progress and innovation.

## BUSINESS CHALLENGES

As the Oil and Gas Industry relies heavily on the price per barrel, tightening the belt and avoiding unnecessary IT spending have become increasingly important, especially during downswings. Achieving this requires not only having the data available, but also changing end user behavior to help IT teams in procuring better deals with vendors.

A critical business challenge for Devon Energy was to consolidate the holistic, accurate, and historical overview of technical applications usage from Flexera and non-Flexera license managers on a single portal. Devon Energy already had a solution for monitoring Flexera-based applications. However, they wanted to extend this type of analysis to non-Flexera license managers.

In addition, Devon also wanted to make sure that vendor milestones were monitored and that the goals of internal stakeholders were prioritized so that better decisions could be made on how to use the applications in a realistic way.

Jeremy Mullins, Systems Analyst at Devon Energy, commented that “For us as a team, having data in a consistent format and place, having a real-time view dashboard, and exposing that to those we are supporting are important.”

## SOLUTION

Open iT presented a Proof of Concept (POC) for tracking different license managers and accurate real-time and historical license usage overview from those license managers on a single dashboard.

*“We had multiple tools in our portfolio, but we didn’t have an effective way of tracking.  
Open iT is very involved, making sure that every part of the solution worked.”*

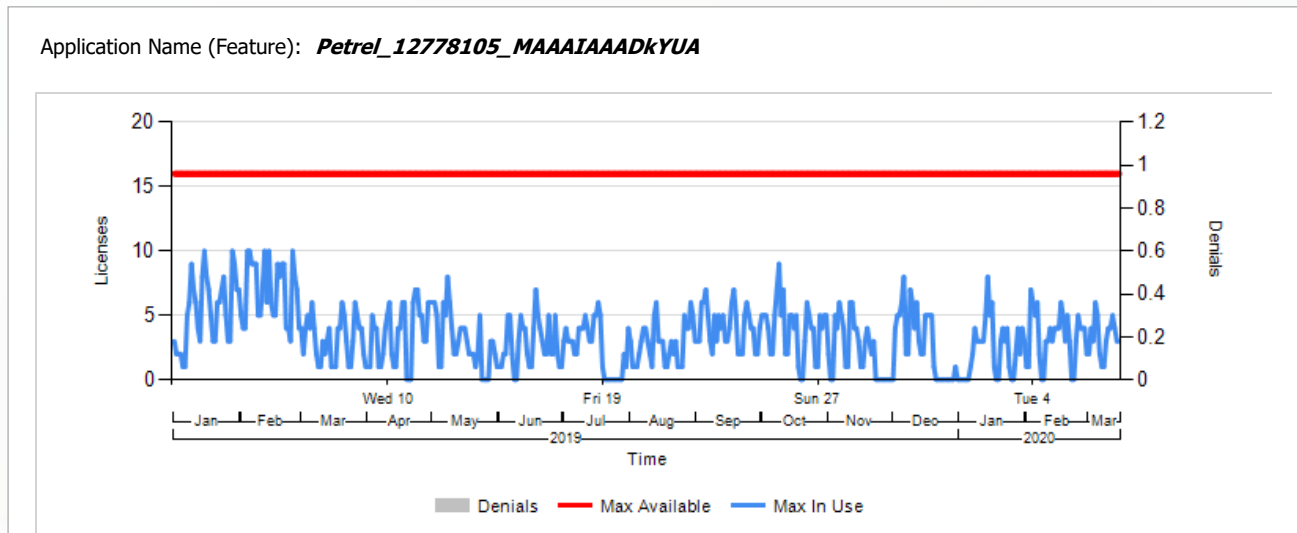
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Devon Energy immediately saw the benefits since they could start tracking license usage from three of their non-Flexera license managers, which they previously could not monitor accurately.

Application Name	Max in Use	Max Available	Denials
<a href="#">OCEAN_RDR_STUDIO_ADVISOR</a>	0	10	0
<a href="#">OCEAN_SLB_DISSTABILITYANALYSIS</a>	0	1	0
<a href="#">OCEAN_SLB_KINETIX_ADVANCED</a>	1	1	2
<a href="#">OCEAN_SLB_KINETIX_FRAC_SIM</a>	0	20	0
<a href="#">OCEAN_SLB_KINETIX_MP1</a>	0	1	0
<a href="#">OCEAN_SLB_MANGROVE_ADVANCED</a>	0	1	0
<a href="#">OCEAN_SLB_MANGROVE_FRAC_SIM</a>	0	20	0
<a href="#">OCEAN_SLB_MULTILOADER</a>	5	10	0
<a href="#">OCEAN_SLB_NEARWELLGEOMECHANICS</a>	0	1	0
<a href="#">OCEAN_SLB_RES_GEOMECHANICS</a>	0	1	0
<a href="#">OCEAN_SLB_TECHLOG_DATASTORE</a>	0	1	0
<a href="#">OCEAN_SLB_TECHLOG_LINK</a>	0	1	0
<a href="#">olga</a>	0	14	0
<a href="#">Petrel_12778105_MAAAAAADgYUA</a>	4	4	0
<a href="#">Petrel_12778105_MAAAIIAADkYUA</a>	10	16	0

*Overview Page displaying a Summary of Usage - Unused features are easily identified, providing an opportunity for optimization on licenses that are underutilized.*

Open iT worked closely with the Devon Energy Subsurface IT team to make sure the solution was installed correctly and that data from multiple vendors were tracked accurately. Each vendor has slightly different settings, but Open iT managed to distinguish major key points quickly and continued to work with Devon to ensure that the applications were tracked correctly.



*Daily Utilization Trend displays the Maximum Number of Concurrently Used Licenses and the Maximum Number of Licenses Used. The highest use occurred in the first 2 months.*

The POC revealed immediate gains. Devon was impressed with Open iT’s continuous support, quick turnarounds, and their willingness to work with the Devon IT team to ensure that the right information is being tracked.

The success of the POC prompted Devon Energy to purchase **LicenseAnalyzer Level 1** and initially used out-of-the-box reports. The team at Devon Subsurface also invested in training and immediately realized that they could leverage Open iT to help expand their Power BI reports to include live dashboards.

With customized internal Power BI reports that utilized Open iT data, the team was able to share new insights with internal stakeholders. This led stakeholders to attain a clearer understanding of their software usage and steered them towards working alongside IT to have a more realistic view of the needs of different teams.

Additional plug-ins that are consistently being provided by Open iT have helped Devon with the continuous optimization of their license usage, ensuring that there is no overspending as technology evolves or as software versions are updated.

*“Once you understand the usage, it is possible to be creative in the reorganization of licenses and some of the vendors helped work with us based on that.”*

**Jonathan White**  
SCADA US IT Supervisor, Devon Energy

## RESULTS

The return on investment with Open iT clearly illustrated a better solution for Devon than developing their own internal tools.

After implementing the Open iT solution, the Subsurface team was able to expedite internal discussions, avoid missing renewal milestones, and move away from quarterly snapshots of usage to historical views of all usage and modules per vendor. Now, they can provide advance notice of upcoming license expiration from vendors, thus making internal conversations less stressful and more productive.

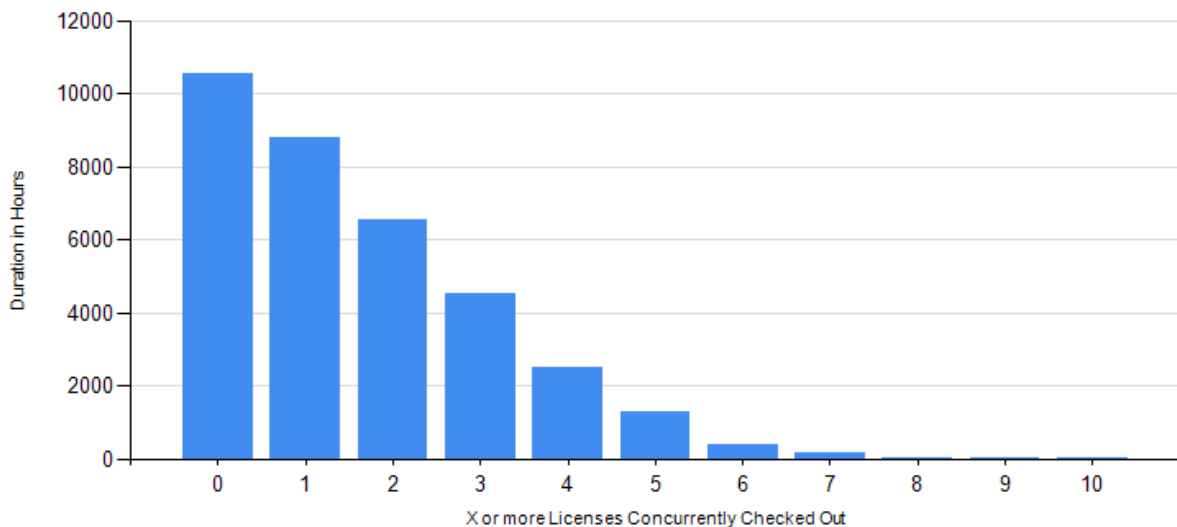
### License Usage Report for:

PETREL

**Report Period:** from 2019-01-01 00:00 to 2020-03-16 00:00

### License Efficiency Chart

Application Name	Max Available	Max In Use	Within 99% use <sup>1</sup>	Within 95% use <sup>1</sup>
Petrel_12778105_MAAAIAADkYUA	16	10	7	5

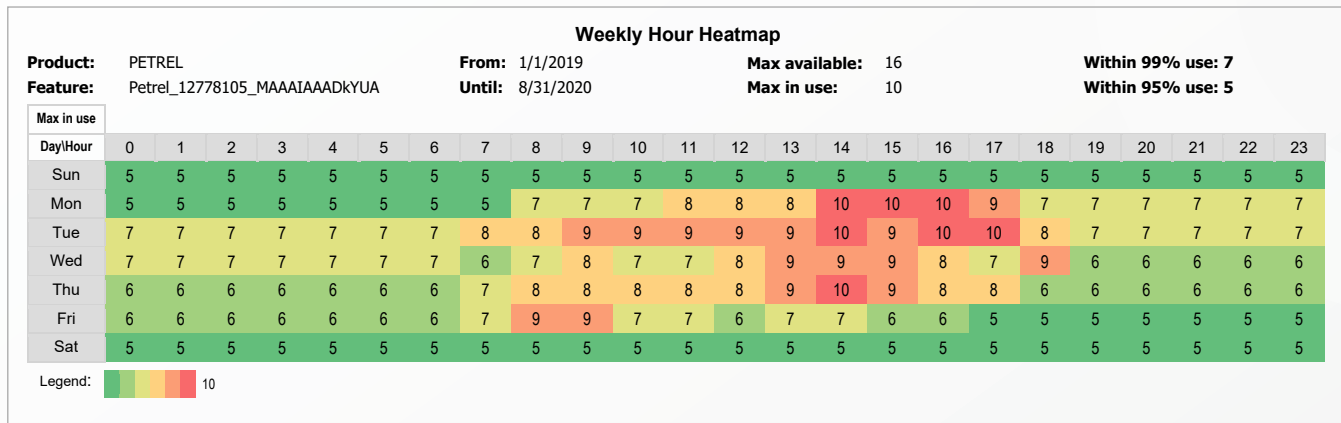


License Efficiency Chart shows the Duration of Concurrently Used Licenses, providing more Information for Cost Reduction by displaying the Number of Licenses Used 99% and 95% of the time.

### Weekly Hour Heatmap

Product:	PETREL							From:	1/1/2019							Max available:	16							Within 99% use:	7						
Feature:	Petrel_12778105_MAAAIAADKYUA							Until:	8/31/2020							Max in use:	10							Within 95% use:	5						
Avg 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	1.48	1.45	1.49	1.48	1.48	1.48	1.50	1.49	1.49	1.49	1.48	1.48	1.54	1.50	1.48	1.48	1.48	1.48	1.48	1.48	1.48	1.45	1.46								
Mon	1.44	1.44	1.44	1.44	1.44	1.44	1.73	2.16	2.65	3.00	2.93	3.19	3.30	3.31	3.81	3.76	3.59	3.32	2.84	2.90	2.85	2.85	2.85	2.83							
Tue	2.79	2.79	2.79	2.79	2.79	2.79	2.79	2.98	3.27	3.74	3.85	3.74	3.63	3.61	3.96	3.93	3.68	3.20	2.88	2.69	2.70	2.70	2.67	2.67							
Wed	2.67	2.67	2.67	2.67	2.67	2.67	2.77	2.71	3.21	3.51	3.39	3.45	3.46	3.60	4.09	3.73	3.64	3.22	3.15	2.95	2.94	2.85	2.84	2.86							
Thu	2.86	2.84	2.84	2.84	2.84	2.80	2.82	2.98	3.56	3.67	3.68	3.43	3.43	3.81	3.80	3.66	3.22	2.85	2.40	2.42	1.85	1.92	1.86	1.85							
Fri	1.83	1.83	1.83	1.83	1.81	1.81	1.83	1.93	2.36	2.60	2.49	2.58	2.37	2.49	2.55	2.39	2.03	1.68	1.51	1.51	1.52	1.51	1.51	1.52							
Sat	1.49	1.49	1.49	1.49	1.48	1.48	1.48	1.48	1.48	1.52	1.51	1.51	1.54	1.48	1.50	1.48	1.50	1.49	1.49	1.49	1.50	1.48	1.48	1.48							

Average in Use Weekly Heatmap shows the Average Number of Licenses used within the hour. License Usage outside of work hours may suggest the need for optimization of user behaviour.



*Max in Use Weekly Hour Heatmap illustrates the maximum number of licenses used within the hour.  
License Usage outside of work hours may suggest the need for optimization of user behaviour.*

Through software optimization initiatives based on license usage monitoring on 11 different vendors and modules, improved confidence in vendor negotiations, and more creative solutions to license deals, Devon reaped a 20% savings off their subsurface software budget.

Devon's future benefits include leveraging other Open iT solutions, such as enabling internal chargeback and upgrading to LicenseAnalyzer Level 2 for more optimization opportunities through active/inactive usage monitoring or Level 3 for automatic license harvesting.

## 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).



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