

## CUSTOMER SUCCESS STORY

# Equinor

## Equinor Gains Billing Flexibility and Improves Workforce Efficiency with LicenseAnalyzer

*“Many gains have been made by shifting from manual, ad-hoc ways of gathering software usage information, to making continual user measurements with the help of Open iT Software.”*

**Terje Flaten**

Specialist Consultant TEC PE L&U, Equinor

### HIGHLIGHTS

- With branches in 28 countries, Equinor needed a solution that will help them negotiate flexible license agreements and improve work efficiency.
- Using LicenseAnalyzer, the company was able to lead vendor negotiations using reports based on actual software usage.
- Acquired insights from user-level reports enabled Equinor to create programs that improve their employees' performance.

### BUSINESS OVERVIEW

Equinor is an integrated oil and gas company with headquarters in Norway and branch offices in 28 countries. Since 1998, Equinor has deployed Open iT for usage reporting on their multi-million dollar software investment, to manage software licenses used for exploration, reservoir management, drilling, production, business-decision analysis and data management.

### BUSINESS CHALLENGES

Annually, Equinor pays for a wide range of software licenses used in exploration, production, project management and many other work applications. Access, training and support are crucial for achieving optimal efficiency in the usage of these applications. Equinor searched for a license administration tool to aid these processes in the company. An overview was needed, not only of purchased and installed software, but also showing how software was being used: many technical applications were used intensively at times and rarely at others. Accurate software usage analysis was needed to allow Equinor to negotiate flexible license agreements.

## SOLUTION

Open iT LicenseAnalyzer Level 1 provided Equinor with the billing flexibility they were looking for and many of their applications are now paid for based on actual usage. Open iT LicenseAnalyzer Level 1 monitors the company's software usage continually and stores statistics in a secure database, preventing the data from being manipulated with program vendors. Measurements taken from all of Equinor's offices are stored in signed and encrypted read-only logs. The logs are then aggregated in reports and delivered to software vendors who use the reports for billing for actual software usage. Additionally, Equinor has realized significant savings by cancelling maintenance agreements and discontinuing excess licenses for software no longer in use.

## RESULTS

Equinor has an important goal: to build up a solid support apparatus for employees using software. They have organized work groups according to different processes used and have delegated responsibility for application training and integration to each process group manager. Open iT LicenseAnalyzer Level 1, through reports showing how the same software is used by different users, has helped these managers identify which users need the most support and training. This information allows them to focus their efforts where they are needed most, enabling them to see the needs of previously more invisible users as well as the more demanding ones. Balancing users' competing needs helps managers ensure the overall success of the application implementation process. Furthermore, Open iT LicenseAnalyzer Level 1 reports help managers constantly measure their progress and evaluate and update their plans.

## 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