

## CUSTOMER SUCCESS STORY

# Green IT

## Oil & Gas Company Meters Active Software Usage to Support Green Initiatives and Cut Costs by 70%

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**Trond Ellefsen**  
Systems Architect, Oil & Gas Company

### HIGHLIGHTS

- Oil & Gas company needed to cut down the number of workstations in their organization.
- After trying out multiple approaches, they decided that metering the active usage of each computer was the best solution.
- Using Open iT solutions, they were able to reduce the number of workstations and cut cost by 70%.

### BUSINESS OVERVIEW

A medium size oil and gas company had more than 350 high-end UNIX workstations in their upstream department. These workstations were billed for each computer operated by the IT service provider, which proved to be costly. Management thought they could easily cut the number of workstations down to around 100 computers by requiring occasional users to run applications through terminal servers, instead of having their own workstations.

### BUSINESS CHALLENGES

The question posed was, who needed to use the workstations for productive work and who did not? The manager of the upstream department, when questioning users, found that everyone felt they needed their personal high-end computer. How could we identify the users that really needed them?

Several approaches did not work, as shown below:

Approach	Fault
<b>Ask the user.</b>	Everyone said they needed their high-end workstation.
<b>Meter system activity on the workstation.</b>  <b>Check software license usage by looking at license check-out/check-ins.</b>	This shows all usage of the workstations, even screensavers.  No distinction between inactive and active sessions.

A better solution was needed, and turned out to be metering applications in real use on each computer.

“There were not a lot of good solutions out there, but we found one that worked very well for us”, said Trond Ellefsen, Systems Architect. “Open iT provided exactly the right metrics I needed to be able to cut down the number of workstations from 357 to 50, with much more drastic reductions than we thought possible before we started.”

The cost reduction was around 70%, and users were happy with less heat and noise in their offices. “The only problem,” said Kjell Randa, IT Manager, “was that some users complained they now needed an electric heater in the winter!”

## 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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