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How to Get the Best Deal on Your Software Purchases



Open)IT[®]

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Founder, CEO

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Setting the Stage



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Setting the Stage

All agree, thorough preparation is **key** to the most effective vendor negotiations



Assemble
Team



Document and
Understand all
Dates

- Notification
- Cancellation
- Renewal



Review Existing
Contract Terms

- Other Contracts with Vendor
- Entitlement Changes
- Auto-Renewal



Defined Clear
Goals



Research:
Vendor,
Market,
Alternatives



Understand True
Needs with
Usage Analytics



Usage Analytics



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Usage Analytics

Identify Features with Zero Usage



Usage Analytics



Identify Low-Usage Features



Usage Analytics

Understand True Needs

- By Department
- By Location



Usage Analytics

**Know the savings
potential
STOP paying for
what you don't use**



Usage Analytics

Impact Analysis

- Entitlement Changes
- Contract Consolidation
- Mergers & Acquisitions



Vendor Overview with Stats

Vendor	Contract Number	Exp Date of Contract	Type	Total Contract Value	Total Software Value	# of Apps	Total Max Avail	Total Max in Use	Portfolio Efficiency	# Apps w Cost	Total Max Avail w Cost	Total Max in Use w Cost	Portfolio Efficiency w cost
Aveva	C4980846	5/31/2023	M&S	\$1,093,614.53	\$1,093,614.53	82	4004	461	11.5%	23	1788	319	17.8%

Feature Zero Usage	% Zero Usage	Features Zero Usage w Cost	% w Cost w Zero Usage	Value Zero Usage w Cost	% \$ Zero Usage w Cost	Biz as Usual Savings	% Biz as Usual
37	45.1%	9	39.1%	\$494,797.28	45.2%	\$939,002.77	85.9%



Vendor Overview Dashboard



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Summary of all Apps/Features

Application Name	Max Available	License Type	License Cost	Ext. Cost	Expiration Date
ARMS_ID	10	Global	\$2,011.01	\$20,110.05	2023-12-31
ASPECT-EXCHANGE	20	Global	\$2,138.57	\$42,771.38	2023-05-31
ASPECT-PID	14	Per Project	\$2,401.20	\$33,616.80	2023-05-31
ASPECT-PID-VISIO	14	Unlimited	\$0.00	\$0.00	2023-05-31
AVEVA_DLS	100	Per Project	\$3,271.64	\$327,163.50	2023-05-31
AVEVA017	4	Global	\$378.19	\$1,512.76	2023-12-31
AVEVA201 Everything 3D	500	Global	\$486.24	\$243,121.50	2023-05-31
AVEVA201-GATEWAY	2	Global	\$1,200.60	\$2,401.20	2023-12-31
AVEVA206	2	Per Project	\$112.56	\$225.11	2023-12-31
AVEVA215	2	Global	\$252.13	\$504.25	2023-05-31
AVEVA216	6	Global	\$990.50	\$5,942.97	2023-05-31
AVEVA230	10	Global	\$732.37	\$7,323.66	2023-05-31
AVEVA231	299	Global	\$288.14	\$86,155.06	2023-05-31
AVEVA232	299	Global	\$378.19	\$113,078.51	2023-05-31
AVEVA234	24	Global	\$1,098.55	\$26,365.18	2023-05-31
AVEVA277	70	Global	\$309.15	\$21,640.82	2023-05-31
AVEVA297	42	Global	\$354.18	\$14,875.43	2023-12-31
AVEVA657	10	Global	\$750.38	\$7,503.75	2023-05-31
AVEVA658	10	NA	\$0.00	\$0.00	
AVEVA659	4	Unlimited	\$0.00	\$0.00	
CADCID	199	Unlimited	\$0.00	\$0.00	
DESI-DB-RO-ACCESS	80	NA	\$0.00	\$0.00	2023-05-31
DESIGN-PLATFORM	136	Global	\$378.19	\$51,433.70	2023-05-31
DESIGN-REUSE	4	Unlimited	\$0.00	\$0.00	
DESI-PIPEFAB	140	Global	\$216.11	\$30,255.12	2023-05-31
DGN2REV	4	NA	\$0.00	\$0.00	
DIAGRAMS	34	Global	\$306.15	\$10,409.20	2023-05-31
DWF-EXPORT	2	Global	\$0.00	\$0.00	
ELEC-CALC	16	NA	\$0.00	\$0.00	2023-05-31
ELEC-DES	16	NA	\$0.00	\$0.00	2023-05-31
ELEC-ENG	16	Global	\$1,938.97	\$31,023.50	2023-05-31



Sort by Expiration

Vendor License: Aveva- Global

Query Period: 2022-04-01 2023-03-31

Application Name	Max Available	Max in Use	License Type	License Cost	Ext. Cost	Expiration Date
ASPECT-EXCHANGE	20	0	Global	\$2,138.57	\$42,771.38	2023-05-31
ASPECT-PID	14	0	Per Project	\$2,401.20	\$33,616.80	2023-05-31
ASPECT-PID-VISIO	14	0	Unlimited	\$0.00	\$0.00	2023-05-31
AVEVA_DLS	100	0	Per Project	\$3,271.64	\$327,163.50	2023-05-31
AVEVA201 Everything 3D	500	230	Global	\$486.24	\$243,121.50	2023-05-31
AVEVA215	2	1	Global	\$252.13	\$504.25	2023-05-31
AVEVA216	6	0	Global	\$990.50	\$5,942.97	2023-05-31
AVEVA230	10	1	Global	\$732.37	\$7,323.66	2023-05-31
AVEVA231	299		Global	\$288.14	\$86,155.06	2023-05-31
AVEVA232	299		Global	\$378.19	\$113,078.51	2023-05-31
AVEVA234	24	16	Global	\$1,098.55	\$26,365.18	2023-05-31
AVEVA277	70	18	Global	\$309.15	\$21,640.82	2023-05-31
AVEVA657	10	2	Global	\$750.38	\$7,503.75	2023-05-31
DESI-DB-RO-ACCESS	80	0	NA	\$0.00	\$0.00	2023-05-31
DESIGN-PLATFORM	136	6	Global	\$378.19	\$51,433.70	2023-05-31
DESI-PIPEFAB	140	0	Global	\$216.11	\$30,255.12	2023-05-31
DIAGRAMS	34	17	Global	\$306.15	\$10,409.20	2023-05-31
ELEC-CALC	16	0	NA	\$0.00	\$0.00	2023-05-31
ELEC-DES	16	0	NA	\$0.00	\$0.00	2023-05-31
ELEC-ENG	16	0	Global	\$1,938.97	\$31,023.50	2023-05-31
ELEC-WIRE	16	0	NA	\$0.00	\$0.00	2023-05-31
ENGI-DB-RO-ACCESS	34	0	NA	\$0.00	\$0.00	2023-05-31
GLOBAL	26	12	NA	\$0.00	\$0.00	2023-05-31
GLOBALSAT	42	20	Global	\$364.68	\$15,316.65	2023-05-31
INST-DES	16	2	NA	\$0.00	\$0.00	2023-05-31
INST-ENG	16	6	NA	\$0.00	\$0.00	2023-05-31



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Add Max in Use

Vendor License:Aveva- Global
Query Period: 2022-04-01 2023-03-31

Application Name	Max Available	Max in Use	License Type	License Cost	Ext. Cost	Expiration Date
ARMS_ID	10	0	Global	\$2,011.01	\$20,110.05	2023-12-31
ASPECT-EXCHANGE	20	0	Global	\$2,138.57	\$42,771.38	2023-05-31
ASPECT-PID	14	0	Per Project	\$2,401.20	\$33,616.80	2023-05-31
ASPECT-PID-VISIO	14	0	Unlimited	\$0.00	\$0.00	2023-05-31
AVEVA_DLS	100	0	Per Project	\$3,271.64	\$327,163.50	2023-05-31
AVEVA017	4	0	Global	\$378.19	\$1,512.76	2023-12-31
AVEVA201 Everything 3D	500	230	Global	\$486.24	\$243,121.50	2023-05-31
AVEVA201-GATEWAY	2	0	Global	\$1,200.60	\$2,401.20	2023-12-31
AVEVA206	2	1	Per Project	\$112.56	\$225.11	2023-12-31
AVEVA215	2	1	Global	\$252.13	\$504.25	2023-05-31
AVEVA216	6	0	Global	\$990.50	\$5,942.97	2023-05-31
AVEVA230	10	1	Global	\$732.37	\$7,323.66	2023-05-31
AVEVA231	299		Global	\$288.14	\$86,155.06	2023-05-31
AVEVA232	299		Global	\$378.19	\$113,078.51	2023-05-31
AVEVA234	24	16	Global	\$1,098.55	\$26,365.18	2023-05-31
AVEVA277	70	18	Global	\$309.15	\$21,640.82	2023-05-31
AVEVA297	42	6	Global	\$354.18	\$14,875.43	2023-12-31
AVEVA657	10	2	Global	\$750.38	\$7,503.75	2023-05-31
AVEVA658	10	4	NA	\$0.00	\$0.00	
AVEVA659	4	1	Unlimited	\$0.00	\$0.00	
CADCID	199	3	Unlimited	\$0.00	\$0.00	
DESI-DB-RO-ACCESS	80	0	NA	\$0.00	\$0.00	2023-05-31
DESIGN-PLATFORM	136	6	Global	\$378.19	\$51,433.70	2023-05-31
DESIGN-REUSE	4	0	Unlimited	\$0.00	\$0.00	
DESI-PIPEFAB	140	0	Global	\$216.11	\$30,255.12	2023-05-31
DGN2REV	4	0	NA	\$0.00	\$0.00	
DIAGRAMS	34	17	Global	\$306.15	\$10,409.20	2023-05-31
DWF-EXPORT	2	0	Global	\$0.00	\$0.00	
ELEC-CALC	16	0	NA	\$0.00	\$0.00	2023-05-31
ELEC-DES	16	0	NA	\$0.00	\$0.00	2023-05-31
ELEC-ENG	16	0	Global	\$1,938.97	\$31,023.50	2023-05-31



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Filter Zero Usage with Cost

Vendor License: Aveva- Global

Query Period: 2022-04-01 2023-03-31 Filtered: Current Exp Date, with Cost, Zero Usage

Application Name	Max Available	Max in Use	License Type	License Cost	Ext. Cost	Expiration Date
ASPECT-EXCHANGE	20	0	Global	\$2,138.57	\$42,771.38	2023-05-31
ASPECT-PID	14	0	Per Project	\$2,401.20	\$33,616.80	2023-05-31
AVEVA_DLS	100	0	Per Project	\$3,271.64	\$327,163.50	2023-05-31
AVEVA216	6	0	Global	\$990.50	\$5,942.97	2023-05-31
DESI-PIPEFAB	140	0	Global	\$216.11	\$30,255.12	2023-05-31
ELEC-ENG	16	0	Global	\$1,938.97	\$31,023.50	2023-05-31
ARMS_ID	10	0	Global	\$2,011.01	\$20,110.05	2023-12-31
AVEVA017	4	0	Global	\$378.19	\$1,512.76	2023-12-31
AVEVA201-GATEWAY	2	0	Global	\$1,200.60	\$2,401.20	2023-12-31
totals with no usage	1853	0		\$14,546.77	\$494,797.28	

Keep 1 Strategy



Business as Usual Analysis

Vendor License: Aveva- Global

Query Period: 2022-04-01 2023-03-31

Filtered: Current Exp Date, with Cost

Application Name	Max Available	Max in Use	License Type	License Cost	Ext. Cost	Expiration Date	Biz as Usual Savings
ASPECT-EXCHANGE	20	0	Global	\$2,138.57	\$42,771.38	2023-05-31	\$42,771.38
ASPECT-PID	14	0	Per Project	\$2,401.20	\$33,616.80	2023-05-31	\$33,616.80
AVEVA_DLS	100	0	Per Project	\$3,271.64	\$327,163.50	2023-05-31	\$327,163.50
AVEVA201 Everything 3D	500	230	Global	\$486.24	\$243,121.50	2023-05-31	\$131,285.61
AVEVA215	2	1	Global	\$252.13	\$504.25	2023-05-31	\$252.13
AVEVA216	6	0	Global	\$990.50	\$5,942.97	2023-05-31	\$5,942.97
AVEVA230	10	1	Global	\$732.37	\$7,323.66	2023-05-31	\$6,591.29
AVEVA231	299		Global	\$288.14	\$86,155.06	2023-05-31	\$86,155.06
AVEVA232	299		Global	\$378.19	\$113,078.51	2023-05-31	\$113,078.51
AVEVA234	24	16	Global	\$1,098.55	\$26,365.18	2023-05-31	\$8,788.39
AVEVA277	70	18	Global	\$309.15	\$21,640.82	2023-05-31	\$16,076.03
AVEVA657	10	2	Global	\$750.38	\$7,503.75	2023-05-31	\$6,003.00
DESIGN-PLATFORM	136	6	Global	\$378.19	\$51,433.70	2023-05-31	\$49,164.57
DESI-PIPEFAB	140	0	Global	\$216.11	\$30,255.12	2023-05-31	\$30,255.12
DIAGRAMS	34	17	Global	\$306.15	\$10,409.20	2023-05-31	\$5,204.60
ELEC-ENG	16	0	Global	\$1,938.97	\$31,023.50	2023-05-31	\$31,023.50
GLOBALSAT	42	20	Global	\$364.68	\$15,316.65	2023-05-31	\$8,023.01
VPD-PSI	6	1	NA	\$144.07	\$864.43	2023-08-31	\$720.36
ARMS_ID	10	0	Global	\$2,011.01	\$20,110.05	2023-12-31	\$20,110.05
AVEVA017	4	0	Global	\$378.19	\$1,512.76	2023-12-31	\$1,512.76
AVEVA201-GATEWAY	2	0	Global	\$1,200.60	\$2,401.20	2023-12-31	\$2,401.20
AVEVA206	2	1	Per Project	\$112.56	\$225.11	2023-12-31	\$112.56
AVEVA297	42	6	Global	\$354.18	\$14,875.43	2023-12-31	\$12,750.37
TOTALS:	4004	461			\$1,093,614.53		\$939,002.77



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Sorted for Further Analysis- Top Feature

Vendor License:Aveva- Global
Query Period: 2022-04-01 2023-03-31

Application Name	Max Available	Max in Use	License Type	License Cost	Ext. Cost	Expiration Date	Biz as Usual Savings
AVEVA_DLS	100	0	Per Project	\$3,271.64	\$327,163.50	2023-05-31	\$327,163.50
AVEVA201 Everything 3D	500	230	Global	\$486.24	\$243,121.50	2023-05-31	\$131,285.61
AVEVA232	299		Global	\$378.19	\$113,078.51	2023-05-31	\$113,078.51
AVEVA231	299		Global	\$288.14	\$86,155.06	2023-05-31	\$86,155.06
DESIGN-PLATFORM	136	6	Global	\$378.19	\$51,433.70	2023-05-31	\$49,164.57
ASPECT-EXCHANGE	20	0	Global	\$2,138.57	\$42,771.38	2023-05-31	\$42,771.38
ASPECT-PID	14	0	Per Project	\$2,401.20	\$33,616.80	2023-05-31	\$33,616.80
ELEC-ENG	16	0	Global	\$1,938.97	\$31,023.50	2023-05-31	\$31,023.50
DESI-PIPEFAB	140	0	Global	\$216.11	\$30,255.12	2023-05-31	\$30,255.12
ARMS_ID	10	0	Global	\$2,011.01	\$20,110.05	2023-12-31	\$20,110.05
AVEVA277	70	18	Global	\$309.15	\$21,640.82	2023-05-31	\$16,076.03
AVEVA297	42	6	Global	\$354.18	\$14,875.43	2023-12-31	\$12,750.37
AVEVA234	24	16	Global	\$1,098.55	\$26,365.18	2023-05-31	\$8,788.39
GLOBALSAT	42	20	Global	\$364.68	\$15,316.65	2023-05-31	\$8,023.01
AVEVA230	10	1	Global	\$732.37	\$7,323.66	2023-05-31	\$6,591.29
AVEVA657	10	2	Global	\$750.38	\$7,503.75	2023-05-31	\$6,003.00
AVEVA216	6	0	Global	\$990.50	\$5,942.97	2023-05-31	\$5,942.97
DIAGRAMS	34	17	Global	\$306.15	\$10,409.20	2023-05-31	\$5,204.60
AVEVA201-GATEWAY	2	0	Global	\$1,200.60	\$2,401.20	2023-12-31	\$2,401.20
AVEVA017	4	0	Global	\$378.19	\$1,512.76	2023-12-31	\$1,512.76
VPD-PSI	6	1	NA	\$144.07	\$864.43	2023-08-31	\$720.36
AVEVA215	2	1	Global	\$252.13	\$504.25	2023-05-31	\$252.13
AVEVA206	2	1	Per Project	\$112.56	\$225.11	2023-12-31	\$112.56



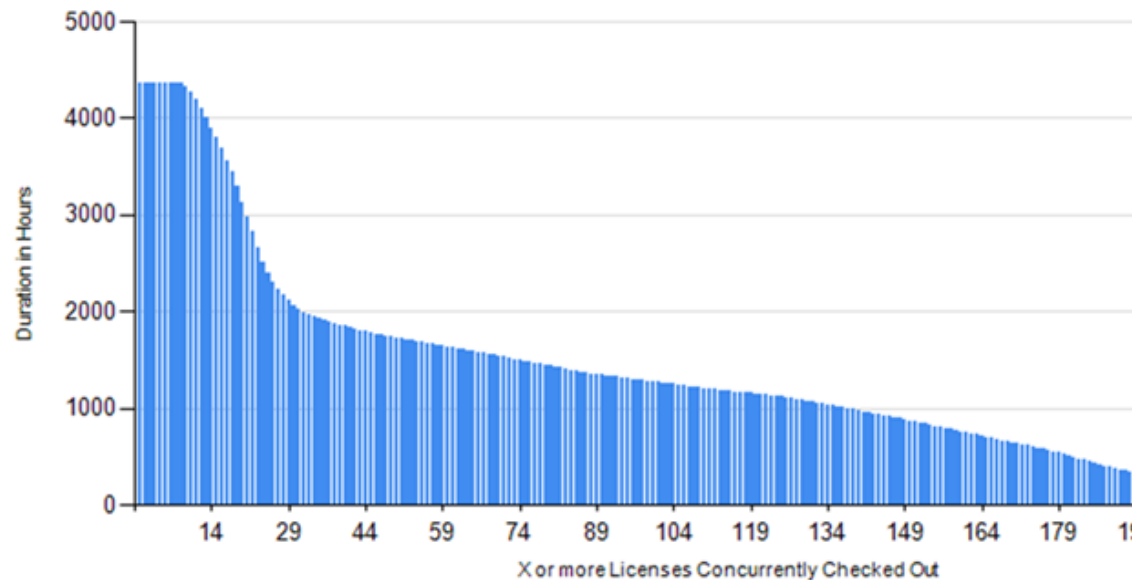
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License Efficiency

Query Period: 2022-10-01 00:00 to 2023-04-01 00:00

License Efficiency Chart: Aveva

Application Name	Max Available	Max In Use	Within 99% use ¹	Within 95% use ¹
AVEVA Everything3D [AVEVA201]	250	230	213	200



Minimum # of Licenses ²	Duration in Hours	Duration in % of Total
230	0.08	0.00 %
228	0.58	0.01 %
227	0.75	0.02 %
226	0.92	0.02 %
225	3.67	0.08 %
224	6.67	0.15 %
223	8.92	0.20 %
222	10.67	0.24 %
221	13.00	0.30 %
220	15.00	0.34 %
219	16.00	0.37 %
218	18.33	0.42 %
217	22.17	0.51 %
216	26.50	0.61 %
215	32.58	0.75 %
214	40.08	0.92 %
213	47.25	1.08 %
212	55.50	1.27 %
211	65.33	1.50 %
210	82.33	1.89 %



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Heat Map

Vendor License: AVEVA

Year: 2023

Max available: 250

Within 99% use*: 220

Feature: AVEVA Everything3D [AVEVA201]

Month: Jan

Max in use: 230

Within 95% use*: 201

Max 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
1	20	19	19	19	19	18	18	19	20	20	23	22	22	18	19	19	18	18	19	19	20	20	21	21
2	20	19	21	61	130	139	148	164	171	175	178	177	165	125	85	51	35	23	24	22	24	23	24	25
3	24	23	28	75	146	169	184	200	200	215	217	215	207	176	126	88	59	36	32	32	33	31	31	32
4	32	31	39	75	153	166	187	208	221	227	228	230	211	171	135	94	62	39	38	37	39	38	36	37
5	36	34	41	79	155	165	183	199	211	221	221	217	203	167	132	99	59	35	30	29	30	28	29	30
6	29	29	34	65	149	162	176	166	191	202	205	200	182	135	113	73	45	32	29	29	31	30	31	32
7	31	30	32	40	64	77	83	85	85	86	85	79	70	58	48	30	24	22	22	21	23	23	24	25
8	24	23	24	23	24	29	30	30	31	31	31	30	29	29	29	25	24	25	24	21	23	23	23	24
9	23	23	26	62	143	161	180	198	207	212	214	211	201	171	128	91	60	36	28	29	30	30	29	30
10	28	28	37	73	150	172	187	205	214	221	225	223	211	178	125	84	57	35	28	24	24	23	23	24
11	23	22	25	63	147	164	181	203	212	213	212	211	197	170	117	80	57	36	29	28	29	28	28	29
12	28	28	34	75	158	166	188	205	220	224	224	224	207	177	126	90	57	34	26	26	28	27	26	27
13	26	23	30	69	150	157	176	194	201	209	208	198	176	128	99	74	43	27	24	23	23	23	23	23
14	22	22	26	31	47	53	53	53	51	50	49	42	38	31	27	27	21	20	20	22	21	21	21	22
15	21	18	20	19	19	24	25	23	23	24	25	24	24	23	22	20	20	22	24	23	22	21	21	22
16	21	20	21	29	36	43	62	76	91	91	94	94	87	80	74	70	56	30	24	24	23	24	23	24
17	22	22	23	51	93	112	139	152	162	164	164	164	149	115	93	72	51	29	22	24	23	22	21	22
18	21	20	22	55	129	139	161	180	197	201	203	194	185	150	125	89	64	36	28	27	28	26	24	24
19	22	21	25	64	138	152	168	181	198	210	210	208	194	167	130	92	60	39	27	23	21	19	18	19
20	18	17	19	65	133	137	155	167	189	192	192	189	173	145	107	69	47	29	20	20	19	14	13	14
21	12	12	14	26	54	71	79	82	81	83	81	76	60	43	37	31	23	18	18	15	17	16	16	17
22	16	14	15	14	13	19	21	24	25	30	31	29	32	31	26	20	18	18	22	21	21	19	17	18
23	16	15	17	45	123	134	152	174	183	195	200	195	187	157	117	78	54	32	25	22	23	22	22	23
24	21	19	18	43	126	140	159	157	184	188	192	194	184	159	113	78	51	24	21	20	18	19	17	18
25	18	17	21	53	131	148	169	185	198	202	202	197	174	150	111	76	44	22	17	15	15	14	13	14
26	12	10	13	10	14	24	41	57	73	71	71	69	69	70	68	61	44	16	13	15	16	14	13	14
27	13	13	16	38	106	109	135	153	165	171	172	172	164	130	94	63	41	23	21	20	21	21	21	22
28	21	20	24	28	56	79	81	84	82	80	78	74	71	54	38	27	24	21	19	15	15	17	16	16
29	15	15	16	17	16	24	25	25	23	25	25	24	24	22	21	18	14	15	15	12	13	13	13	14
30	13	12	14	36	121	136	151	172	189	200	206	200	191	161	128	89	62	31	24	23	22	23	21	21
31	20	18	20	56	137	152	164	190	207	205	204	202	182	168	130	73	49	25	19	19	19	17	18	19




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Impact Analysis



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Aveva-Global										
Report Period: from 2022-03-01 to 2023-02-27				Open iT Data		Open iT License Efficiency Potential Cost Savings				
Application Name	Cost per Unit (M&S)	Max Avail	Max in Use	Savings Business as Usual	99% Reduction	Savings	95% Reduction	Savings		
AVEVA Everything3D [AVEVA201]	\$ 1,160.00	250	230	\$23,200.00	213 37	\$ 42,920.00	200 50	\$ 58,000.00		
AVEVA234	\$ 243.60	15	14	\$243.60	12 3	\$ 730.80	10 5	\$ 1,218.00		
AVEVA657	\$ 1,873.40	4	1	\$5,620.20	0 4	\$ 7,493.60	0 4	\$ 7,493.60		
DESIGN-REUSE	\$ 1,061.40	2	1	\$1,061.40	0 2	\$ 2,122.80	0 2	\$ 2,122.80		
DIAGRAMS	\$ 365.40	28	14	\$5,115.60	13 15	\$ 5,481.00	12 16	\$ 5,846.40		
GLOBAL	\$ 707.60	18	10	\$5,660.80	9 9	\$ 6,368.40	9 9	\$ 6,368.40		
GLOBALSAT	\$ 278.40	38	14	\$6,681.60	14 24	\$ 6,681.60	14 24	\$ 6,681.60		
LFM300	\$ 298.70	2	1	\$298.70	1 1	\$ 298.70	0 2	\$ 597.40		
LFM309	\$ 342.20	2	1	\$342.20	1 1	\$ 342.20	0 2	\$ 684.40		
PACK-ELECTRICAL	\$ 365.40	16	3	\$4,750.20	3 13	\$ 4,750.20	3 13	\$ 4,750.20		
PACK-INSTRUMENTATION	\$ 365.40	16	4	\$4,384.80	4 12	\$ 4,384.80	3 13	\$ 4,750.20		
PDMS	\$ 957.00	125	33	\$88,044.00	32 93	\$ 89,001.00	29 96	\$ 91,872.00		
PDMS-CLASHMAN	\$ 208.80	9	2	\$1,461.60	2 7	\$ 1,461.60	1 8	\$ 1,670.40		
QUERY	\$ 139.20	2	0	\$278.40	0 2	\$ 278.40	0 2	\$ 278.40		
RVREAL	\$ 725.00	2	1	\$725.00	1 1	\$ 725.00	0 2	\$ 1,450.00		
SIM500	\$ 2,066.25	5	1	\$8,265.00	1 4	\$ 8,265.00	1 4	\$ 8,265.00		
SPG_PROII_SIM_Bundle	\$ 1,943.00	5	3	\$3,886.00	2 3	\$ 5,829.00	2 3	\$ 5,829.00		
VPD-MDS	\$ 469.80	21	18	\$1,409.40	15 6	\$ 2,818.80	12 9	\$ 4,228.20		
VPD-PSI	\$ 295.80	3	1	\$591.60	1 2	\$ 591.60	1 2	\$ 591.60		
VPE-PID	\$ 352.35	7	1	\$2,114.10	1 6	\$ 2,114.10	1 6	\$ 2,114.10		
Total Value: \$ 506,290.70				\$ 164,134.20		\$ 192,658.60		\$214,811.70		

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License Efficiency with Percentiles

Vendor License (Product): AVEVA Report Period: from 2022-10-01 to 2023-04-01											
Application Name (Feature)	Available				In Use						
	Max	PCTL ³		Min	Max	PCTL ¹					Min
		95 th	5 th			99 th	95 th	50 th	5 th	1 st	
AVEVA Everything3D [AVEVA201]	250	225	185	180	230	213	200	27	11	9	0

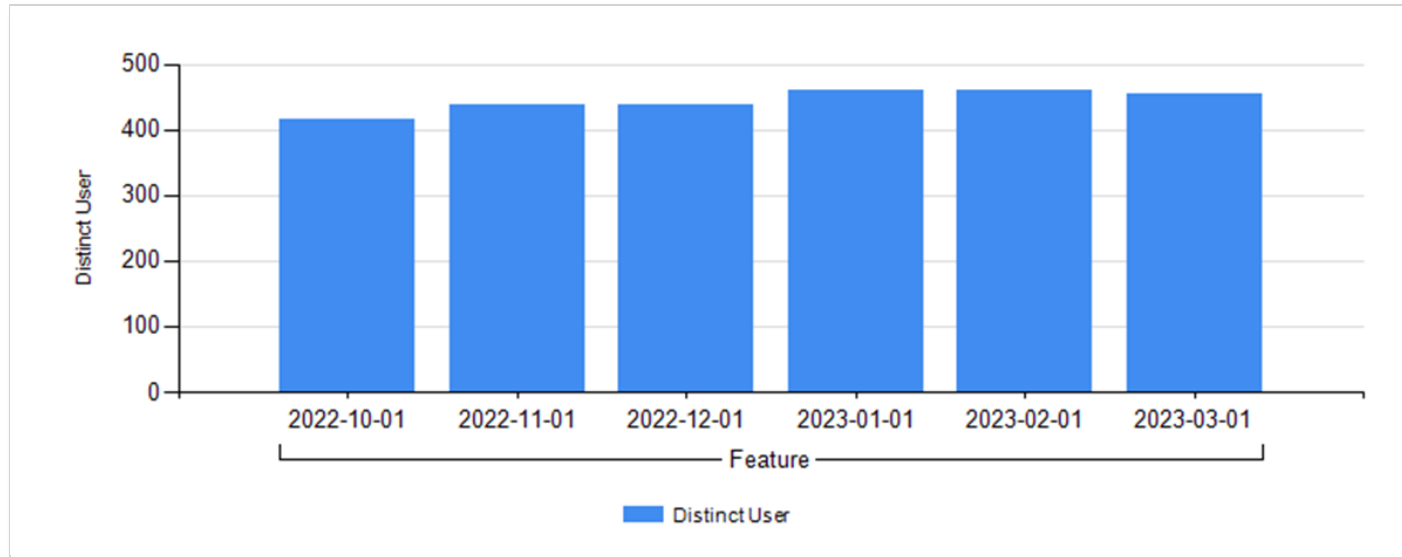
1) "Max In Use Nth PCTL" means that at a minimum of Nth percentile of the time, the license usage is at or below the reported value.
2) Minimum number of concurrent licenses checked out for the metered duration of time.
3) The 5th and 95th PCTL shows Percentile of the Max Available licenses.



Distinct User by Month

Distinct User per Month per Application Type

Presents a chart and table that shows the number of unique user per application type per month



Application Type	Month	Distinct User
AVEVA	2022-10-01	416
	2022-11-01	437
	2022-12-01	437
	2023-01-01	460
	2023-02-01	459
	2023-03-01	453

Slight trending up



Usage by Month

Annual Usage Overview

Presents a table view of an application's concurrent license usage and elapsed time during a specified period of time.

Usage Report for **AVEVA**

Application Name	Year	Month	Max Available	Max In Use	Elapsed Time
AVEVA Everything3D [AVEVA201]	2022	Oct	195	190	41,459.67
		Nov	220	217	53,616.48
		Dec	225	225	48,384.09
	2023	Jan	250	230	51,520.76
		Feb	250	225	51,064.50
		Mar	230	216	54,374.93
	Total		250	230	300,420.43



License Hogs- 3 or more

Vendor License: AVEVA-Global
 Application Name: AVEVA Everything3D [AVEVA201]
 Max In Use threshold > 2
 Query Period: 2022-10-01 00:00 to 2023-04-01 00:00

Time	Vendor License	Application Name	User Id	Max Used	Elapsed Time
2023-Jan	AVEVA-Global	AVEVA Everything3D [AVEVA201]	Clark Haynes	3	441.67 h
			Merrill Oconnor	3	430.58 h
			Leon Howe	4	1717.58 h
			Hilario Kaufman	3	319.83 h
			Vincent Meadows	3	302.33 h
			Silas Sanders	3	1044.67 h
2023-Feb	AVEVA-Global	AVEVA Everything3D [AVEVA201]	Jake Krause	3	302.67 h
			Monte Manning	3	363.75 h
			Clark Haynes	4	522.83 h
			Colton Santos	3	245.58 h
			Merrill Oconnor	3	421.67 h
			Tom Arnold	3	295.42 h
			Hosea Hartman	3	247.50 h
			Eliseo Hudson	3	227.58 h
			Silas Sanders	3	873.75 h
			Donnie Anderson	3	285.33 h
2023-Mar	AVEVA-Global	AVEVA Everything3D [AVEVA201]	Jake Krause	3	336.58 h
			Clark Haynes	3	576.42 h
			Merrill Oconnor	3	415.67 h
			Roderick English	3	489.33 h
			Hilario Kaufman	3	381.08 h
			Silas Sanders	3	740.33 h



Token Analytics

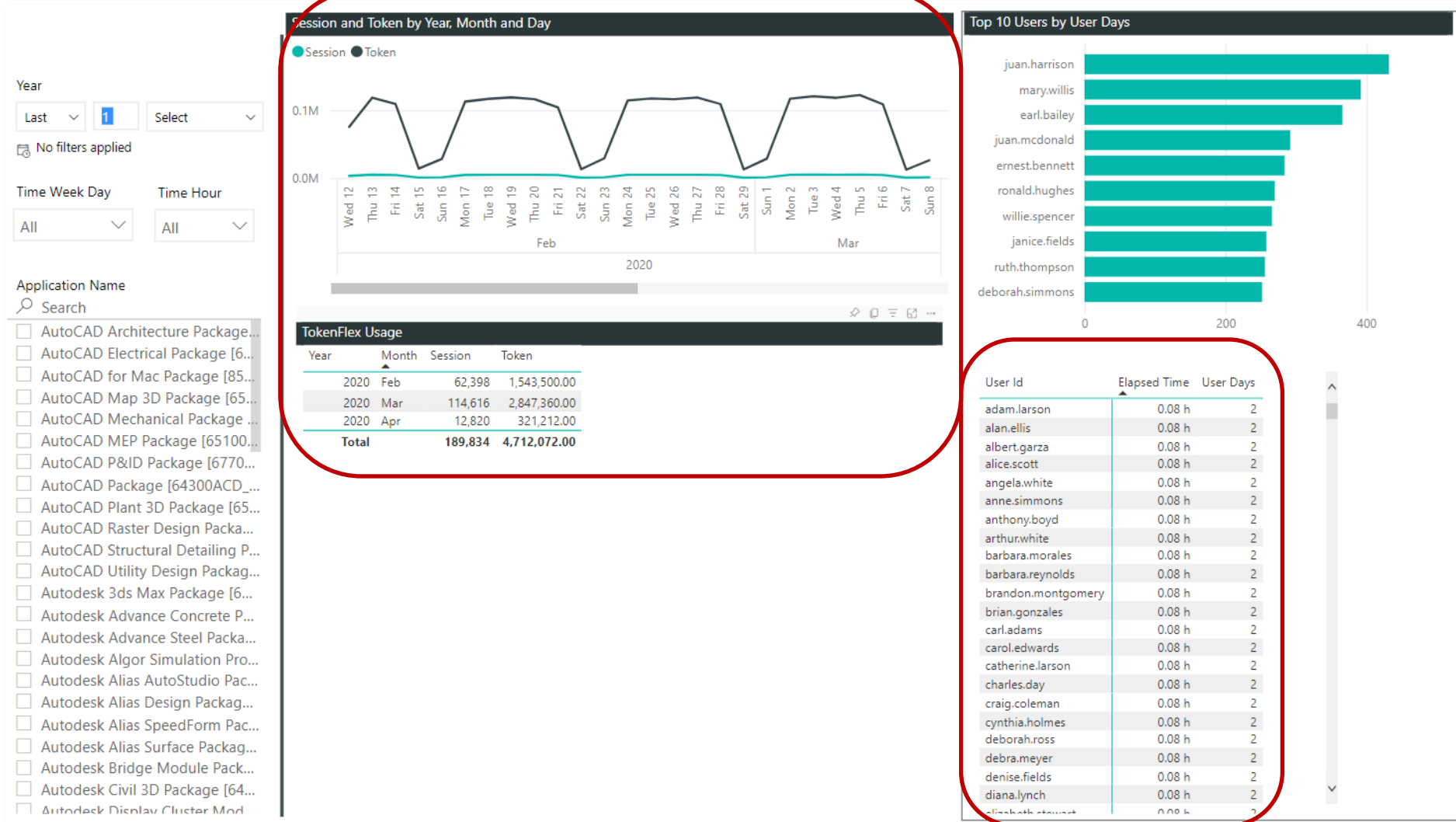


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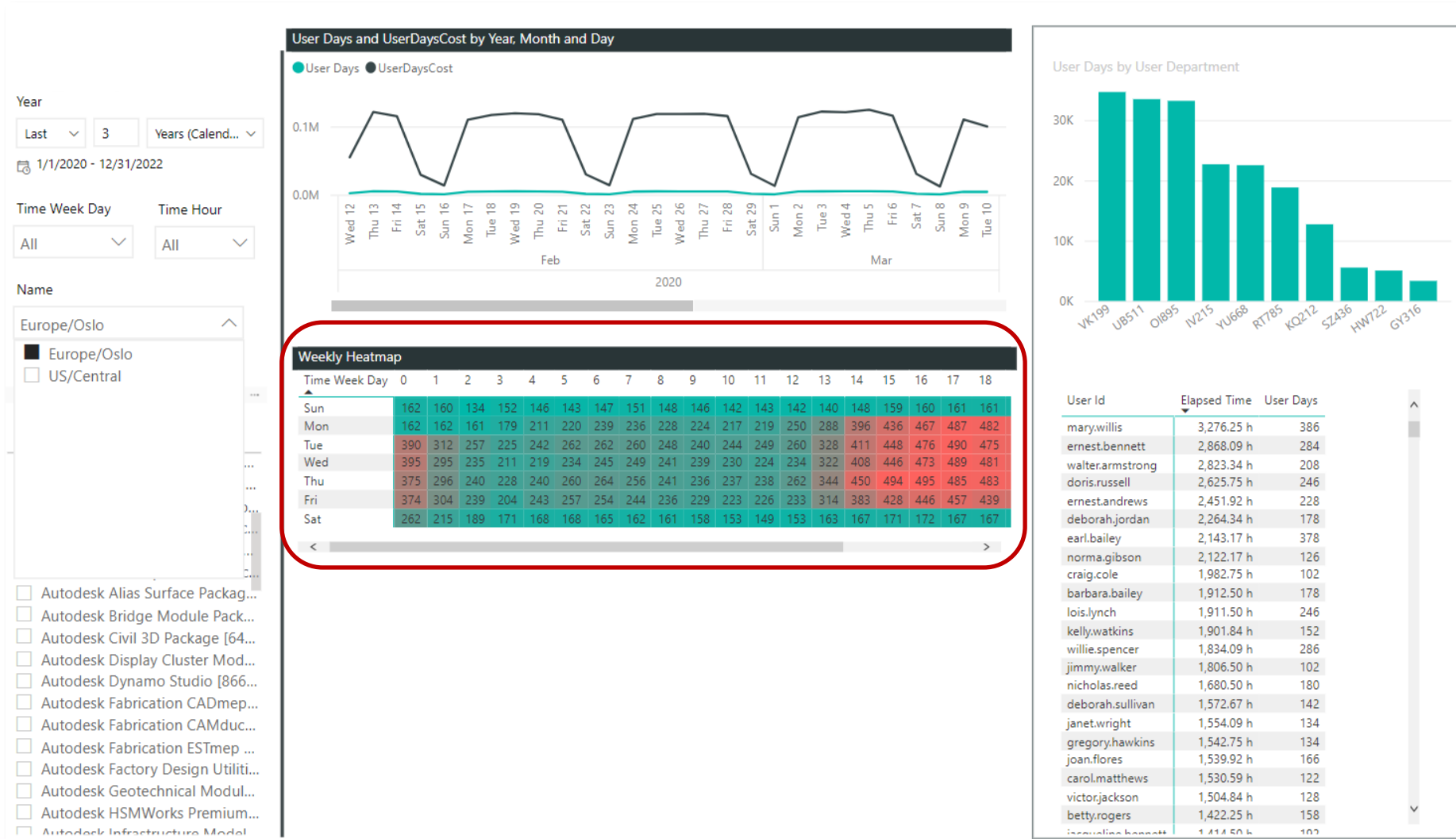
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Token Overview



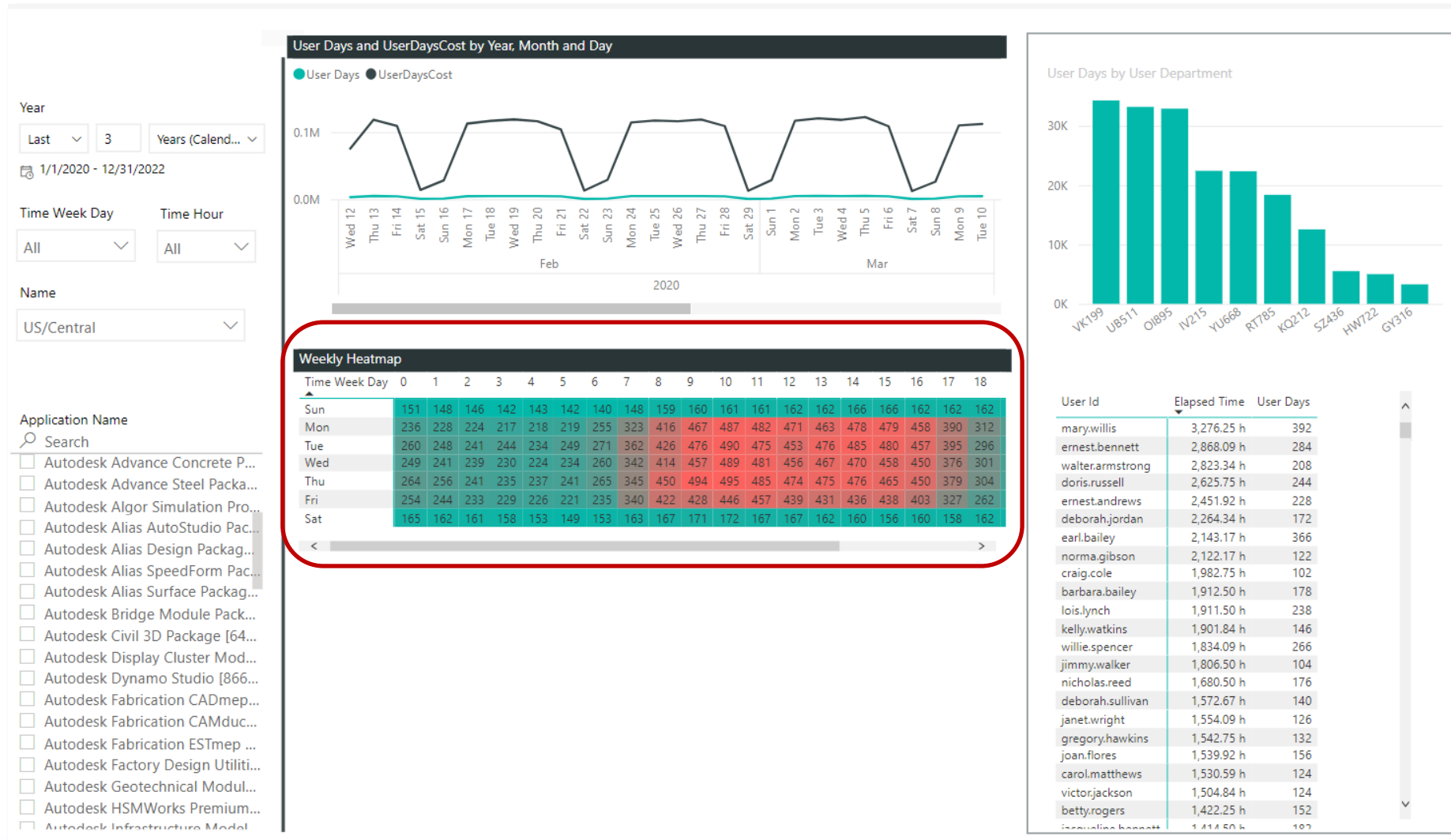
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Heat Map -Europe



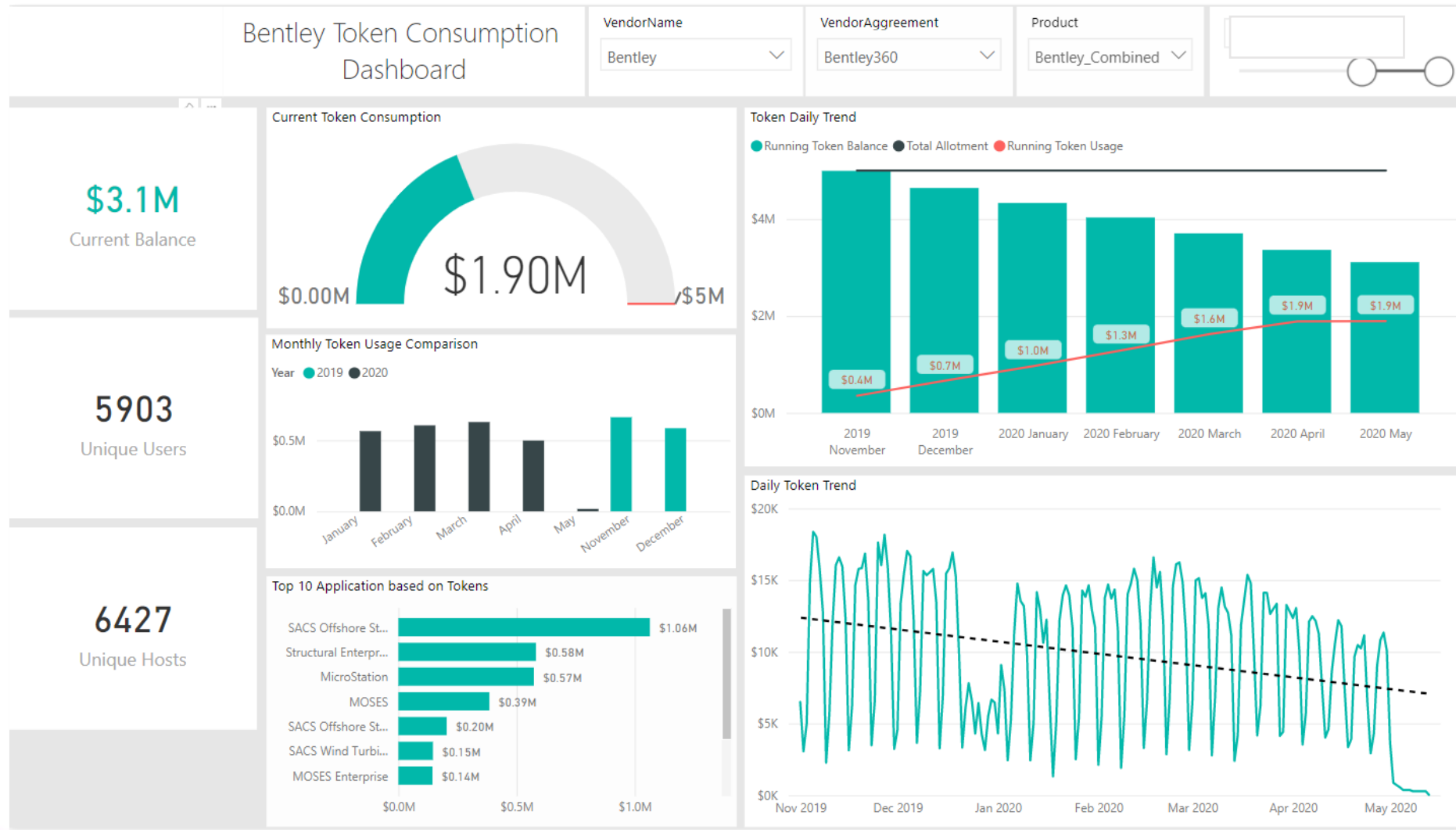
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Heat Map US Central



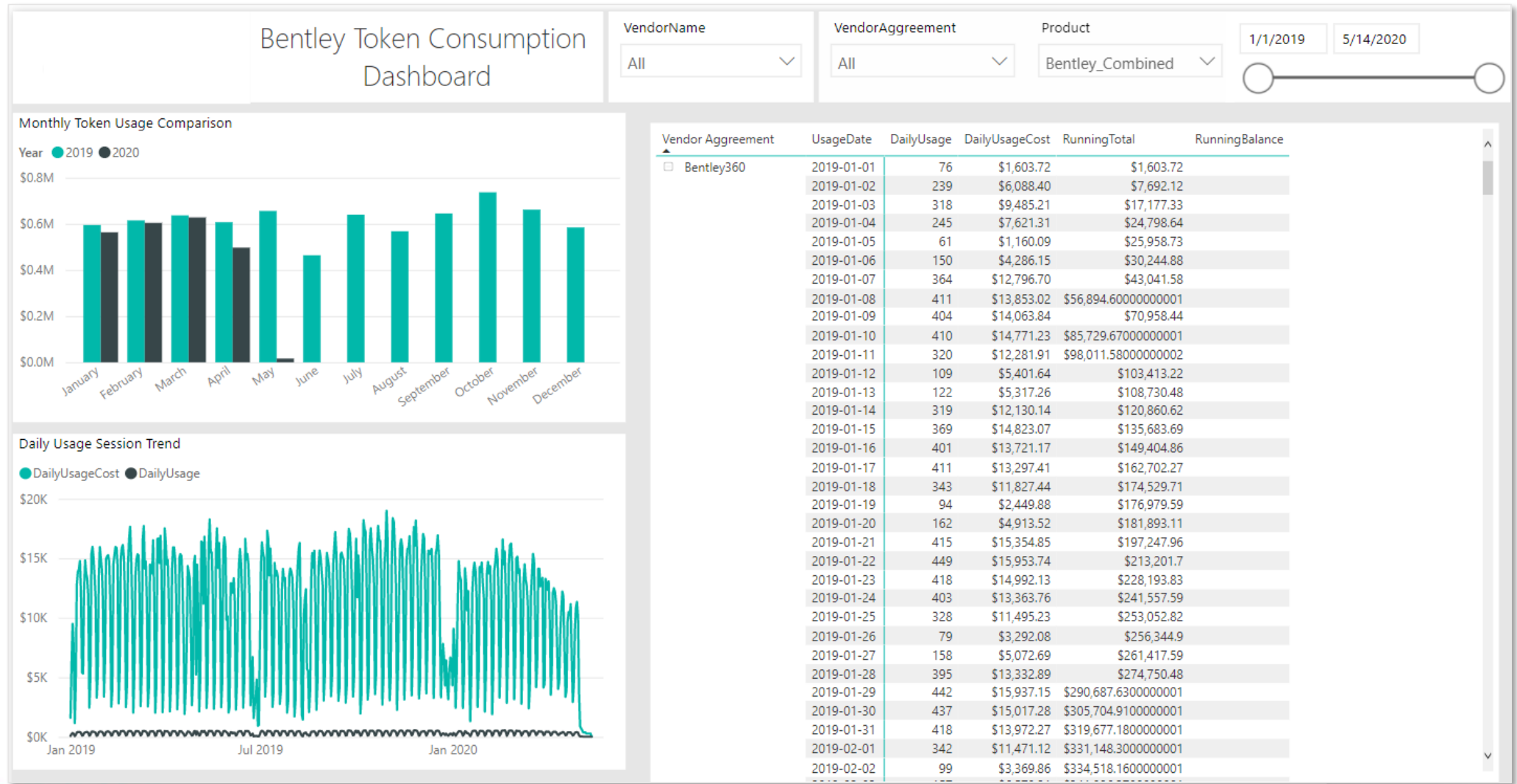
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Token Overview



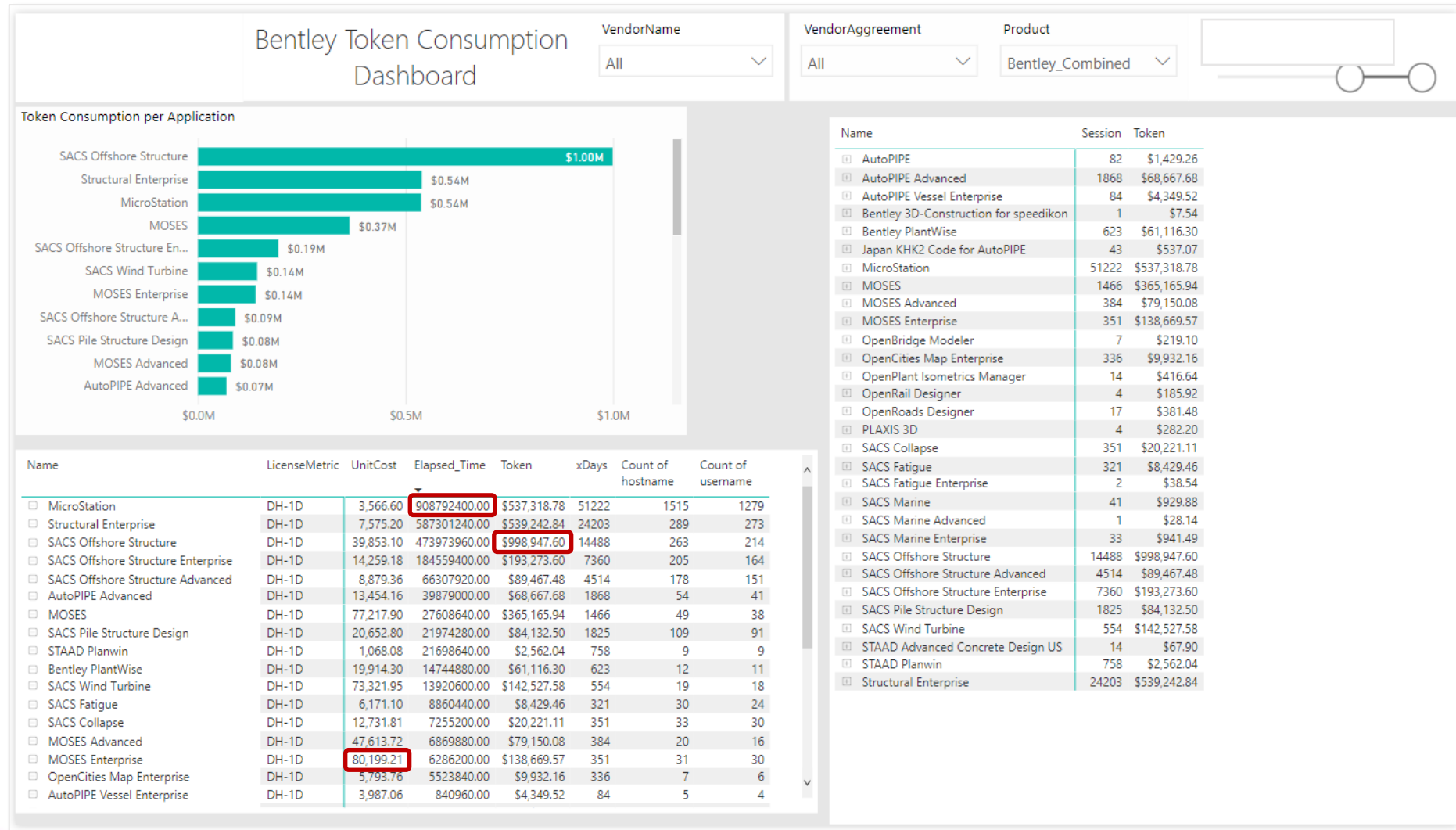
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Usage Trends



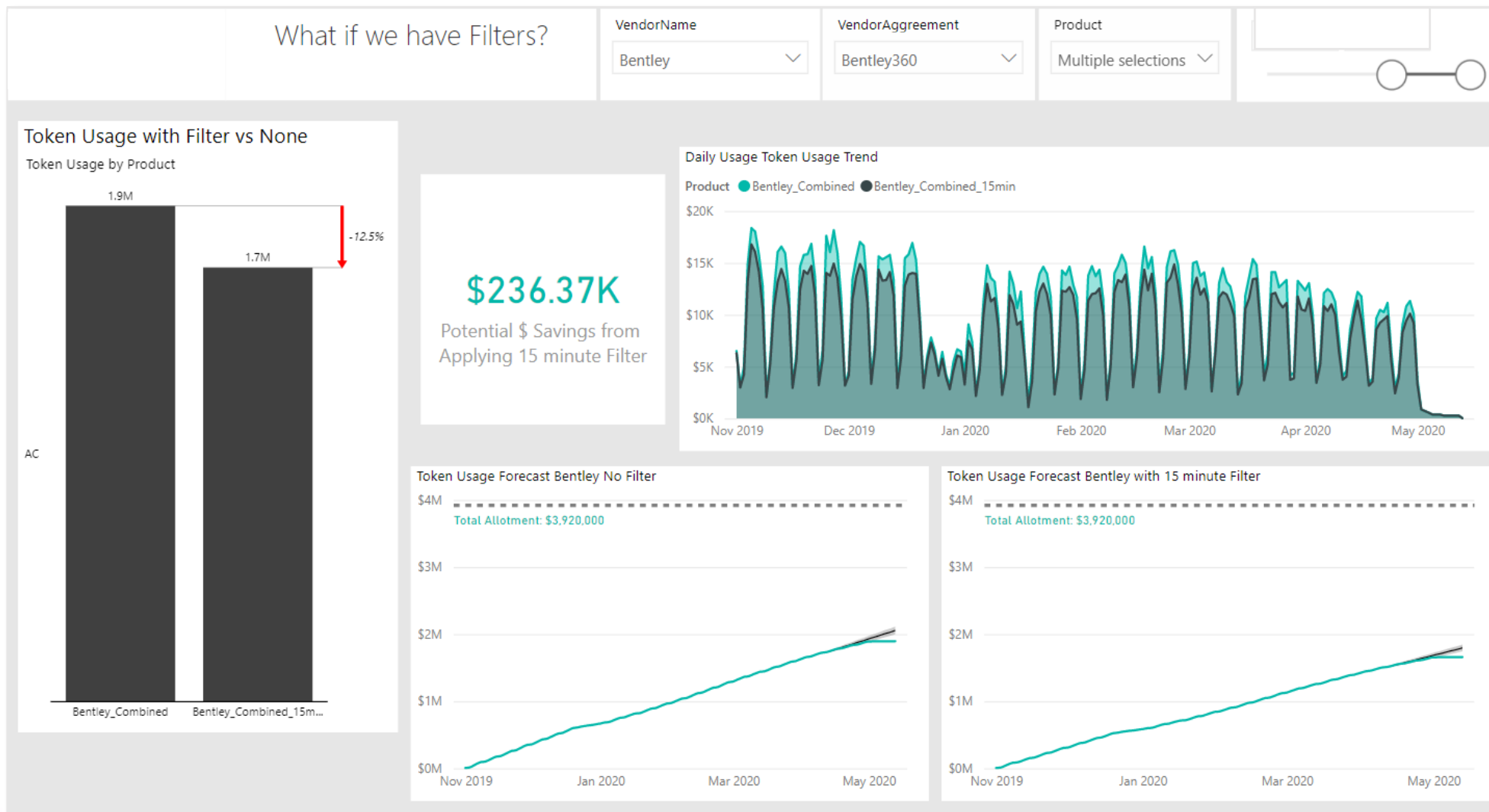
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Drill Down Consumption



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Impact Analysis - Filter



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Collection vs Single Feature



Offering

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Architecture Engineering & Construction Collect...

BIM Collaborate Pro

Docs

\$542.01K

Current Subscription Cost

174

Available

92

Used

\$255.43K

Potential Savings: Over Licensing

82

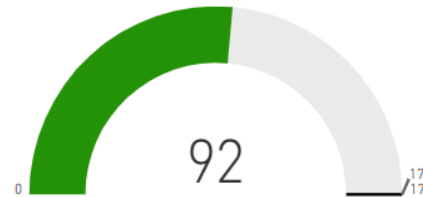
Unused Licenses

\$230.36K

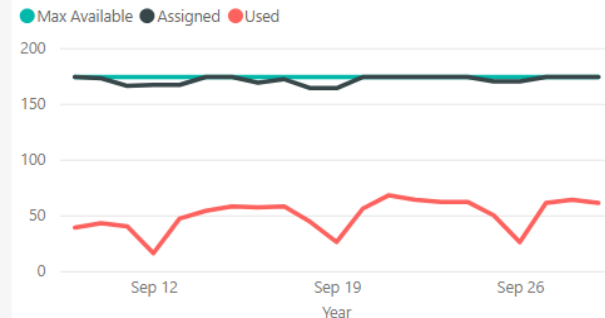
Potential Savings: Single Feature

feature	Distinct User	Single Feature Cost
Revit	90	\$229,050.00
AutoCAD	8	\$9,400.00
Navisworks Manage	3	\$2,910.00
3ds Max	1	\$1,700.00
Total	92	\$230,357.91

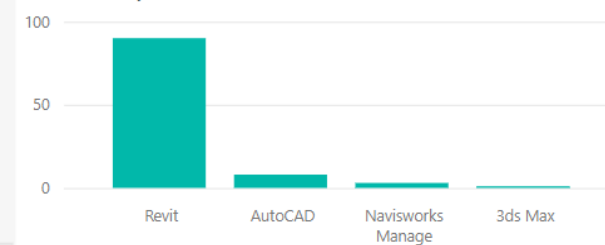
Owned vs Assigned vs Used



Daily Usage Trend



Distinct User by feature



Used Features by User

Offering	User	Days Assigned	Days Used	Elapsed Time
Architecture Engineering & Construction Collection	edward.dixon	21	21	196.39 h
	johnny.cole	21	21	349.76 h
	lawrence.garrett	21	21	452.20 h
	michael.rivera	21	21	2,507.26 h
	randy.simmons	21	21	436.11 h
	ronald.burns	21	21	478.99 h
	george.robertson	21	20	344.64 h
	heather.perez	21	20	260.33 h
	jack.jones	21	20	430.42 h
	peter.lynn	21	20	312.78 h
	george.howell	21	19	365.94 h
	nicole.bryant	21	19	273.86 h
	randy.payne	19	19	424.22 h
	harold.ross	21	18	147.30 h
	joyce.jordan	19	18	253.92 h
	nicole.howard	21	18	266.93 h
	paula.bailey	21	18	177.98 h
	phillip.gomez	20	18	268.51 h
	tina.vasquez	21	18	204.20 h
	andrew.payne	21	17	296.02 h
	sara.reed	21	17	98.56 h
	william.daniels	21	17	213.03 h
	catherine.medina	18	16	283.09 h
	debra.bell	21	16	385.47 h
	jeremy.elliott	21	16	326.81 h
	mary.olson	21	16	284.97 h
	michelle.garcia	17	16	220.05 h
	tammy.berry	19	16	147.46 h
	tina.stephens	9	16	312.19 h
	amy.kim	20	15	246.04 h
	bonnie.dunn	21	15	84.97 h
	evelyn.wilson	21	15	281.58 h
	irene.spencer	18	15	188.11 h
	kathy.harvey	19	15	207.29 h
	robin.ortiz	18	15	189.46 h
	ruth.flores	16	15	176.33 h



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Collection Insights

Offering					BIM Collaborate Pro					Docs				
Architecture Engineering & Construction Collection														
Used Features by User					Used Features by User									
Offering	User	DaysAssigned	DaysUsed	DaysSinceLastUse	Offering	User	3ds Max	AutoCAD	Navisworks Manage	Revit				
<div>82</div> <div>Unused Licenses</div>	Architecture Engineering & Construction Collection	tina.foster	9	6	24	Architecture Engineering & Construction Collection	albert.mccoy		47.41 h		119.20 h			
		benjamin.baker	21	3	22		amy.kim				246.04 h			
		michael.mendoza	21	7	22		andrew.payne				296.02 h			
		terry.taylor	21	9	22		angela.carroll				48.36 h			
		harold.stanley	21	1	20		anne.hawkins				34.79 h			
		laura.stephens	21	1	20		arthur.robinson		30.97 h		114.49 h			
		ruth.phillips	21	2	20		benjamin.baker				15.49 h			
		deborah.lynch	14	12	19		bonnie.dunn				84.97 h			
		diana.cruz		3	19		bonnie.ramos	2.06 h						
		jessica.gutierrez	21	10	19		brandon.nichols				240.41 h			
		russell.cole	21	6	19		carolyn.ruiz				6.94 h			
		maria.olson		10	17		catherine.hawkins				106.60 h			
		clarence.rice	21	4	16		catherine.medina				283.09 h			
		evelyn.wilson	21	15	16		cheryl.gibson				88.94 h			
		kathy.harvey	19	15	16		christopher.boyd				117.24 h			
		albert.mccoy	21	13	15		clarence.rice				33.84 h			
		rose.davis	19	14	15		deborah.lynch				112.36 h			
		andrew.payne	21	17	13		debra.bell				385.47 h			
		gregory.hamilton	19	5	13		dennis.banks				85.35 h			
		jose.price	21	1	13		diana.cruz				4.39 h			
		mark.burton	21	3	13		donald.kelly	0.02 h			200.04 h			
		phyllis.west	19	10	13		donna.george				40.88 h			
		walter.west	21	4	13		edward.dixon				196.39 h			
		angela.carroll	8	8	12		eric.kim				30.60 h			
		anne.hawkins	21	6	12		evelyn.wilson				281.58 h			
		bonnie.ramos	21	5	12		frank.robertson				34.54 h			
		cheryl.gibson	16	11	12		george.howell				365.94 h			
		harold.kennedy	21	14	12		george.robertson				344.64 h			



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Days Since Last Used

e					
	3ds Max	AutoCAD	Navisworks Manage	Revit	
User	Date Last Use	Days Since Last Use	Elapsed Time	Max in Use	
aaron.collins	3/20/2020 12:00:00 AM	286	1.33 h	1	
aaron.dixon	8/27/2020 12:00:00 AM	126	450.42 h	1	
aaron.dunn	8/31/2020 12:00:00 AM	122	7,042.34 h	2	
aaron.ferguson	8/24/2020 12:00:00 AM	129	273.33 h	4	
aaron.fernandez	8/29/2020 12:00:00 AM	124	196.58 h	1	
aaron.fox	8/31/2020 12:00:00 AM	122	3,958.25 h	2	
aaron.hernandez	7/27/2020 12:00:00 AM	157	141.58 h	1	
aaron.hill	8/31/2020 12:00:00 AM	122	2,217.67 h	3	
aaron.kelly	9/1/2020 12:00:00 AM	121	834.00 h	2	
aaron.kennedy	8/31/2020 12:00:00 AM	122	2,165.83 h	2	
aaron.larson	8/31/2020 12:00:00 AM	122	1,733.42 h	2	
aaron.morrison	9/1/2020 12:00:00 AM	121	2,909.83 h	3	
aaron.murphy	8/6/2020 12:00:00 AM	147	530.17 h	1	
aaron.murray	8/19/2020 12:00:00 AM	134	114.83 h	1	
aaron.payne	8/25/2020 12:00:00 AM	128	1,694.67 h	1	
aaron.robertson	2/24/2020 12:00:00 AM	311	8.17 h	1	
aaron.stephens	8/14/2020 12:00:00 AM	139	976.83 h	3	
aaron.warren	7/25/2020 12:00:00 AM	159	137.67 h	2	

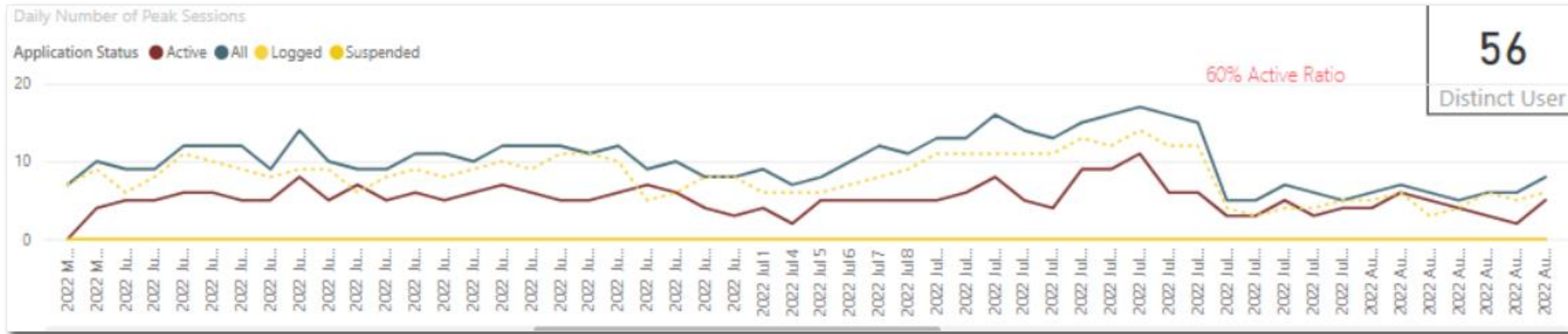
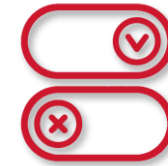


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Active vs Inactive



Potential Savings extends up to 40%
utilizing true active usage.



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Active vs Inactive



Users with Active and 

Time Year 2022

User Id Masked	Active	Logged
User_3216	420.33 h	1,321.67

User was only active 31.8% of the time
Suggest end-user education



Summary



- Start early



- Analyze Usage Data



- Prepare Proposed License Position prior to Negotiation



Vested Contracts



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Vested Contracts – A new approach to Contracts



- The vested formal relational contract process establishes a partnership mentality between contracting parties by building: mutual trust and shared objectives.
- It involves adopting guiding principles, aligning expectations and interests, and promoting a shared-value mindset as the basis of a vested outsourcing agreement.

Reference:
Wikipedia: Vested Outsourcing



Vested Contracts – Dell and FedEx



- The 100 page very detailed Dell and FedEx contract from 2005 wasn't working for either party
- Eight years later, moved into a relational contract process instead: "What's in it for we" partnership mentality.

Reference:

How to build better long-term strategic partnerships

by [David Frydinger](#), [Oliver Hart](#), and [Kate Vitasek](#) [Harvard Business Review September–October 2019](#))



Vested Contracts – Dell and FedEx

Results for Dell and FedEx

In the first two years, Dell and FedEx were able to reduce costs by 42%, scrap by 67%, and defective parts per million to record-low levels.

Reference:

How to build better long-term strategic partnerships

by [David Frydinger](#), [Oliver Hart](#), and [Kate Vitasek](#) [Harvard Business Review September–October 2019](#))



5 Rules of Vested Contract

Agreements should be outcome focused

Governance should be based on insight rather than oversight

Focus on the "what" not the "how"

Pricing model incentives should be optimized for cost/service tradeoffs

Clearly defined and measurable desired outcomes



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Reference: [Kate Vitasek](#), HBR: *Five Rules that increase innovation and improve efficiency.*

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Customer Case #1



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A Global Auto Manufacturing/Tech Company

- The Service provider [Open iT] provides:
 - Management of their network license servers
 - Usage statistics for analysis and cost optimization
- The Service Provider uses Open iT's CLIMS to manage the network license servers
 - The tool is not mentioned in the contract – no extra payment for the software, it is just a win-win. CLIMS makes it cheaper for the service provider to provide the agreed service, and all changes are documented by using the software.
- What's in the contract? It is the outcome:
 - SLA for uptime and service request responses



Customer Case #2



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- Equinor no longer accepted the way they had to pay for their software.
- Negotiated a completely new model for paying for access to top of the art E&P software.



Equinor was paying for Maximum Concurrent Users

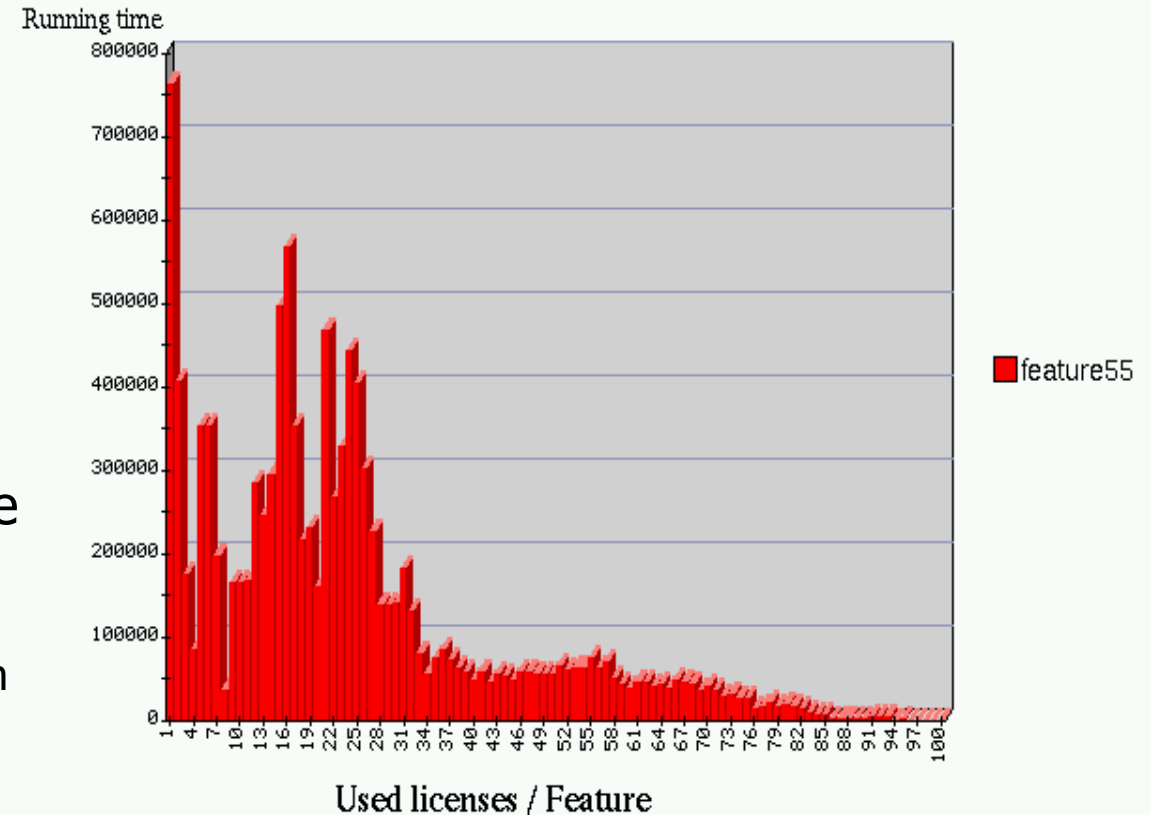
Forced between wasting a lot of money by buying enough licenses for peak season

OR

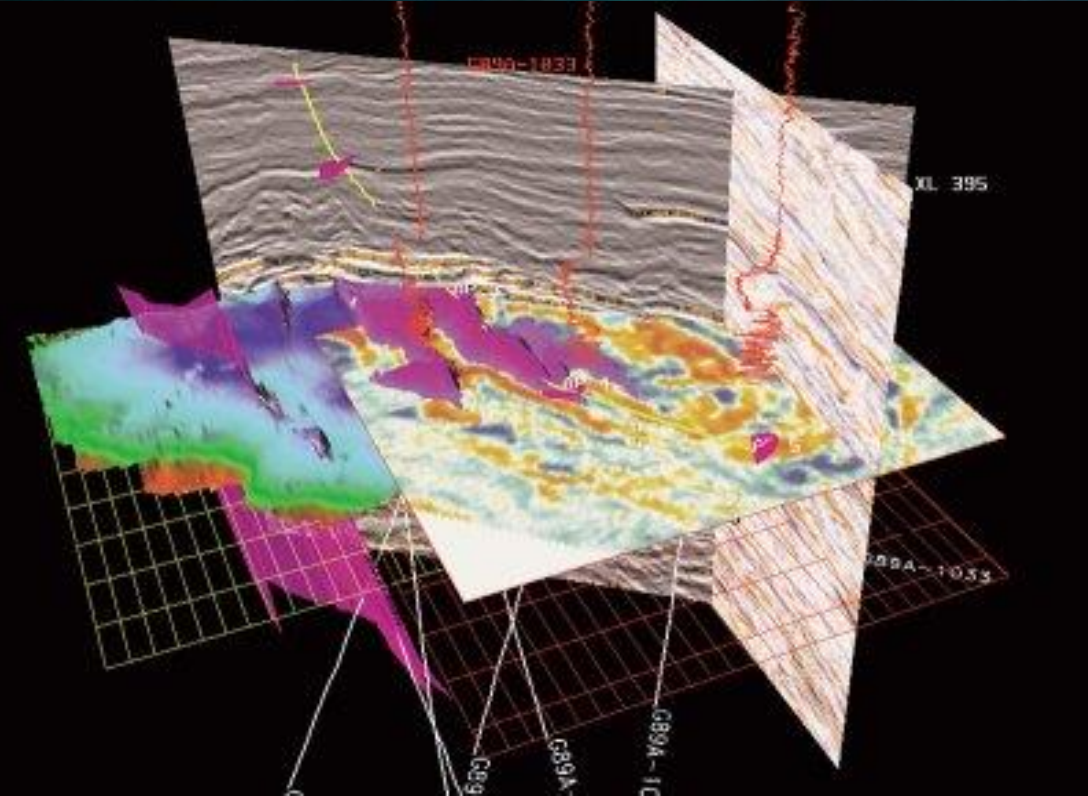
Accepting that their staff cannot use the application whenever they want

- They demanded a new type of contract
- Selected an agreement that better fit their usage pattern:
 - Changing from max number of concurrent licenses to enterprise agreement based on daily average maximum concurrent users

Usage distribution



Benefits for Equinor (Customer)



- More applications/ technology for same cost
- No more denials of application usage
- Easier to administer new agreement
- Only pay for what is used!
- Easy to test new products from vendor
- Improved influence with vendor(s)

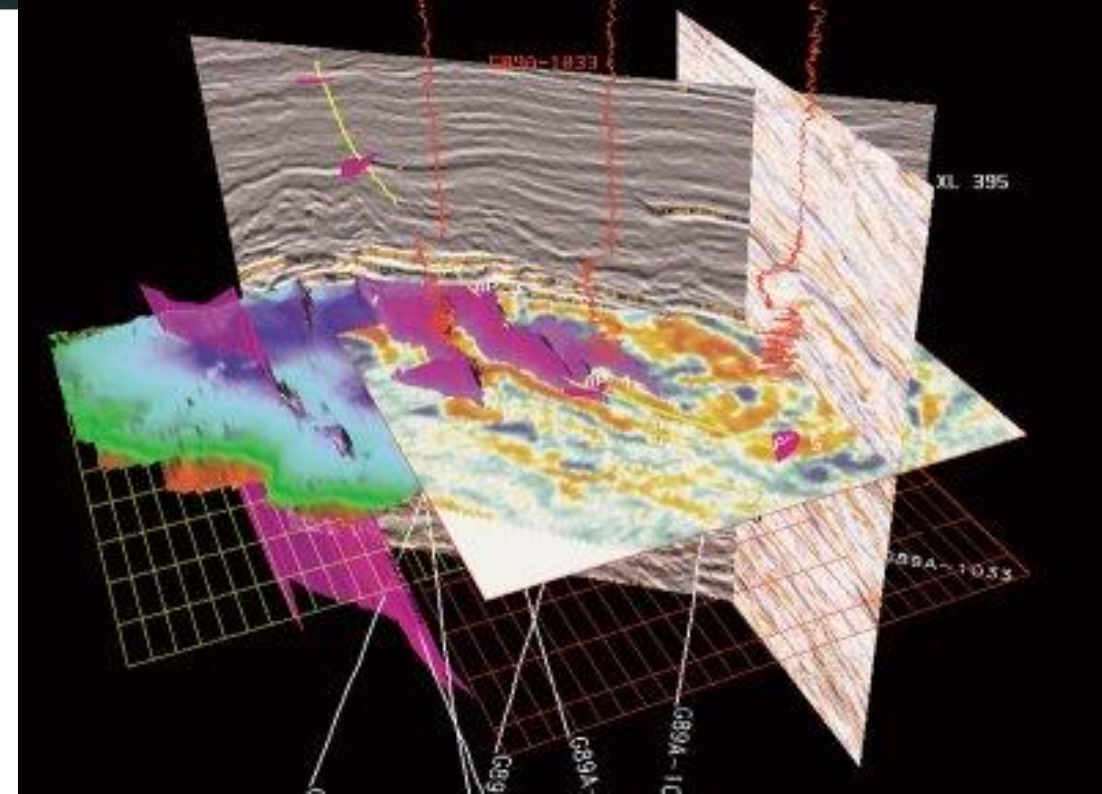


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Benefits for Halliburton (Vendor)

- Got the deal!
- Enhanced customer relationship
- Locked out competition
- Increased long-term revenues
- Shortened sales cycle to pay only for technology used
- Enabled long-term business opportunities



HALLIBURTON

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Case Study:

How a Global Aerospace Company Makes
the Most of their Software Licenses

Angelo Pacheco, CSAM *Customer Success Manager*



Open)IT[®]

11:15am - 12:15pm | May 10, Wed

Hermitage A

NASHVILLE, TN
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Drawing:
Acoustic Guitar, MegaBOOM Speaker



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