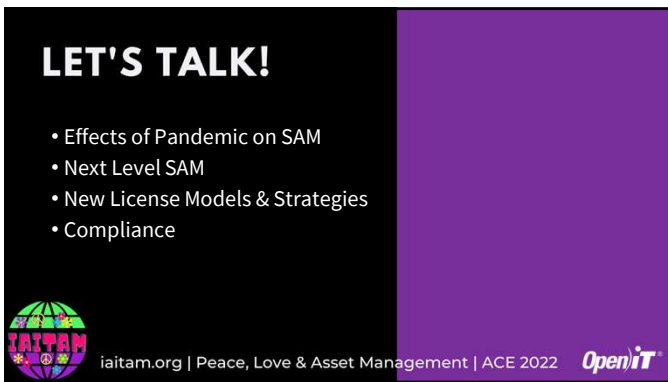




1



2



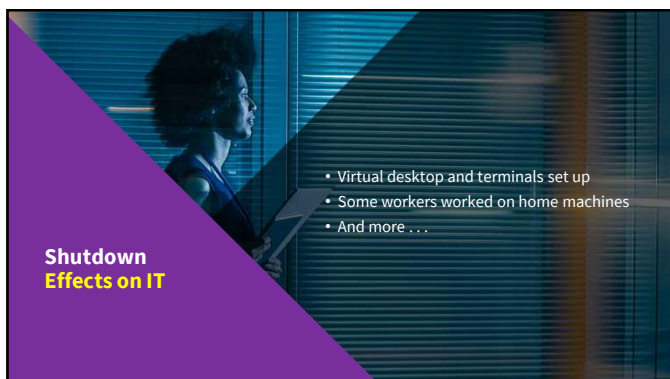
3



4



5



6

- No standard work hours
- No standard work days
- No standard work place

Shutdown
User Behavior

7

- Workers working longer hours per day
- Workers outside US may have had even more challenges
- Some workers with children had to reduce the amount of hours they could work
- And more ...

Shutdown
User Behavior

8

License Efficiencies

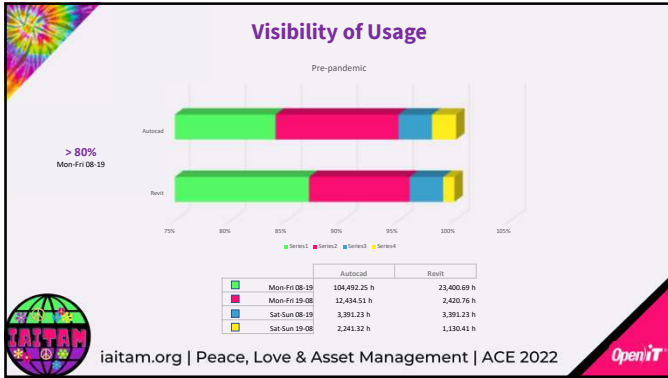
License Efficiency Chart

Application Name	Max Available	Max In Use	Within 95%	Within 99%
OPREL	14	14	11	13

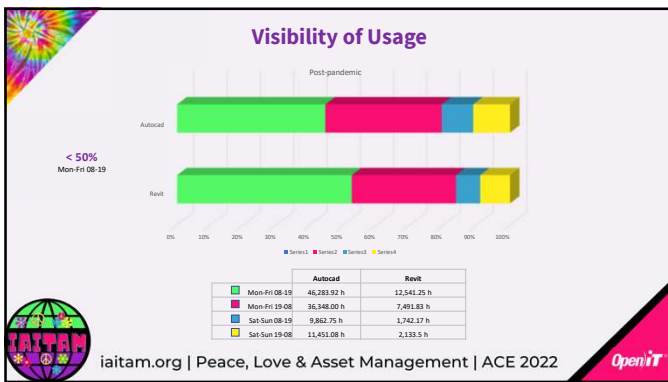
Licenses	Durations In Hours	Durations In % of Total
14	3,75	0.52 %
13	18.13	1.44 %
12	25.83	2.06 %
11	33.67	2.65 %

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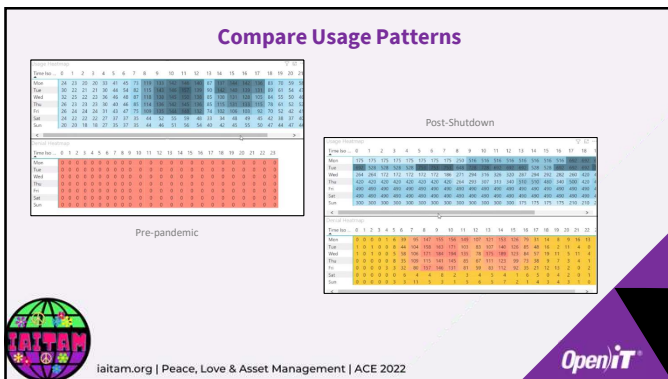
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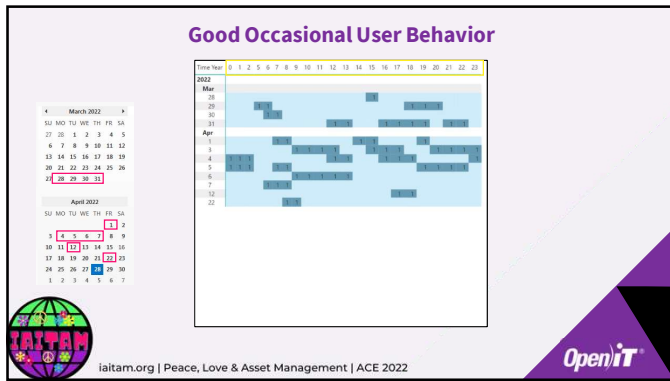
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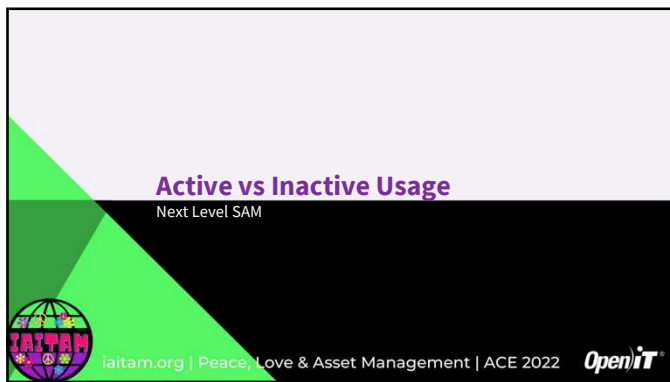
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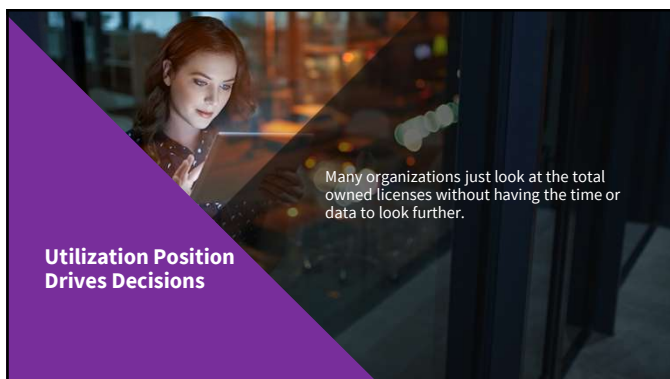
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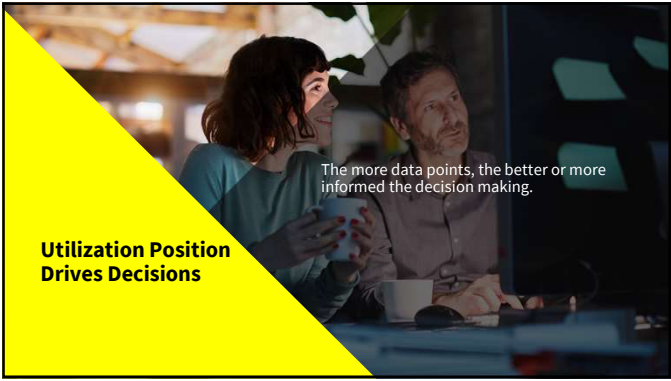
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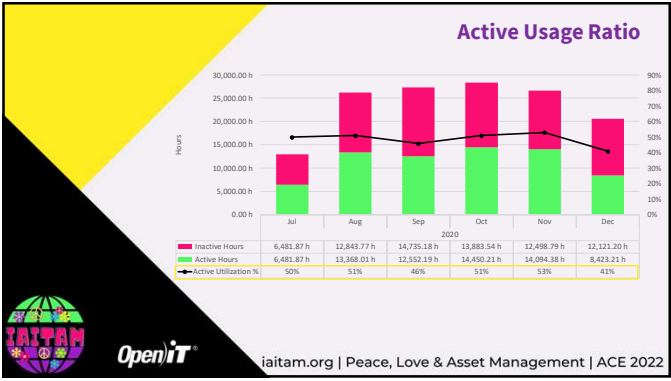
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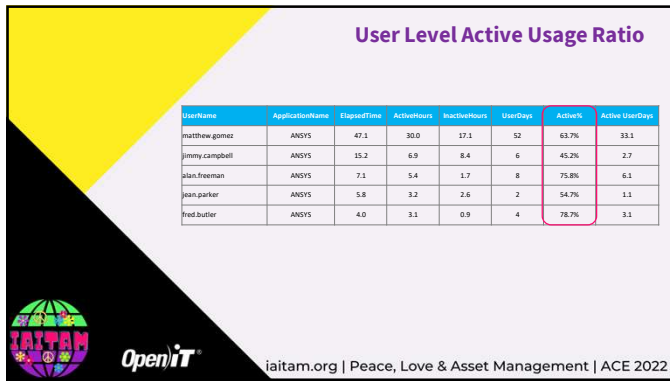
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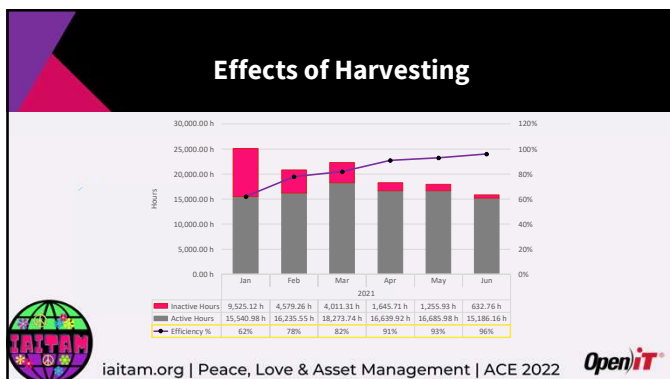
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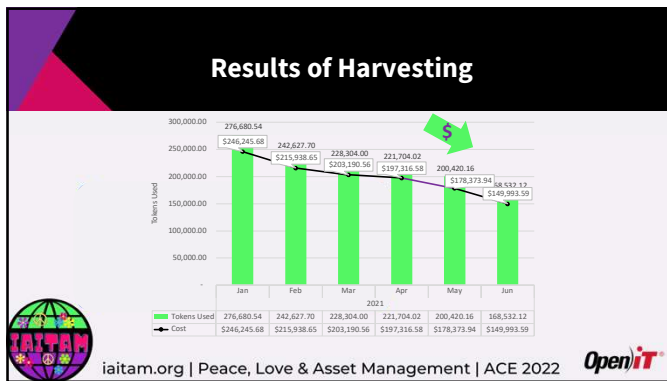
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23



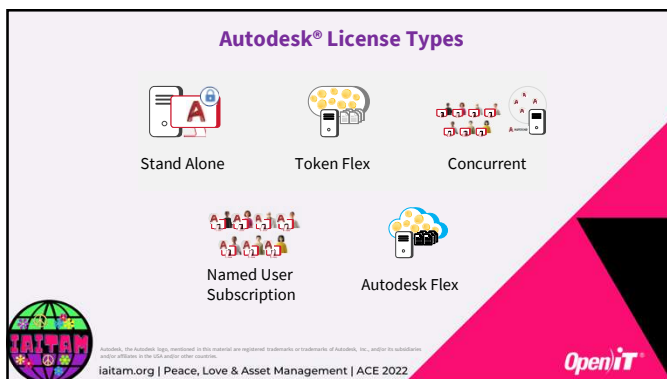
24



25



26



27

User	Max User	Elapsed Time	Distinct User Days	Days Since Last Used
Robert Paine	1	177.88	95	181
Carlini Pissone	1	458.04	95	181
Kaylene Boddick	1	473.04	79	181
Carson Miller	1	0.00	1	0
Jalia Homen	1	620.94	102	149
Jackson Morrison	1	367.88	101	155
Janis Whitehead	1	95.00	101	157
Parko Aiso	1	132.94	23	89
Jefferson Coker	1	300.94	101	89
Leland Mulvey	1	300.94	101	89
Amos Cho	1	1008.94	101	94
Michael Hoang	1	1008.94	101	94
Alex Blanchette	1	42.94	7	52
Anna Boudette	1	1008.94	173	89
Michelle Vance	1	99.94	17	88
Don Royce	1	104.94	84	88
Raymond Soto	1	41.94	7	83
Debra Thirth	1	3.94	3	77
Robert Smith	1	3.94	3	77
Robert Whitwell	1	101.94	101	65
Shirley Gove	1	215.94	26	65
Frank Wahl	1	111.94	23	60
Abigail Hensley	1	9.94	2	48
Anna Morrison	1	111.94	101	45
Shirley P. Smith	1	111.94	101	45
Brenda Hawkins	1	2.04	1	32
Angeline Priest	1	2.04	1	32
Emily Lentine	1	178.04	96	30

Add Days Since Last Used

Total 112 Distinct Users

22 User No Usage > 60 Days

73 > 80 Distinct User Days

17 < 80 Distinct User Days

Tokens Needed -1740

AutoCAD – \$1875 NUS * 112 DU = \$ 211,120

VS
AutoCAD - \$ 1875 NUS * 73 DU = \$ 137,605 +

Flex 1740 tokens \$5,220 = \$ 142,825

SAVINGS = \$ 68,295 or **32%**

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User	Max User	Elapsed Time	Distinct User Days	Days Since Last Used
Robert Paine	1	177.88	95	181
Carlini Pissone	1	458.04	95	181
Kaylene Boddick	1	473.04	79	181
Carson Miller	1	0.00	1	0
Jalia Homen	1	620.94	102	149
Jackson Morrison	1	367.88	101	155
Janis Whitehead	1	95.00	101	157
Parko Aiso	1	132.94	23	89
Jefferson Coker	1	300.94	101	89
Leland Mulvey	1	300.94	101	89
Amos Cho	1	1008.94	101	94
Michael Hoang	1	1008.94	101	94
Alex Blanchette	1	42.94	7	52
Anna Boudette	1	1008.94	173	89
Michelle Vance	1	99.94	17	88
Don Royce	1	104.94	84	88
Raymond Soto	1	41.94	7	83
Debra Thirth	1	3.94	3	77
Robert Smith	1	3.94	3	77
Robert Whitwell	1	101.94	101	65
Shirley Gove	1	215.94	26	65
Frank Wahl	1	111.94	23	60
Abigail Hensley	1	9.94	2	48
Anna Morrison	1	111.94	101	45
Shirley P. Smith	1	111.94	101	45
Brenda Hawkins	1	2.04	1	32
Angeline Priest	1	2.04	1	32
Emily Lentine	1	178.04	96	30

**What happens when you
add Active Ratio?**

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User	Max User	Elapsed Time	Distinct User Days	Days Since Last Used
Robert Paine	1	177.88	95	181
Carlini Pissone	1	458.04	95	181
Kaylene Boddick	1	473.04	79	181
Carson Miller	1	0.00	1	0
Jalia Homen	1	620.94	102	149
Jackson Morrison	1	367.88	101	155
Janis Whitehead	1	95.00	101	157
Parko Aiso	1	132.94	23	89
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Michael Hoang	1	1008.94	101	94
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Anna Morrison	1	111.94	101	45
Shirley P. Smith	1	111.94	101	45
Brenda Hawkins	1	2.04	1	32
Angeline Priest	1	2.04	1	32
Emily Lentine	1	178.04	96	30

Level 1 - Runtime Usage

15 - Named User Subscriptions

23- Autodesk FLEX 706 tokens

Level 2 - True Active Usage

8 - Named User Subscriptions

30- Autodesk FLEX 1130 tokens

Level 1 Cost = \$ 42,895

Level 2 Cost = \$ 18,216

Savings \$ 24,679

42.47%

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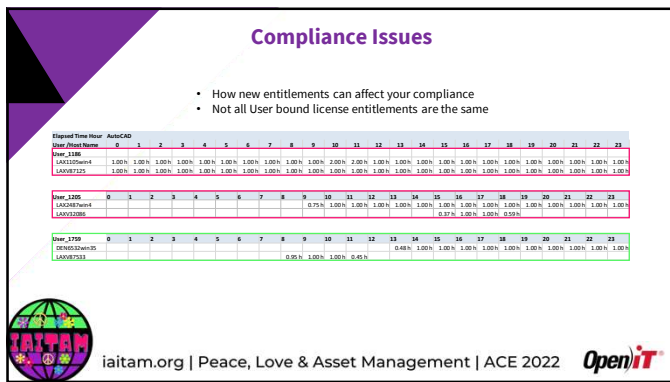
33



Compliance

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Compliance Issues

- How new entitlements can affect your compliance
- Not all User bound license entitlements are the same

Elapsed Time Hour	AutoCAD	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
User_1186	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
AutoCAD	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
AutoCAD	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%

Elapsed Time Hour	AutoCAD	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
User_1285	0.75%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
AutoCAD	0.75%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
AutoCAD	0.75%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%

Elapsed Time Hour	AutoCAD	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
User_1759	0.48%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
AutoCAD	0.48%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
AutoCAD	0.48%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%

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Customer Success Story

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Engineering Firm Success Story





Challenge

- Upcoming renewal in less than 60 days
- All Named User Subscriptions
- No usage insights



Solution

- Deployed Usage Metering with LicenseAnalyzer 2022- Level 1
- Analysis of usage with: Distinct User Days, Days Since Last Used, Collection Review
- Simulated one-year of usage for recommendations



Results

- Customer only took a percentage of recommendations
- Still saved 3X ROI from investment of Open iT
- Said they will be able to realize more savings after 1 year of data

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IMPORTANT POINTS

- Review Usage Data for Compliance
- Review Usage Data for Optimization
- Review Usage Data for Savings

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