

IAITAM ACE
 May 7-9, 2024 The M Resort Las Vegas, NV
**Visualized Cost Analysis:
 A Game-Changer in Software Licensing Strategies**
 Linda Cole, Sr. Solution Architect
 Open iT, Inc.
Finding your IAITAM Oasis Open iT

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Agenda

- Why cost analysis?
- What are the challenges?
- Where to start?
- Examples

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Why Cost Analysis?

- Prepare for Vendor Negotiations
- Streamline analysis
- Reduce preparation time
- Identify cost associated with optimization

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Challenges

Time

- Not enough resources to prepare 6-12 months in advance for all contracts
- Turnover

Visibility

- Limited to no visibility into what you own vs what is installed or being used
- Limited visibility into who is using what

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Where to start?

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Optimize first

Review overall portfolio

- Identify license shortages that may be affecting efficiency
- Identify over licensing

Competitive alternatives

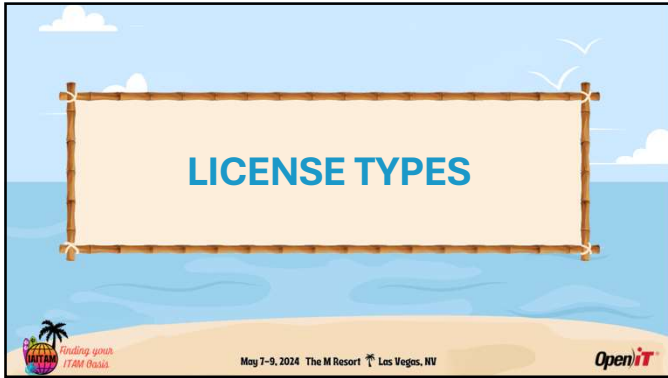
- Are you using competitive products that may be consolidated
- Inquire with users
- Preferences, ease of use
- Is it a training gap for preference?

Inquire with business units

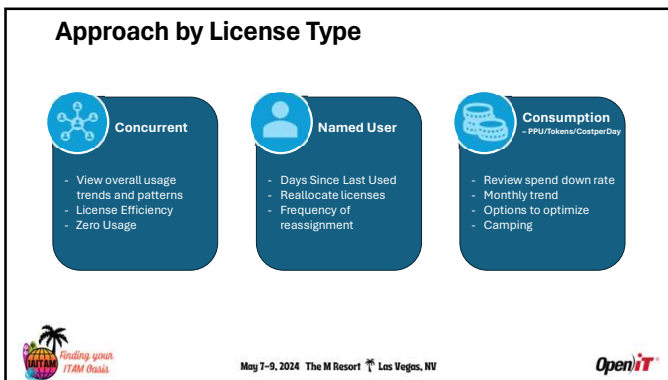
Why did they request licenses but do not appear to be using?

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Forecast to Actual

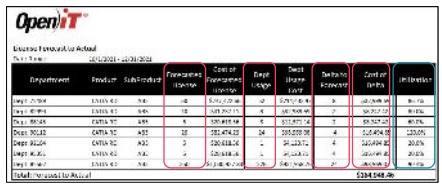
- If you have forecast by department/cost center/group
 - Review forecast to actual
 - Follow up with groups to determine why forecast off
 - Will it continue
 - Modify future forecast
- Determine needs for renewals






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Forecast to Actual – Cost Impact

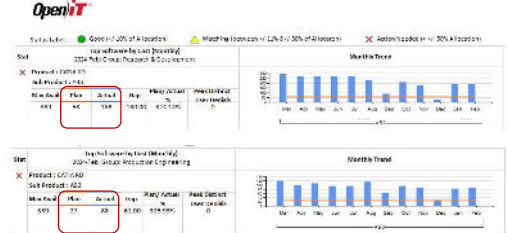




Department	Forecast	Sub-Product	Forecasted Revenue	Cost of Program	Expense	Total Expense	Delta to Forecast	Current Status	Unforecasted
Dept 1000	1000.00	100	1000000.00	500000.00	500000.00	500000.00	500000.00	On Track	0.00
Dept 2000	2000.00	200	2000000.00	1000000.00	1000000.00	1000000.00	1000000.00	On Track	0.00
Dept 3000	3000.00	300	3000000.00	1500000.00	1500000.00	1500000.00	1500000.00	On Track	0.00
Dept 4000	4000.00	400	4000000.00	2000000.00	2000000.00	2000000.00	2000000.00	On Track	0.00
Dept 5000	5000.00	500	5000000.00	2500000.00	2500000.00	2500000.00	2500000.00	On Track	0.00
Total - Forecast to Actual									0.00


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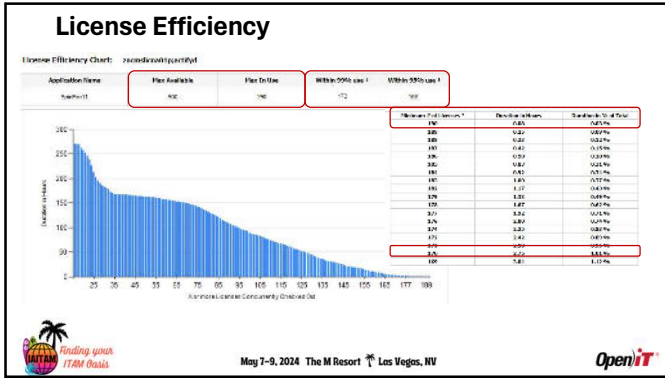
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Forecast to Actual – Performance by Product

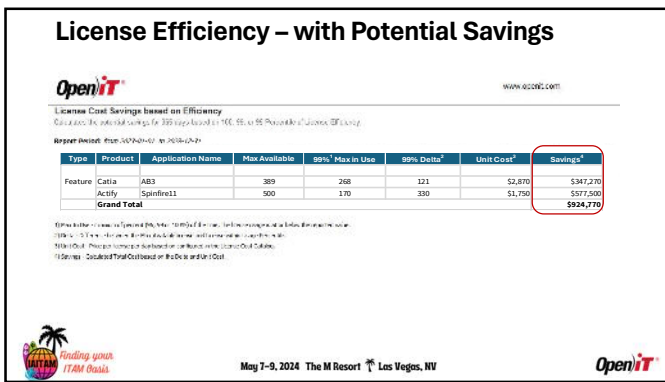



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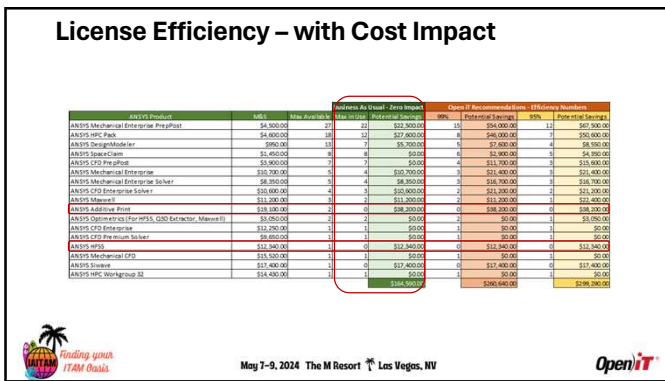
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Summary to Detail- Portfolio Usage Review

Summary Page to Detail Page
 Vendor Location: at ground
 Query Period: 5/24/2024 to 5/30/2024

Application Name	Max Available	Max in Use	Default
Executive Building	106	0	0
Executive Admin Bldg	101	0	0
Palms	100	0	0
Perimeter	2223	0	0
West Entry	200	0	0
Low Rise	500	0	0
Corporate Park East	143	0	0
IBC	136	0	0
IBC Park	71	0	0
North Entry	78	0	0
West Entry	100	0	0
Open Office/Conference	52	0	0
CD Building	41	0	0
CD Building	11	0	0
CD Building	33	0	0
CD Building	33	0	0
CD Building	47	0	0
CD Building	35	0	0
CD Building	31	0	0

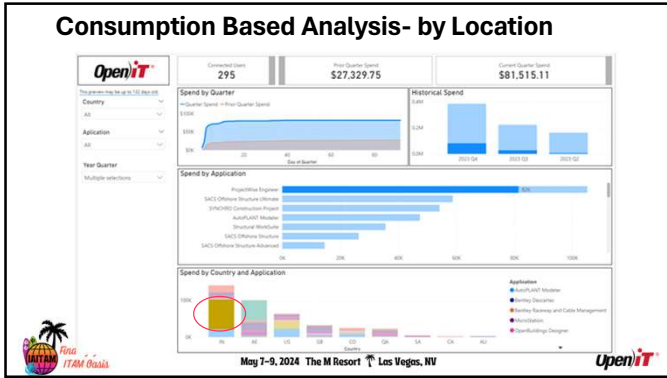
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Summary to Detail- Portfolio Usage Review

Summary Page to Detail Page
 Vendor Location: at ground
 Query Period: 5/24/2024 to 5/30/2024

Application Name	Max Available	Max in Use	Default	AVAILABILITY	UTILIZATION
Executive Building	106	0	0	\$ 0.00	\$ 0.00
Executive Admin Bldg	101	0	0	\$ 3,298	\$ 329,833
Palms	100	0	0	\$ 1,662	\$ 166,167
Perimeter	2223	0	0	\$ -	\$ -
West Entry	200	0	0	\$ -	\$ -
Low Rise	500	0	0	\$ -	\$ -
Corporate Park East	143	0	0	\$ 3,047	\$ 321,473
IBC	136	0	0	\$ 1,300	\$ 193,000
IBC Park	71	0	0	\$ 0.00	\$ -
North Entry	78	0	0	\$ -	\$ -
West Entry	100	0	0	\$ -	\$ -
Open Office/Conference	52	0	0	\$ 16,126	\$ 3,746,193
CD Building	41	0	0	\$ 8,807	\$ 248,807
CD Building	11	0	0	\$ 12,917	\$ 338,129
CD Building	33	0	0	\$ 6,359	\$ 443,223
CD Building	33	0	0	\$ 12,708	\$ 332,708
CD Building	47	0	0	\$ 11,444	\$ 292,513
CD Building	35	0	0	\$ 16,100	\$ 377,242
CD Building	31	0	0	\$ 12,482	\$ 422,822
					\$ 8,044,100

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Cost by Vendor/Location

OpenIT
 ENGINEERING SOFTWARE COST ALLOCATION
 LOCATION SUMMARY USAGE REPORT

Period: 2023-01-01 00:00:00 to 2023-12-31 00:00:00

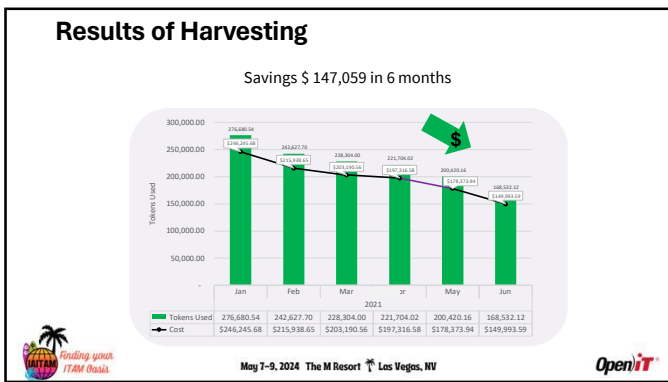
	Bentley PPUDAY	Autodesk DISH ID	Hexagon ET 1M	ANSYS ET 1D	Dassault ET 1D
TOTAL BLANKET HOURS - Prior	871,767.87	1,089,547.65	121,848.75	40,339.41	26,426.19
TOTAL COST	\$ 4,155,312.70	\$ 816,927.23	\$ 463,233.45	\$ 60,837.24	\$ 22,451.04
ID	LOCATION				
374	USA	\$ 76,851.77	\$ 37,651.48	\$ 156,133.47	\$ 435.57
345	USA	\$ 637.66	\$ -127.48	\$ 3.60	
360	USA	\$ 26,184.14	\$ 29,124.51		\$ 7.23
787	USA	\$ -333.33	\$ -237.78	\$ 6,129.18	\$ 286,122.50
850	USA	\$ 4,147.23	\$ 8,518.63	\$ 16,671.37	
707	USA	\$ 3,717.29	\$ 7,657.68	\$ 1,739.70	\$ 1,337.51
714	USA	\$ 37,487.29	\$ 178,473.77	\$ 73,279.64	\$ 37,377.45
200	USA	\$ 25,654.66	\$ 70,839.60	\$ 37,571.00	\$ 1,327.65
715	USA	\$ 7,613.18	\$ 29,155.62	\$ 36,474.63	\$ 47,229.51
702	USA	\$ -1,623.81	\$ 34,858.12	\$ 26,222.75	

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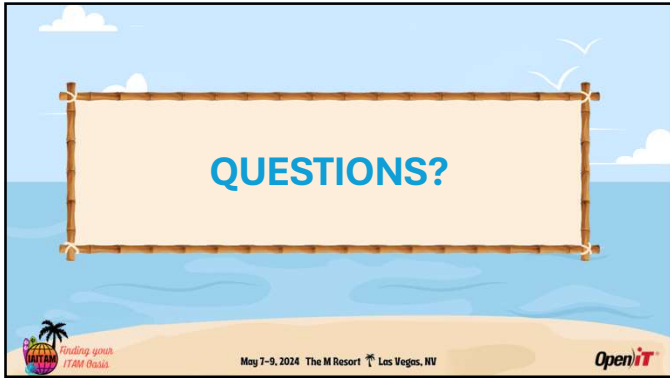


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Usage Data is Not Enough


- Provides comprehensive understanding of overall expenditure
- Helps make informed decisions on budget allocation and resource management
- Allow more accurate assessment of ROI, optimization strategies and identifying potential savings
- Enables organizations to align software usage with budgetary constraints for efficient allocation of resources
- Facilitates overall cost-effective software investments



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YOU'RE INVITED!
Contracts, Chargeback, Cost Optimization:
3 Critical Cs of License Management
Speaker: Angelo Carlo Pacheco
Thu, May 9, 2024 @ 11:15:00 AM
Room: Modena 1

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