

IAITAM ACE 2025

ITAM - Another Brick In The Wall

Leveraging License Utilization Analytics to Cut Recurring Software Spend

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Linda is a high-energy, seasoned speaker who has been in the IT industry for over 35 years in many capacities, including technical experience, virtualization, cloud adoption, IT infrastructure management and software licensing. Her knowledge and expertise have helped clients save millions of dollars on software licensing. These strategies include how to utilize process, workflow, and technology to solve business problems cost-effectively. She has been consulting clients for the past 11+ years at Open iT on the benefits of software usage metering and how to utilize the various data points to optimize spend.



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Why Usage Analytics?

Software renewals without data leads to overspending

Number of software contracts renewed each year is daunting

Almost impossible to deep dive outside of the Tier 1 vendors for many companies

Usage Analytics provide detailed insights to help companies balance cost savings with productivity across all vendors





First Steps



Start Early



Identify Zero Usage



Analyze Usage Trends



**Identify License Hogs &
Long Checkouts**



**Utilize alerts/training to
drive optimization**



When to Start

Recommendations

Tier 1 Vendors – 6-12 months
Tier 2 Vendors – 3-6 months
Tier 3 Vendors – 2-3 months

Analysis adds more time

Standardize and Automate

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Checklist

- License Usage Analysis
- Review Business Needs
- Compliance Risks
- Renewal Timing & Contract Terms



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Data is Key!







Usage information

- zero usage
- location, dept, cost center, user, cost
- per contract
- installations
- denials
- trends
- active usage
- elapsed time
- distinct users
- days since last used
- concurrency



EXAMPLE 1 – MATHWORKS

Shared Network Licenses



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Identify Zero Usage

Zero Usage Report

\$648,400

Concurrent Portfolio

Potential Savings



| Application Name | Concurrent Portfolio | Concurrent Cost | Max Available | Max in use | Business as Usual Reduction | Potential Savings |
|---------------------------------------|----------------------|-----------------|---------------|------------|-----------------------------|-------------------|
| Distrib_Computing_Toolbox (ID=996197) | \$54,400 | \$13,600 | 4 | 0 | 4 | \$54,400 |
| Financial_Toolbox (ID=174220) | \$3,360 | \$3,360 | 1 | 0 | 1 | \$3,360 |
| MATLAB (ID=183734) | \$3,920 | \$3,920 | 1 | 0 | 1 | \$3,920 |
| MATLAB (ID=616484) | \$3,920 | \$3,920 | 1 | 0 | 1 | \$3,920 |
| Statistics_Toolbox (ID=529453) | \$7,840 | \$1,960 | 4 | 0 | 4 | \$7,840 |
| Total | \$107,040 | \$26,760 | 4 | 0 | 4 | \$107,040 |



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Chose License Position and Cost Impacts

License Efficiency with Savings

\$648,400

Concurrent Portfolio

70

Distinct User

Business as Usual Potential Savings



| Anonymized Name | Concurrent Portfolio | Concurrent Cost | Max in use | Business as Usual Reduction | Business as Usual Savings | 99% in use | 99% Reduction | 99% Savings | 95% in use | 95% Savings |
|---------------------------------------|----------------------|-----------------|------------|-----------------------------|---------------------------|------------|---------------|------------------|------------|-------------|
| Distrib_Computing_Toolbox (ID=996197) | \$54,400 | \$13,600 | 0 | 4 | \$54,400 | 0 | 4 | \$54,400 | 0 | \$0 |
| Financial_Toolbox (ID=172916) | \$6,720 | \$3,360 | 1 | 1 | \$3,360 | 1 | 1 | \$3,360 | 1 | \$0 |
| Financial_Toolbox (ID=174220) | \$3,360 | \$3,360 | 0 | 1 | \$3,360 | 0 | 1 | \$3,360 | 0 | \$0 |
| Financial_Toolbox (ID=460211) | \$3,360 | \$3,360 | 1 | 0 | \$0 | 1 | 0 | \$0 | 1 | \$0 |
| MATLAB (ID=183734) | \$3,920 | \$3,920 | 0 | 1 | \$3,920 | 0 | 1 | \$3,920 | 0 | \$0 |
| MATLAB (ID=216350) | \$3,920 | \$3,920 | 1 | 0 | \$0 | 1 | 0 | \$0 | 1 | \$0 |
| MATLAB (ID=313778) | \$3,920 | \$3,920 | 1 | 0 | \$0 | 1 | 0 | \$0 | 1 | \$0 |
| MATLAB (ID=343203) | \$3,920 | \$3,920 | 1 | 0 | \$0 | 1 | 0 | \$0 | 1 | \$0 |
| MATLAB (ID=613580) | \$3,920 | \$3,920 | 1 | 0 | \$0 | 0 | 1 | \$3,920 | 0 | \$0 |
| MATLAB (ID=616484) | \$3,920 | \$3,920 | 0 | 1 | \$3,920 | 0 | 1 | \$3,920 | 0 | \$0 |
| MATLAB (ID=658456) | \$39,200 | \$3,920 | 6 | 4 | \$15,680 | 6 | 4 | \$15,680 | 5 | \$0 |
| MATLAB (ID=856523) | \$15,680 | \$3,920 | 2 | 2 | \$7,840 | 2 | 2 | \$7,840 | 1 | \$0 |
| Signal_Toolbox (ID=325566) | \$1,960 | \$1,960 | 1 | 0 | \$0 | 0 | 1 | \$1,960 | 0 | \$0 |
| Signal_Toolbox (ID=593325) | \$3,920 | \$1,960 | 1 | 1 | \$1,960 | 1 | 1 | \$1,960 | 1 | \$0 |
| Statistics_Toolbox (ID=243439) | \$9,800 | \$1,960 | 3 | 2 | \$3,920 | 3 | 2 | \$3,920 | 2 | \$0 |
| Statistics_Toolbox (ID=529453) | \$7,840 | \$1,960 | 0 | 4 | \$7,840 | 0 | 4 | \$7,840 | 0 | \$0 |
| Statistics_Toolbox (ID=806202) | \$1,960 | \$1,960 | 1 | 0 | \$0 | 1 | 0 | \$0 | 1 | \$0 |
| Total | \$648,400 | \$64,840 | 6 | 4 | \$259,360 | 1 | 9 | \$583,560 | 1 | \$0 |

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EXAMPLE 2 – SOLIDWORKS Subscription



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Zero Usage

Zero Usage Report

| Vendor License | Normalized Name | Application Name | Subscription | Max Available | Total Cost | Max in Use | Business as Usual Savings |
|---------------------|------------------------------------|---------------------------------------|--------------|---------------|------------|------------|---------------------------|
| SolidWorks [lic001] | SolidNetWork License (SNL) Manager | snlcore | | 1 | \$0 | 0 | \$ - |
| SolidWorks [lic001] | SOLIDWORKS Visualize Standard | visustd | \$ 360 | 7 | \$2,520 | 0 | \$ 2,520 |
| | | | | | | | \$ 2,520 |
| SolidWorks [lic002] | SolidNetWork License (SNL) Manager | snlcore | | 1 | \$0 | 0 | \$ - |
| SolidWorks [lic002] | SOLIDWORKS Visualize Standard | visustd | \$ 360 | 3 | \$1,080 | 0 | \$ 1,080 |
| | | | | | | | \$ 1,080 |
| SolidWorks [lic003] | SOLIDWORKS Flow Simulation | cae-cosmosflowworkspe | \$ 14,695 | 2 | \$29,390 | 0 | \$ 29,390 |
| SolidWorks [lic003] | PhotoWorks | photoworks | \$ 5,000 | 2 | \$10,000 | 0 | \$ 10,000 |
| SolidWorks [lic003] | SolidNetWork License (SNL) Manager | snlcore | | 1 | \$0 | 0 | \$ - |
| | | | | | \$ 633,289 | | \$ 39,390 |

| Totals | |
|--------|--------|
| \$ | 42,990 |
| | 7% |



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Usage Analysis

| Vendor License | Normalized Name | Application Name | Subscription | Max Available | Total Cost | Max in Use |
|---------------------|------------------------------------|---------------------------------------|--------------|---------------|-------------------|------------|
| SolidWorks [lic001] | SOLIDWORKS Standard | solidworks | \$ 2,820 | 9 | \$ 25,380 | 7 |
| SolidWorks [lic001] | SOLIDWORKS Premium | swofficepremium | \$ 4,716 | 4 | \$ 18,864 | 1 |
| SolidWorks [lic001] | SOLIDWORKS Professional | swofficepro | \$ 3,456 | 3 | \$ 10,368 | 2 |
| SolidWorks [lic001] | SOLIDWORKS Visualize Standard | visustd | \$ 360 | 7 | \$ 2,520 | 0 |
| SolidWorks [lic002] | SOLIDWORKS Standard | solidworks | \$ 2,820 | 10 | \$ 28,200 | 10 |
| SolidWorks [lic002] | SOLIDWORKS Premium | swofficepremium cwpro | \$ 1,416 | 2 | \$ 2,832 | 2 |
| SolidWorks [lic002] | SOLIDWORKS Professional | swofficepro | \$ 3,456 | 1 | \$ 3,456 | 1 |
| SolidWorks [lic002] | SOLIDWORKS Visualize Standard | visustd | \$ 360 | 3 | \$ 1,080 | 0 |
| SolidWorks [lic003] | SOLIDWORKS Flow Simulation | cae_cosmosflowworkspe | \$ 14,695 | 2 | \$ 29,390 | 0 |
| SolidWorks [lic003] | SOLIDWORKS Simulation Premium | cae_cwadvpro | \$ 14,995 | 2 | \$ 29,990 | 1 |
| SolidWorks [lic003] | SOLIDWORKS Simulation Professional | cae_cwpro | \$ 7,995 | 2 | \$ 15,990 | 2 |
| SolidWorks [lic003] | SOLIDWORKS Standard | solidworks | \$ 2,820 | 42 | \$ 118,440 | 30 |
| SolidWorks [lic003] | SOLIDWORKS Composer | swcomposer | \$ 3,104 | 1 | \$ 3,104 | 1 |
| SolidWorks [lic003] | SOLIDWORKS Inspection Professional | swinspection_pro | \$ 4,195 | 1 | \$ 4,195 | 1 |
| SolidWorks [lic003] | SOLIDWORKS Premium | swofficepremium | \$ 4,716 | 9 | \$ 42,444 | 4 |
| SolidWorks [lic003] | SOLIDWORKS Professional | swofficepro | \$ 3,456 | 20 | \$ 69,120 | 5 |
| SolidWorks [lic003] | SOLIDWORKS Visualize Standard | visustd | \$ 360 | 29 | \$ 10,440 | 1 |
| | | | | | \$ 623,289 | |



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Usage Analysis

| Vendor License | Normalized Name | Application Name | Subscription | Max Available | Total Cost | Max in Use | Business as Usual Savings |
|---------------------|------------------------------------|---------------------------------------|--------------|---------------|-------------------|------------|---------------------------|
| SolidWorks [lic001] | SOLIDWORKS Standard | solidworks | \$ 2,820 | 9 | \$ 25,380 | 7 | \$ 5,640 |
| SolidWorks [lic001] | SOLIDWORKS Premium | swofficepremium | \$ 4,716 | 4 | \$ 18,864 | 1 | \$ 14,148 |
| SolidWorks [lic001] | SOLIDWORKS Professional | swofficepro | \$ 3,456 | 3 | \$ 10,368 | 2 | \$ 3,456 |
| SolidWorks [lic001] | SOLIDWORKS Visualize Standard | visustd | \$ 360 | 7 | \$ 2,520 | 0 | \$ 2,520 |
| | | | | | | | \$ 25,764 |
| SolidWorks [lic002] | SOLIDWORKS Standard | solidworks | \$ 2,820 | 10 | \$ 28,200 | 10 | \$ - |
| SolidWorks [lic002] | SOLIDWORKS Premium | swofficepremium cwpro | \$ 1,416 | 2 | \$ 2,832 | 2 | \$ - |
| SolidWorks [lic002] | SOLIDWORKS Professional | swofficepro | \$ 3,456 | 1 | \$ 3,456 | 1 | \$ - |
| SolidWorks [lic002] | SOLIDWORKS Visualize Standard | visustd | \$ 360 | 3 | \$ 1,080 | 0 | \$ 1,080 |
| | | | | | | | \$ 1,080 |
| SolidWorks [lic003] | SOLIDWORKS Flow Simulation | cae cosmosflowworkspe | \$ 14,695 | 2 | \$ 29,390 | 0 | \$ 29,390 |
| SolidWorks [lic003] | SOLIDWORKS Simulation Premium | cae cwadvpro | \$ 14,995 | 2 | \$ 29,990 | 1 | \$ 14,995 |
| SolidWorks [lic003] | SOLIDWORKS Simulation Professional | cae cwpro | \$ 7,995 | 2 | \$ 15,990 | 2 | \$ - |
| SolidWorks [lic003] | SOLIDWORKS Standard | solidworks | \$ 2,820 | 42 | \$ 118,440 | 30 | \$ 33,840 |
| SolidWorks [lic003] | SOLIDWORKS Composer | swcomposer | \$ 3,104 | 1 | \$ 3,104 | 1 | \$ - |
| SolidWorks [lic003] | SOLIDWORKS Inspection Professional | swinspection pro | \$ 4,195 | 1 | \$ 4,195 | 1 | \$ - |
| SolidWorks [lic003] | SOLIDWORKS Premium | swofficepremium | \$ 4,716 | 9 | \$ 42,444 | 4 | \$ 23,580 |
| SolidWorks [lic003] | SOLIDWORKS Professional | swofficepro | \$ 3,456 | 20 | \$ 69,120 | 5 | \$ 51,840 |
| SolidWorks [lic003] | SOLIDWORKS Visualize Standard | visustd | \$ 360 | 29 | \$ 10,440 | 1 | \$ 10,080 |
| | | | | | \$ 623,289 | | \$ 163,725 |

| |
|-------------------|
| \$ 190,569 |
| 31% |



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Usage Analysis

| Vendor License | Normalized Name | Application Name | Subscription | Max Available | Total Cost | Max in Use | Business as Usual Savings | 99% | Reduction | Savings | 95% | Reduction | Savings |
|---------------------|------------------------------------|---------------------------------------|--------------|---------------|-------------------|------------|---------------------------|-----|-----------|-------------------|-----|-----------|-------------------|
| SolidWorks [lic001] | SOLIDWORKS Standard | solidworks | \$ 2,820 | 9 | \$ 25,380 | 7 | \$ 5,640 | 5 | 4 | \$ 11,280 | 3 | 6 | \$ 16,920 |
| SolidWorks [lic001] | SOLIDWORKS Premium | swofficepremium | \$ 4,716 | 4 | \$ 18,864 | 1 | \$ 14,148 | 1 | 3 | \$ 14,148 | 1 | 3 | \$ 14,148 |
| SolidWorks [lic001] | SOLIDWORKS Professional | swofficepro | \$ 3,456 | 3 | \$ 10,368 | 2 | \$ 3,456 | 1 | 2 | \$ 6,912 | 1 | 2 | \$ 6,912 |
| SolidWorks [lic001] | SOLIDWORKS Visualize Standard | visustd | \$ 360 | 7 | \$ 2,520 | 0 | \$ 2,520 | 0 | 7 | \$ 2,520 | 0 | 7 | \$ 2,520 |
| | | | | | | | \$ 25,764 | | | \$ 34,860 | | | \$ 40,500 |
| SolidWorks [lic002] | SOLIDWORKS Standard | solidworks | \$ 2,820 | 10 | \$ 28,200 | 10 | \$ - | 7 | 3 | \$ 8,460 | 5 | 5 | \$ 14,100 |
| SolidWorks [lic002] | SOLIDWORKS Premium | swofficepremium cwpro | \$ 1,416 | 2 | \$ 2,832 | 2 | \$ - | 1 | 1 | \$ 1,416 | 1 | 1 | \$ 1,416 |
| SolidWorks [lic002] | SOLIDWORKS Professional | swofficepro | \$ 3,456 | 1 | \$ 3,456 | 1 | \$ - | 1 | 0 | \$ - | 0 | 1 | \$ 3,456 |
| SolidWorks [lic002] | SOLIDWORKS Visualize Standard | visustd | \$ 360 | 3 | \$ 1,080 | 0 | \$ 1,080 | 0 | 3 | \$ 1,080 | 0 | 3 | \$ 1,080 |
| | | | | | | | \$ 1,080 | | | \$ 10,956 | | | \$ 20,052 |
| SolidWorks [lic003] | SOLIDWORKS Flow Simulation | cae_cosmosflowworkspe | \$ 14,695 | 2 | \$ 29,390 | 0 | \$ 29,390 | 0 | 2 | \$ 29,390 | 0 | 2 | \$ 29,390 |
| SolidWorks [lic003] | SOLIDWORKS Simulation Premium | cae_cwadvpro | \$ 14,995 | 2 | \$ 29,990 | 1 | \$ 14,995 | 1 | 1 | \$ 14,995 | 1 | 1 | \$ 14,995 |
| SolidWorks [lic003] | SOLIDWORKS Simulation Professional | cae_cwpro | \$ 7,995 | 2 | \$ 15,990 | 2 | \$ - | 1 | 1 | \$ 7,995 | 0 | 2 | \$ 15,990 |
| SolidWorks [lic003] | SOLIDWORKS Standard | solidworks | \$ 2,820 | 42 | \$ 118,440 | 30 | \$ 33,840 | 24 | 18 | \$ 50,760 | 20 | 22 | \$ 62,040 |
| SolidWorks [lic003] | SOLIDWORKS Composer | swcomposer | \$ 3,104 | 1 | \$ 3,104 | 1 | \$ - | 0 | 1 | \$ 3,104 | 0 | 1 | \$ 3,104 |
| SolidWorks [lic003] | SOLIDWORKS Inspection Professional | swinspection_pro | \$ 4,195 | 1 | \$ 4,195 | 1 | \$ - | 1 | 0 | \$ - | 0 | 1 | \$ 4,195 |
| SolidWorks [lic003] | SOLIDWORKS Premium | swofficepremium | \$ 4,716 | 9 | \$ 42,444 | 4 | \$ 23,580 | 2 | 7 | \$ 33,012 | 2 | 7 | \$ 33,012 |
| SolidWorks [lic003] | SOLIDWORKS Professional | swofficepro | \$ 3,456 | 20 | \$ 69,120 | 5 | \$ 51,840 | 3 | 17 | \$ 58,752 | 2 | 18 | \$ 62,208 |
| SolidWorks [lic003] | SOLIDWORKS Visualize Standard | visustd | \$ 360 | 29 | \$ 10,440 | 1 | \$ 10,080 | 1 | 28 | \$ 10,080 | 0 | 29 | \$ 10,440 |
| | | | | | \$ 623,289 | | \$ 163,725 | | | \$ 208,088 | | | \$ 235,374 |

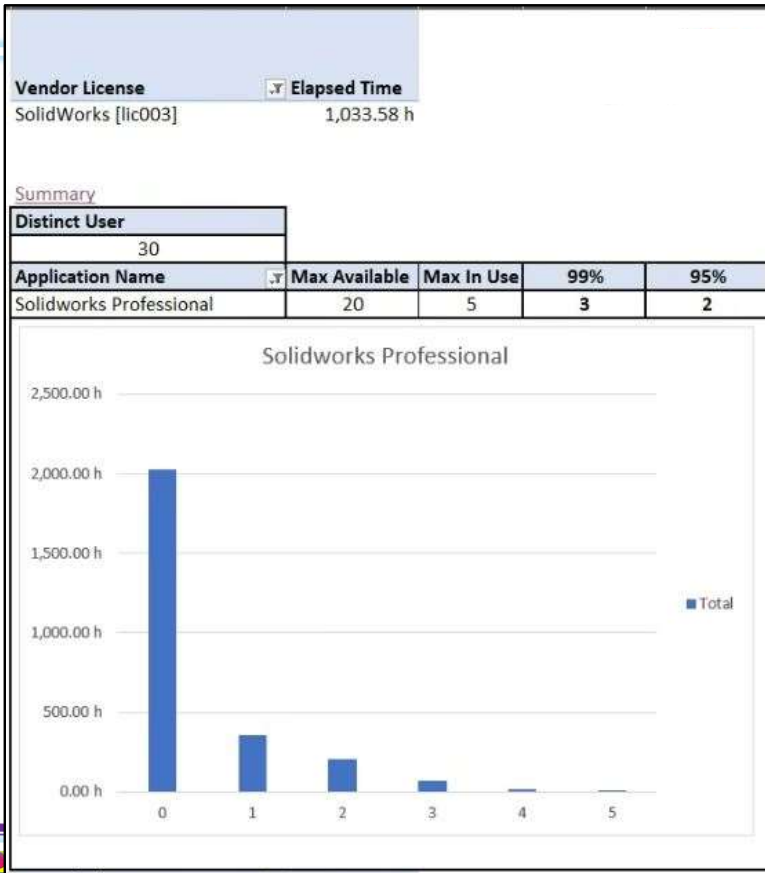
| Totals | | | |
|------------|------------|------------|--|
| \$ 190,569 | \$ 253,904 | \$ 295,926 | |
| 31% | 41% | 47% | |



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SolidWorks Detail – Professional



| Row Labels | Duration |
|--------------------|-------------------|
| 0 | 2,027.33 h |
| 1 | 358.00 h |
| 2 | 202.75 h |
| 3 | 66.92 h |
| 4 | 15.67 h |
| 5 | 1.33 h |
| Grand Total | 2,672.00 h |

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SolidWorks User Detail– Professional



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SolidWorks Detail– Premium



| Row Labels | Duration |
|--------------------|-------------------|
| 0 | 2,114.25 h |
| 1 | 315.67 h |
| 2 | 216.75 h |
| 3 | 20.42 h |
| 4 | 4.92 h |
| Grand Total | 2,672.00 h |



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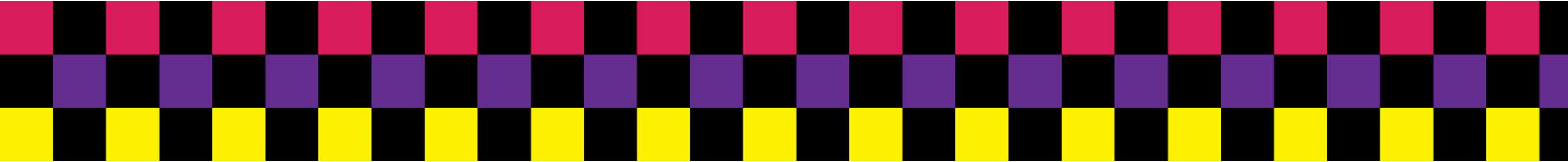
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SolidWorks User Detail – Premium



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EXAMPLE 3 – HEXAGON

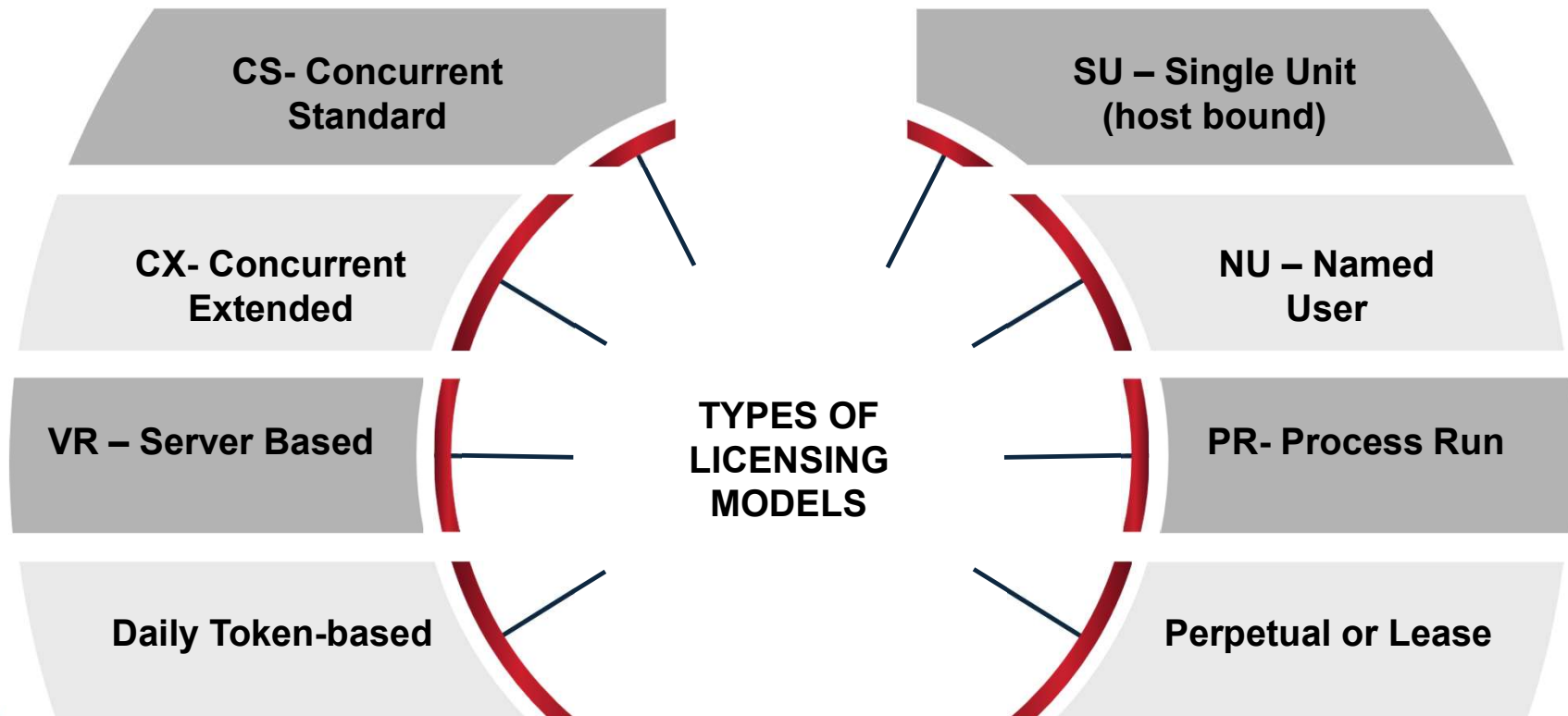


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Hexagon ISL License Types



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CS- Concurrent Standard

Set start time for all licenses- 12 hr
Access multiple times during license period
Not available during expiration period

Comparison

VS



CX- Concurrent Extended

24 hr license so no expiration period



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Zero Usage



NOTE:
Perpetual
vs Lease

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Hexagon Analysis
Application with Zero Usage
Application Hierarchy

| Application Name | Application Version | Max Available | Max In Use | Elapsed Time |
|--|---------------------|---------------|------------|--------------|
| ☐ PDS Batch ISOGEN | CX.L | 11 | 0 | 0.00 h |
| ☐ PV Elite - Analysis Module | CX.L | 30 | 0 | 0.00 h |
| ☐ PV Elite - Component Analysis Module | CX.L | 30 | 0 | 0.00 h |
| ☐ Smart Interop Publisher Adaptor to SP Foundation | CX.L | 10 | 0 | 0.00 h |
| ☐ Smart Interop Publisher Adaptor to SP Foundation | CX.P | 1 | 0 | 0.00 h |
| ☐ SmartPlant Isometrics Modules | CX.L | 20 | 0 | 0.00 h |
| ☐ SmartPlant P&ID Engineering | CS.L | 20 | 0 | 0.00 h |
| ☐ CAESAR II AISC | CX.L | 2 | 0 | 0.00 h |
| ☐ CAESAR II AISC | CX.P | 30 | 0 | 0.00 h |
| ☐ CAESAR II c2 isogen | CX.L | 2 | 0 | 0.00 h |
| ☐ CAESAR II c2 isogen | CX.P | 30 | 0 | 0.00 h |
| ☐ CAESAR II c2_mat | CX.L | 2 | 0 | 0.00 h |
| ☐ CAESAR II c2_mat | CX.P | 30 | 0 | 0.00 h |
| ☐ CAESAR II c2u | CX.L | 2 | 0 | 0.00 h |
| ☐ CAESAR II c2u | CX.P | 30 | 0 | 0.00 h |
| ☐ CAESAR II misc | CX.L | 2 | 0 | 0.00 h |
| ☐ CAESAR II misc | CX.P | 30 | 0 | 0.00 h |
| ☐ GT STRUDL General | CX.P | 7 | 0 | 0.00 h |
| ☐ Smart 3D Design Collaboration | CX.L | 330 | 0 | 0.00 h |
| ☐ Smart 3Dx | CX.L | 15 | 0 | 0.00 h |
| ☐ Smart Review Construction Module | CX.L | 100 | 0 | 0.00 h |
| ☐ Smart Review On-Site Drawing Generation Module | CX.L | 100 | 0 | 0.00 h |
| ☐ Smart Review Point Cloud Integrator Module | CX.L | 100 | 0 | 0.00 h |
| ☐ CloudWorx for Smart PDS 3D [3D] | CX.L | 10 | 0 | 0.00 h |
| ☐ CloudWorx for SmartPlant Isometrics | CX.L | 10 | 0 | 0.00 h |
| ☐ CloudWorx for SmartPlant Review | CX.L | 10 | 0 | 0.00 h |
| ☐ PDS | CX.L | 1 | 0 | 0.00 h |
| ☐ Smart Review Modules | CX.L | 600 | 0 | 0.00 h |

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Hexagon Summary



Hexagon Analysis Summary

| Application Name | License Grant | Type | Cost per Unit |
|---------------------------------------|---------------|-----------|---------------|
| PV Elite | CX.L | Fixed Fee | \$ 1,585.00 |
| Smart Instrumentation | CS.L | Fixed Fee | \$ 1,800.00 |
| Smart Instrumentation | CX.L | Fixed Fee | \$ 1,800.00 |
| Smart Review | CX.L | Fixed Fee | \$ 1,585.00 |
| SmartSketch | CX.L | Fixed Fee | \$ 1,551.00 |
| Smart PDS 3D [3D] | CX.L | Fixed Fee | \$ 6,200.00 |
| Smart Electrical | CX.L | Fixed Fee | \$ 1,798.50 |

Total Spend \$ 1,637,097.50



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Hexagon Summary – Business as Usual



Hexagon Analysis Summary

| Application Name | License Grant | Type | Cost per Unit | Max Available | No Usage | Business as Usual Savings |
|---------------------------------------|---------------|-----------|---------------|---------------|------------|----------------------------------|
| | | | | | Max in Use | |
| PV Elite | CX.L | Fixed Fee | \$ 1,585.00 | 35 | 6 | \$ 45,965.00 |
| Smart Instrumentation | CS.L | Fixed Fee | \$ 1,800.00 | 10 | 0 | \$ 18,000.00 |
| Smart Instrumentation | CX.L | Fixed Fee | \$ 1,800.00 | 35 | 9 | \$ 46,800.00 |
| Smart Review | CX.L | Fixed Fee | \$ 1,585.00 | 100 | 42 | \$ 91,930.00 |
| SmartSketch | CX.L | Fixed Fee | \$ 1,551.00 | 425 | 5 | \$ 651,420.00 |
| Smart PDS 3D [3D] | CX.L | Fixed Fee | \$ 6,200.00 | 100 | 95 | \$ 31,000.00 |
| Smart Electrical | CX.L | Fixed Fee | \$ 1,798.50 | 35 | 5 | \$ 53,955.00 |
| Total Spend \$ 1,637,097.50 | | | | | | \$ 939,070.00 |
| | | | | | | Percentage of Savings 57% |



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Hexagon Summary – 99%



Hexagon Analysis Summary

| Application Name | License Grant | Type | Cost per Unit | Max Available | No Usage | | Business as Usual Savings | 99% | Reduction | Savings |
|---------------------------------------|---------------|-----------|---------------|---------------|------------|--|----------------------------------|-----|-----------|----------------------|
| | | | | | Max in Use | | | | | |
| PV Elite | CX.L | Fixed Fee | \$ 1,585.00 | 35 | 6 | | \$ 45,965.00 | 4 | 31 | \$ 49,135.00 |
| Smart Instrumentation | CS.L | Fixed Fee | \$ 1,800.00 | 10 | 0 | | \$ 18,000.00 | 0 | 10 | \$ 18,000.00 |
| Smart Instrumentation | CX.L | Fixed Fee | \$ 1,800.00 | 35 | 9 | | \$ 46,800.00 | 6 | 29 | \$ 52,200.00 |
| Smart Review | CX.L | Fixed Fee | \$ 1,585.00 | 100 | 42 | | \$ 91,930.00 | 36 | 64 | \$ 101,440.00 |
| SmartSketch | CX.L | Fixed Fee | \$ 1,551.00 | 425 | 5 | | \$ 651,420.00 | 4 | 421 | \$ 652,971.00 |
| Smart PDS 3D [3D] | CX.L | Fixed Fee | \$ 6,200.00 | 100 | 95 | | \$ 31,000.00 | 93 | 7 | \$ 43,400.00 |
| Smart Electrical | CX.L | Fixed Fee | \$ 1,798.50 | 35 | 5 | | \$ 53,955.00 | 2 | 33 | \$ 59,350.50 |
| Total Spend \$ 1,637,097.50 | | | | | | | \$ 939,070.00 | | | \$ 976,496.50 |
| | | | | | | | Percentage of Savings 57% | | | 60% |



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Hexagon Summary



Hexagon Analysis Summary

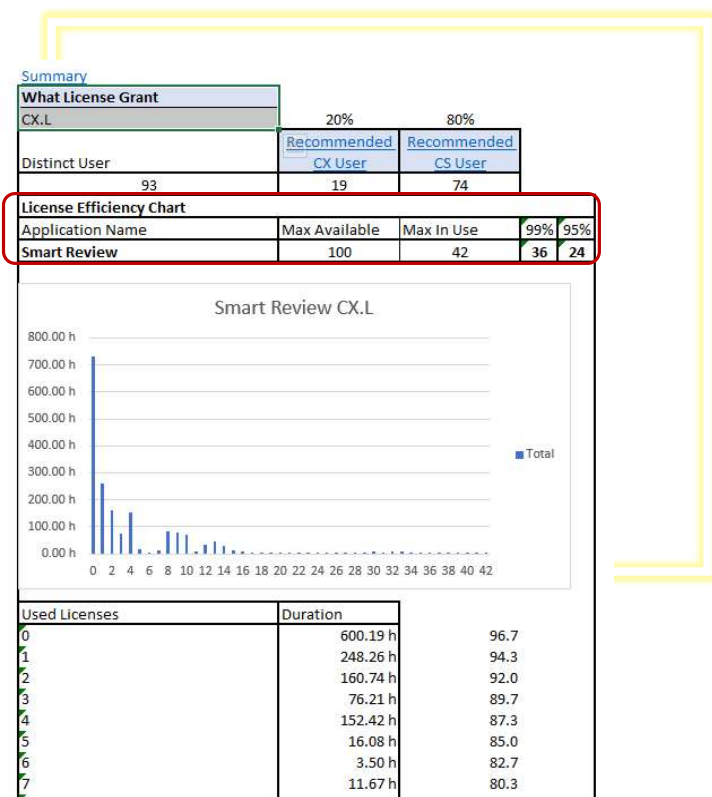
| Application Name | License Grant | Type | Cost per Unit | Max Available | No Usage | | Business as Usual Savings | 99% | Reduction | Savings | 95% | Reduction | Savings |
|---------------------------------------|---------------|-----------|---------------|---------------|------------|--|----------------------------------|-----|-----------|----------------------|-----|-----------|------------------------|
| | | | | | Max in Use | | | | | | | | |
| PV Elite | CX.L | Fixed Fee | \$ 1,585.00 | 35 | 6 | | \$ 45,965.00 | 4 | 31 | \$ 49,135.00 | 3 | 32 | \$ 50,720.00 |
| Smart Instrumentation | CS.L | Fixed Fee | \$ 1,800.00 | 10 | 0 | | \$ 18,000.00 | 0 | 10 | \$ 18,000.00 | 0 | 10 | \$ 18,000.00 |
| Smart Instrumentation | CX.L | Fixed Fee | \$ 1,800.00 | 35 | 9 | | \$ 46,800.00 | 6 | 29 | \$ 52,200.00 | 4 | 31 | \$ 55,800.00 |
| Smart Review | CX.L | Fixed Fee | \$ 1,585.00 | 100 | 42 | | \$ 91,930.00 | 36 | 64 | \$ 101,440.00 | 22 | 78 | \$ 123,630.00 |
| SmartSketch | CX.L | Fixed Fee | \$ 1,551.00 | 425 | 5 | | \$ 651,420.00 | 4 | 421 | \$ 652,971.00 | 3 | 422 | \$ 654,522.00 |
| Smart PDS 3D [3D] | CX.L | Fixed Fee | \$ 6,200.00 | 100 | 95 | | \$ 31,000.00 | 93 | 7 | \$ 43,400.00 | 88 | 12 | \$ 74,400.00 |
| Smart Electrical | CX.L | Fixed Fee | \$ 1,798.50 | 35 | 5 | | \$ 53,955.00 | 2 | 33 | \$ 59,350.50 | 2 | 33 | \$ 59,350.50 |
| Total Spend \$ 1,637,097.50 | | | | | | | \$ 939,070.00 | | | \$ 976,496.50 | | | \$ 1,036,422.50 |
| | | | | | | | Percentage of Savings 57% | | | 60% | | | 63% |



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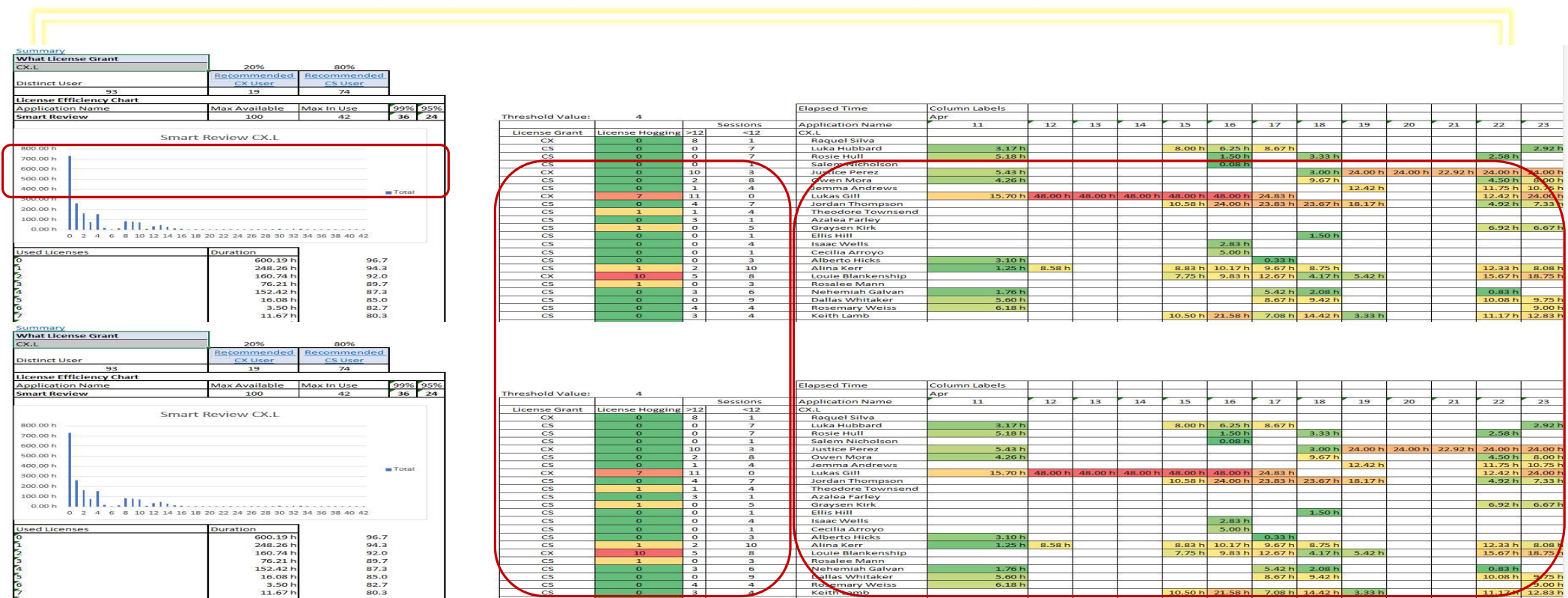
Smart Review



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Smart Review



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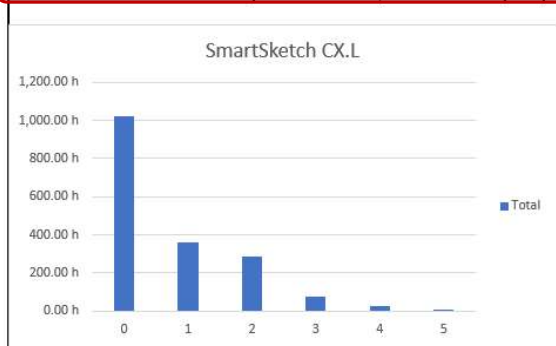


SmartSketch

Summary

| What License Grant | | |
|--------------------|---------------------|---------------------|
| CX.L | 7% | 93% |
| Distinct User | Recommended CX User | Recommended CS User |
| 44 | 3 | 41 |

| License Efficiency Chart | | | | |
|--------------------------|---------------|------------|-----|-----|
| Application Name | Max Available | Max In Use | 99% | 95% |
| SmartSketch | 425 | 5 | 4 | 3 |



| Used Licenses | Duration |
|---------------|------------|
| 0 | 1,022.42 h |
| 1 | 357.37 h |
| 2 | 283.63 h |
| 3 | 72.51 h |
| 4 | 28.00 h |
| 5 | 0.08 h |



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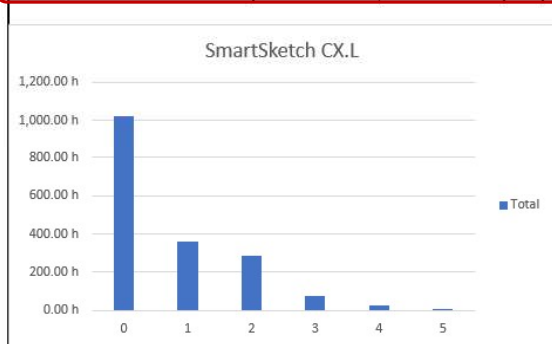
SmartSketch

Summary

| What License Grant | | |
|--------------------|---------------------|---------------------|
| CX.L | 7% | 93% |
| Distinct User | Recommended CX User | Recommended CS User |
| 44 | 3 | 41 |

License Efficiency Chart

| Application Name | Max Available | Max In Use | 99% | 95% |
|------------------|---------------|------------|-----|-----|
| SmartSketch | 425 | 5 | 4 | 3 |



| Used Licenses | Duration |
|---------------|------------|
| 0 | 1,022.42 h |
| 1 | 357.37 h |
| 2 | 283.63 h |
| 3 | 72.51 h |
| 4 | 28.00 h |
| 5 | 0.08 h |

Threshold Value: 4

| License Grant | License Hogging | Sessions | |
|---------------|-----------------|----------|-----|
| | | >12 | <12 |
| CS | 0 | 0 | 1 |
| CS | 0 | 0 | 12 |
| CS | 0 | 0 | 2 |
| CS | 0 | 0 | 13 |
| CS | 0 | 0 | 8 |
| CS | 0 | 0 | 1 |
| CS | 0 | 0 | 1 |
| CS | 0 | 0 | 1 |
| CX | 0 | 18 | 2 |
| CS | 0 | 0 | 1 |
| CS | 0 | 0 | 1 |
| CS | 0 | 0 | 1 |
| CS | 0 | 0 | 1 |
| CS | 0 | 0 | 2 |
| CS | 0 | 0 | 6 |
| CS | 0 | 0 | 1 |
| CS | 0 | 0 | 1 |
| CS | 0 | 0 | 1 |
| CS | 0 | 0 | 1 |
| CS | 0 | 0 | 1 |
| CS | 0 | 0 | 3 |

| Elapsed Time | Column Labels | | | | | | | | | | | | | | | |
|-------------------|---------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|----|----|----|--------|
| Application Name | Apr | | | | | | | | | | | | | | | |
| | 12 | 15 | 16 | 17 | 18 | 19 | 20 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 |
| CX.L | | | | | | | | | | | | | | | | |
| Alvaro Zhang | | 0.17 h | | | | | | | | | | | | | | |
| Sarai Francis | | | | | | | | | | 2.33 h | 0.25 h | 0.92 h | | | | |
| Harvey Stokes | 0.08 h | | | | | | | | | | | | | | | |
| Miranda Burton | | | | 0.25 h | 8.42 h | 7.50 h | 2.58 h | 3.50 h | 5.83 h | | | 8.08 h | | | | |
| Zander Cano | | | | 0.17 h | | | | | | 0.92 h | | | | | | |
| Egypt Benton | | | | | | | | | | | | | | | | |
| Jamal Short | | | | | | | | | | | | | | | | |
| Cheyenne Fletcher | | | | | | | | | | | | | | | | |
| Jay Moss | | | | | | | | | | | | | | | | |
| Bianca French | | | | | | | | | | | 1.92 h | | | | | |
| Corey Rasmussen | | | | | | | | | | | | | | | | |
| Esperanza Campos | | | | | | | | | | | | | | | | |
| Gianna Chang | | | | | | | | | | | | | | | | |
| Gideon Kemp | | | | | | | | | | 0.08 h | | | | | | |
| Anika Hill | 2.92 h | | | | 3.50 h | | | 1.25 h | | 0.08 h | | | | | | |
| Isaac Reyes | | | | | | | | | | | | | | | | |
| Audrey Villarreal | | | | | | | | | | | | | | | | |
| Nikolai Frederick | | | | | | | | | | | | | | | | |
| Sariyah Schroeder | | | | | | | 8.50 h | | | | | | | | | |
| Chay Flynn | | | | | | | | | | | | | | | | 1.92 h |
| Izalah Hawkins | 0.08 h | | 0.08 h | | 0.08 h | | | | | | | | | | | |



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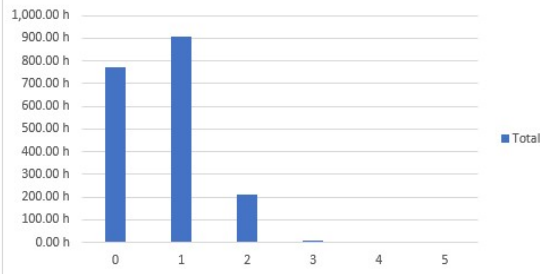
Smart Electrical

Summary

| What License Grant | | |
|--------------------|---------------------|---------------------|
| CX.L | 11% | 89% |
| Distinct User | Recommended CX User | Recommended CS User |
| 9 | 1 | 8 |

| License Efficiency Chart | | | | |
|--------------------------|---------------|------------|-----|-----|
| Application Name | Max Available | Max In Use | 99% | 95% |
| Smart Electrical | 40 | 5 | 2 | 2 |

Smart Electrical CX.L



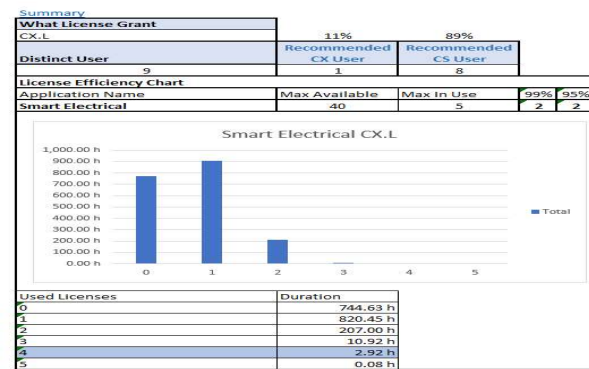
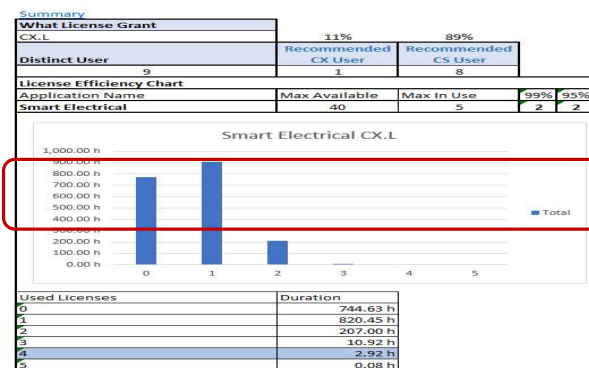
| Used Licenses | Duration |
|---------------|----------|
| 0 | 744.63 h |
| 1 | 820.45 h |
| 2 | 207.00 h |
| 3 | 10.92 h |
| 4 | 2.92 h |
| 5 | 0.08 h |



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Smart Electrical



Threshold Value: 4

| License Grant | License Hogging | Sessions |
|---------------|-----------------|----------|
| CX | 0 | >12 |
| CS | 0 | <12 |
| CX | 0 | 42 |
| CS | 0 | 13 |
| CS | 0 | 0 |
| CS | 0 | 2 |
| CS | 0 | 0 |
| CS | 0 | 1 |
| CS | 0 | 0 |
| CS | 0 | 3 |
| CS | 11 | 2 |
| CS | 0 | 53 |
| CS | 0 | 0 |
| CS | 0 | 3 |
| CS | 0 | 1 |
| CS | 0 | 1 |
| CS | 0 | 1 |

Elapsed Time

| Application Name | Column Labels | Apr | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 |
|----------------------|---------------|-----|--------|---------|--------|--------|--------|---------|---------|---------|---------|---------|---------|---------|---------|
| CX.L | | | | | | | | | | | | | | | |
| Brett Shannon | | | | 0.17 h | | | | | | | | | | | |
| Harlee Montgomery | | | 1.33 h | 23.83 h | 0.42 h | | 4.33 h | 23.33 h | 22.50 h | 21.75 h | 24.00 h | 24.00 h | 22.92 h | 19.17 h | 20.33 h |
| Milan McCann | | | 3.08 h | | | | | | | | | | | | |
| Conor Lopez | | | | 0.17 h | | | | | | | | | | | |
| Gianna Chang | | | | 0.17 h | | | | | | | | | | | |
| Eliezer Reid | | | 8.92 h | 6.42 h | 7.00 h | 0.67 h | 1.25 h | 6.75 h | 6.67 h | 9.00 h | 8.33 h | 2.92 h | 9.75 h | 8.75 h | 8.08 h |
| Maximiliano Guerrero | | | | | | | | | | | | | | | |
| Margot Glass | | | 2.75 h | | | | | | | | | | | | |
| Allan Harrell | | | 2.50 h | 14.25 h | | | | | | | | | | | |

Max In Use

| Application Name | Column Labels | Apr | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 |
|----------------------|---------------|-----|----|----|----|----|----|----|----|----|----|----|----|----|----|
| CX.L | | | | | | | | | | | | | | | |
| Brett Shannon | | | | 1 | | | | | | | | | | | |
| Harlee Montgomery | | | 1 | 1 | 1 | | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Milan McCann | | | 1 | | | | | | | | | | | | |
| Conor Lopez | | | | | | | | | | | | | | | |
| Gianna Chang | | | | | | | | | | | | | | | |
| Eliezer Reid | | | 2 | 1 | 1 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Maximiliano Guerrero | | | | | | | | | | | | | | | |

License Hogging

| Application Name | Column Labels | Apr | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 |
|----------------------|---------------|-----|----|----|----|----|----|----|----|----|----|----|----|----|----|
| CX.L | | | | | | | | | | | | | | | |
| Brett Shannon | | | | 1 | | | | | | | | | | | |
| Harlee Montgomery | | | 1 | 1 | 1 | | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Milan McCann | | | 1 | | | | | | | | | | | | |
| Conor Lopez | | | | | | | | | | | | | | | |
| Gianna Chang | | | | | | | | | | | | | | | |
| Eliezer Reid | | | 2 | 1 | 1 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Maximiliano Guerrero | | | | | | | | | | | | | | | |

Threshold Value: 4

| License Grant | License Hogging | Sessions |
|---------------|-----------------|----------|
| CX | 0 | >12 |
| CS | 0 | <12 |
| CX | 0 | 42 |
| CS | 0 | 13 |
| CS | 0 | 0 |
| CS | 0 | 2 |
| CS | 0 | 0 |
| CS | 0 | 1 |
| CS | 0 | 0 |
| CS | 0 | 3 |
| CS | 11 | 2 |
| CS | 0 | 53 |
| CS | 0 | 0 |
| CS | 0 | 3 |
| CS | 0 | 1 |
| CS | 0 | 1 |
| CS | 0 | 1 |

Elapsed Time

| Application Name | Column Labels | Apr | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 |
|----------------------|---------------|-----|--------|---------|--------|--------|--------|---------|---------|---------|---------|---------|---------|---------|---------|
| CX.L | | | | | | | | | | | | | | | |
| Brett Shannon | | | | 0.17 h | | | | | | | | | | | |
| Harlee Montgomery | | | 1.33 h | 23.83 h | 0.42 h | | 4.33 h | 23.33 h | 22.50 h | 21.75 h | 24.00 h | 24.00 h | 22.92 h | 19.17 h | 20.33 h |
| Milan McCann | | | 3.08 h | | | | | | | | | | | | |
| Conor Lopez | | | | 0.17 h | | | | | | | | | | | |
| Gianna Chang | | | | 0.17 h | | | | | | | | | | | |
| Eliezer Reid | | | 8.92 h | 6.42 h | 7.00 h | 0.67 h | 1.25 h | 6.75 h | 6.67 h | 9.00 h | 8.33 h | 2.92 h | 9.75 h | 8.75 h | 8.08 h |
| Maximiliano Guerrero | | | | | | | | | | | | | | | |
| Margot Glass | | | 2.75 h | | | | | | | | | | | | |
| Allan Harrell | | | 2.50 h | 14.25 h | | | | | | | | | | | |

Max In Use

| Application Name | Column Labels | Apr | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 |
|----------------------|---------------|-----|----|----|----|----|----|----|----|----|----|----|----|----|----|
| CX.L | | | | | | | | | | | | | | | |
| Brett Shannon | | | | 1 | | | | | | | | | | | |
| Harlee Montgomery | | | 1 | 1 | 1 | | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Milan McCann | | | 1 | | | | | | | | | | | | |
| Conor Lopez | | | | | | | | | | | | | | | |
| Gianna Chang | | | | | | | | | | | | | | | |
| Eliezer Reid | | | 2 | 1 | 1 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Maximiliano Guerrero | | | | | | | | | | | | | | | |

License Hogging

| Application Name | Column Labels | Apr | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 |
|----------------------|---------------|-----|----|----|----|----|----|----|----|----|----|----|----|----|----|
| CX.L | | | | | | | | | | | | | | | |
| Brett Shannon | | | | 1 | | | | | | | | | | | |
| Harlee Montgomery | | | 1 | 1 | 1 | | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Milan McCann | | | 1 | | | | | | | | | | | | |
| Conor Lopez | | | | | | | | | | | | | | | |
| Gianna Chang | | | | | | | | | | | | | | | |
| Eliezer Reid | | | 2 | 1 | 1 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Maximiliano Guerrero | | | | | | | | | | | | | | | |



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Hexagon Best Practices

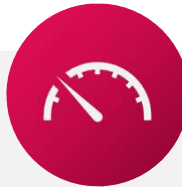
- Identify Zero Usage
- Prioritize Perpetual over Lease
- Collapse Keystores for more optimized position
- Determine if CS vs CX is needed
- Configuration
 - Allow only 1 license to eliminate license hogs if you can
 - Configure CS, CX by user needs based upon usage history
 - Possibly configure access hours for CS
- Look at actual usage for Unlimited Fixed Fee Bundles

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Next Steps



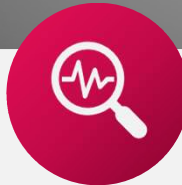
Map Renewal Calendar



Identify Zero Usage



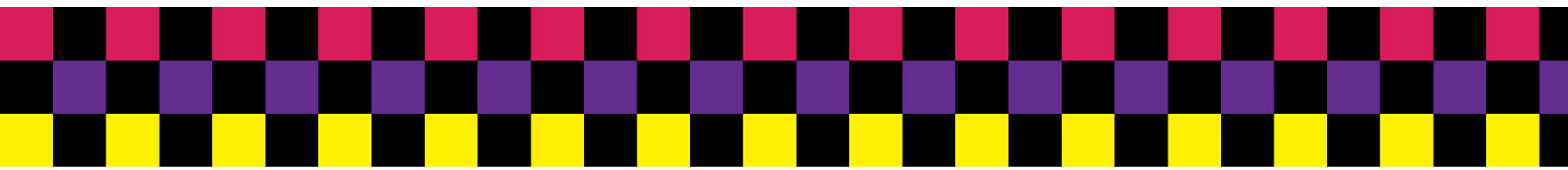
Analyze Usage Trends



**Identify License Hogs &
Long Checkouts**



Renegotiate/Cancel



QUESTIONS?



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Upcoming **Speaking Sessions**



David Boyle
Partnership Manager

Optimizing Software Asset Management with AI and Machine Learning

Date: Wednesday, April 23, 2025

Time: 11:15AM – 12:15 PM PDT

Room: Messina 1



Linda Cole
Sr. Solutions Architect

True Active Usage – Optimizing Consumption-Based Licensing

Date: Thursday, April 24, 2025

Time: 11:15AM – 12:15 PM PDT

Room: Modena 3



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The **lucky winner** will be
announced on **March 23**



We are here!
Booth #42



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**Please fill out survey
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