



Reducing the cost of high value engineering applications

Usage analytics pinpoint unused, and underutilized engineering applications, leading to actionable outcomes, saving millions of dollars. Asset Vision delivers the essential insights that help cut software license costs and reduce wastage on license usage by monitoring activity levels of all engineering applications regardless of licensing type, enabling immediate and significant cost savings.

Asset Vision's usage data enables customers to fully understand the extent to which every engineering, and other high value applications, are being used. The resulting information and insights enable customers to put in place appropriate actions to manage licence availability, monitor and verify vendor usage/token billing and renegotiate contracts for a variety of licencing models, including concurrent, term subscriptions and token licencing models, to reflect actual usage requirements, quickly achieving significant savings.





Autodesk – a case in point

Autodesk customers may have purchased subscriptions through one of 2 models: individual subscriptions for a given term (monthly, Annual or 3 yearly), or usage based Token Licencing.

Location and Cost

Location is another factor that contributes to the costing model. For instance, if the license server is based in the United States and the software is being checked out in Singapore, with a 12-hour time difference, or in Seoul with a 14 hour difference, the token usage could double up. This is because the 24-hour usage period is linked to the license server location.

Getting the Numbers Right

When managing Token-Flex licenses it's essential get the numbers right. Overestimating the requirement and purchasing too many tokens is a risk as unused tokens expire; annual tokens expire after 365 days and contract-based tokens expire at the end of the term.

Ideally, the aim is to purchase the best-fit number of tokens for the period under contract, thus minimizing the number of tokens that expire. The number of tokens purchased is linked also to the contract price, so the application portfolio team have a difficult task without the right data.

Establishing the facts – license control systems don't deliver

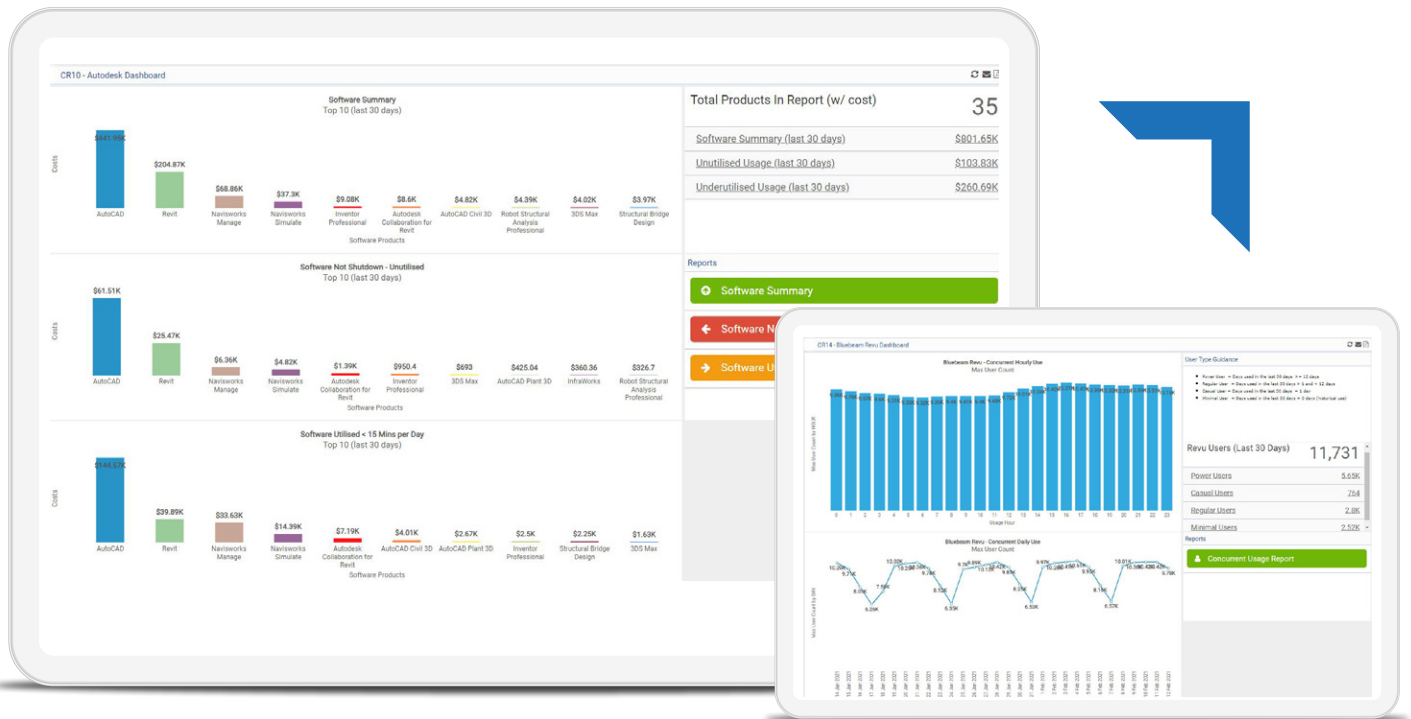
A common fallacy is that license control systems can provide accurate usage data. In most cases, these tools just report whether an application has been opened, and the last time it was launched. This limited information is rarely accurate and in our experience, they're too susceptible to being 'gamed.'

Accurate usage intelligence – critical for optimal savings

Asset Vision enables application portfolio managers and IT leaders to quickly survey the entire IT estate and discover how to make smart decisions about rationalizing software assets and delivering software savings. Asset Vision finds and catalogs software assets across the IT estate, irrespective of platform or location.

Uniquely, Asset Vision enables the capture of minute-by-minute usage data needed to support your cost optimization and application portfolio rationalization initiatives, enabling faster delivery and significant cost savings through right-sizing subscription and token based licencing models, the elimination or reassignment of unused or underutilized software licences and the removal of unnecessary duplication and overlap across the IT estate.

Scalable Software's Asset Vision can help



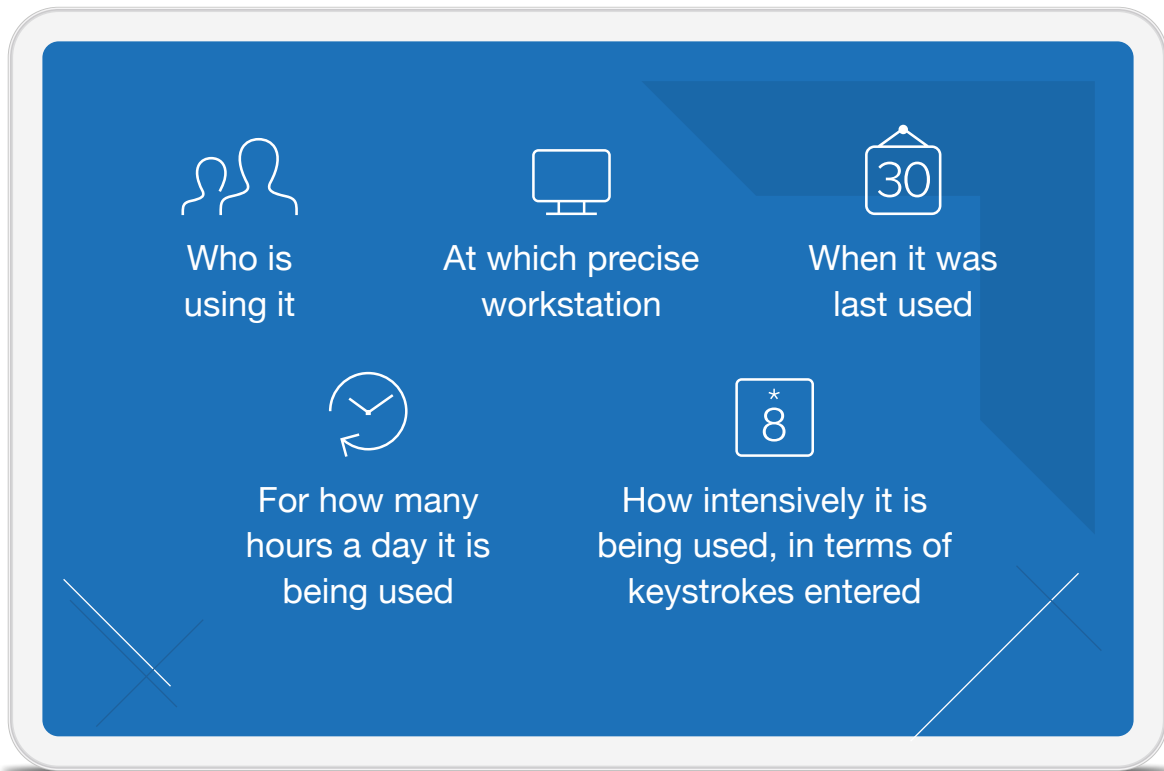
Reduce your license, subscription and software maintenance costs through our IT Asset Usage intelligence solution – Asset Vision.

Asset Vision enables both immediate short-term cost cutting initiatives and ongoing cost management programs, through the discovery of all engineering and other software licenses, and the capture of detailed, minute by minute usage information, showing when and by whom these licenses are used over time, by location, business unit or individual for all types of licenses: On-premise, subscription and token licencing models.

- ✓ **Rightsize contracts:** Asset Vision delivers unique insights that help drive savings of subscription, tokenized and concurrent licenced software. Use detailed usage data to buy and renew only the subscriptions and token levels you need. Asset Vision provides granular usage analytics together with actionable insights for cost reduction and right-sizing.
- ✓ **Optimize concurrent licence models** with forensic level detail on usage and usage patterns to give absolute visibility of licencing requirements based on actual usage. Understand peak demand patterns and ensure optimal licence purchase that ensures availability at minimal cost.
- ✓ **Renegotiate vendor contracts** for high cost applications based on actual usage data. Inventory & usage data enables you to see what you have, identify what's inconsistent between your contract and actual usage, and optimize what's truly needed across the organization.

- ✓ **Stop paying for applications you're not using** – Enable significant cost savings in annual software costs by identifying underutilized or entirely unused.
- ✓ **Understand user usage patterns** and provide the data and insights to be able to manage licence usage and eliminate 'bad practice' to reduce costs. Asset Vision provides accurate usage data and insights that enable IT teams to pinpoint instances of licence and token consumption that incur unwarranted expense and where users can be coached to change behavior.
- ✓ **Minimize overspending**, maintain compliance and ensure the proper tools are in the hands of the right users.
- ✓ **Eliminate Redundant Applications** – It's not uncommon for organizations to be running multiple versions of the same type of software, but there are huge efficiencies to be gained by eliminating those redundant applications and consolidating to only one, including:
 - Bigger volume discounts from vendors
 - Lower support and security costs for just one application vs. many
 - Streamlined renewal efforts, so application rationalization and elimination of what's redundant can create some major cost savings.

Asset Vision discovery, normalization and granular usage is unique in ability to provide a single point of truth of your organization's IT inventory and usage fingerprint across your entire IT estate – cloud, on-premise, and hybrid environments. The solution delivers the insights and usage Intelligence to tell IT teams the 5 critical datapoints that underpin cost optimization and digital transformation initiatives:



To discover how Asset Vision can help your organization make smart decisions about optimizing the costs of high value engineering and CAD/CAM software to quickly deliver significant software savings.

[Request a Demo](#) ➔

About Scalable...

Founded in 2008, Scalable Software delivers comprehensive, granular and intelligent analytics tools that give organisations a real-time business lens to improve digital agility and empower employees to thrive. Its workplace analytics platform, Acumen, enables organisations to measure, optimise and transform the employee experience.

Acumen collates and distils data using agent and agentless discovery from across an organisation's technology infrastructure. Using a blend of digital KPIs and metrics, insights are delivered to leadership, IT and HR teams, giving them deep visibility into how the hybrid working model is performing. Armed with this knowledge, organisations can drive digital agility – by protecting employee wellbeing, optimising the digital experience, boosting employee success, and reducing complexity and cost.

For more information email: info@scalable.com

www.scalable.com

Scalable[▲]

©2021 Scalable Software Ltd. All rights reserved.
Scalable, the Scalable logo, Acumen logo are registered trademarks of Scalable Software Ltd. All other marks are the property of their respective owners.

MAY 2022