

IT Asset Usage Metering: Asset Vision Details Actual Application Use to Cut Costs and Control Software Spend

The problem Scalable Software's SaaS-based Asset Vision addresses is universal: Organizations routinely and repeatedly waste big money paying for workstation software that is underutilized, or just not used at all. This fact of IT life is a large expense that has many causes. The sheer volume of inventory, diversity of delivery and access methods, complexity of license liability, and free-range application usage patterns combine to make accurate, knowledge-based management of ongoing costs all but impossible in most organizations.

Scalable's Asset Vision attacks workstation over-spend with information that is detailed, accurate, and automated. Asset Vision's metering agent measures the human and application interaction on workstations, whether they are traditionally installed applications, web applications and plug-ins, VDI/Citrix/Terminal Server, or virtualized applications (XenApp, App-V). Asset Vision identifies the usage, user, and endpoint device from which the application is consumed.

Asset Vision is a SaaS-based IT asset discovery, normalization, and usage metering solution that excels at gathering highly granular workstation-level usage data, immediately upon deployment.

Control Costs Through Understanding Workstation Usage

Useful for both immediate short-term cost cutting initiatives and ongoing cost management programs, Asset Vision discovers and captures detailed forensic usage information immediately upon deployment. That information includes the software product normalized across the organization; the number of machines on which software is installed; which software is used, unused, or hardly used at all; read-only usage; and the minutes of actual application use per hour as represented by the number of keystrokes distinct users enter at each machine. Armed with this information, organizations can effectively cut and contain costs.

- Get rid of unused software licenses to cut costs of software licensing and maintenance
- Inform remove/recycle workflows to drive down costs on an ongoing basis
- Downgrade full-use licenses to less expensive read-only versions
- Prevent shadow IT SaaS use costs from getting out of control
- Normalize applications that are both physically deployed and streamed to the same workstation
- Discover and control applications unknown to IT
- Extend Microsoft's SCCM capturing detailed usage at a read/write level on data objects and dialogs

A large Scalable customer targeting only three software products (Microsoft Project, Adobe Acrobat, and Microsoft Visio) used Asset Vision to identify a \$5.2 million value of software that could be harvested and recycled based on the actual usage. Monitoring more than 300,000 devices in 52 countries, this organization represents the high end of Asset Vision's client base, which averages closer to 20,000 endpoints each. Given the high rate of workstation software overspend common to most organizations (a rate most executives vastly underestimate in the absence of fact-based usage data), this use case cost justifies Asset Vision in implementations as modest as 10,000 workstations.

Hardware and Server Applications in Asset Vision's Line of "Sight"

Asset Vision's agentless discovery engine discovers any machine running Windows, OS X, and Linux, whether physical or virtual, host, server, or handheld, in the cloud or data center, on a desktop, or mobile device. Capturing both hardware and software data, it normalizes software and can determine service dependencies across organizational boundaries. It discovers assets that IT does not own or even know, as well as the assets that are safely corralled in Active Directory. These capabilities are good news for CIOs who, even when bypassed, are charged as chief brokers of IT spend across business units.

Asset Vision's Knowledge of Both Hardware and Software Mitigates the Dark Side of Flexibility

- **License costs can vary based on the computational power of the machine on which an application runs.** The ability to track hardware assets is foundational to any software asset management (SAM) goal of ensuring that software licenses are sufficient for device characteristics, such as processors and cores. Right-sizing hardware to an application's business use cuts costs.
- **Any user armed with a credit card can spin up VMs and subscribe to SaaS applications without regard to ongoing costs or business requirements.** When Asset Vision finds underused and unused VMs and SQL servers, cost savings can be substantial as well as swift.

Asset Vision's agentless discovery of hardware and software proves useful for portfolio rationalization, migration planning, and M&A activity in addition to cost savings. Information security professionals also appreciate the solution's ability to surface the use of unauthorized (or even blacklisted) applications and devices, with the ability to track that usage to a specific user, on a specific device, at a physical location.

EMA Perspective

Scalable Software can easily fall through the marketing cracks in a world that technology-rating research firms often define. For instance, although Asset Vision is definitely in the software asset management camp, it has less extensive license management capabilities than are needed to rate it highly as a SAM solution. That judgment is fair, but it's not always useful.

It's fair if an organization's primary motivations are license compliance and contract management. They're not Scalable's strengths. On the other hand, if an organization is looking to quickly reduce software expenditures without impacting service to the business, Asset Vision might well be the right solution. Designed to require little in the way of professional services, Asset Vision's IT asset discovery, normalization, dependency mapping, and workstation usage metering offer its users fast time to cost savings.

As the name indicates and its largest client demonstrates, Asset Vision is scalable and cost-effective at the 10,000-seat level, and running smoothly at 300,000+ endpoints. Its users also commend the quality of the technical resources the company fields. Predictably, the adoption path calls for a quick rollout of discovery and the swift cost cutting that usage metering can effect. Once in place, Asset Vision typically becomes part of an ongoing program of the cost containment that comes from cost avoidance and software harvesting.

Scalable's executive team is in the process of streamlining and improving its offering in ways that will make its functionality accessible to a wider range of clients. For example, a user interface refresh will address some reviews that dinged the aesthetics of the UI, without dampening the power and flexibility that technical users applaud. Likewise, simplifying product packaging into a compact offering with a definitive deployment roadmap will smooth the path to acquisition.

About Scalable Software

Operating since 2008, Scalable Software is a privately-held UK-based company with U.S. headquarters in Austin, Texas. Built as a SaaS offering, Asset Vision's open architecture and AWS delivery model are designed to work well across a wide range of ITAM and SAM use cases in existing ecosystems.

About EMA

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