

**Open*iT***<sup>®</sup> | LIVE WEBINAR

# Kickstart your 2022 Plans with APPLICATION RATIONALIZATION

Wednesday, December 8 | 9:00 AM – 9:30 AM CST

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# What is Application Rationalization?

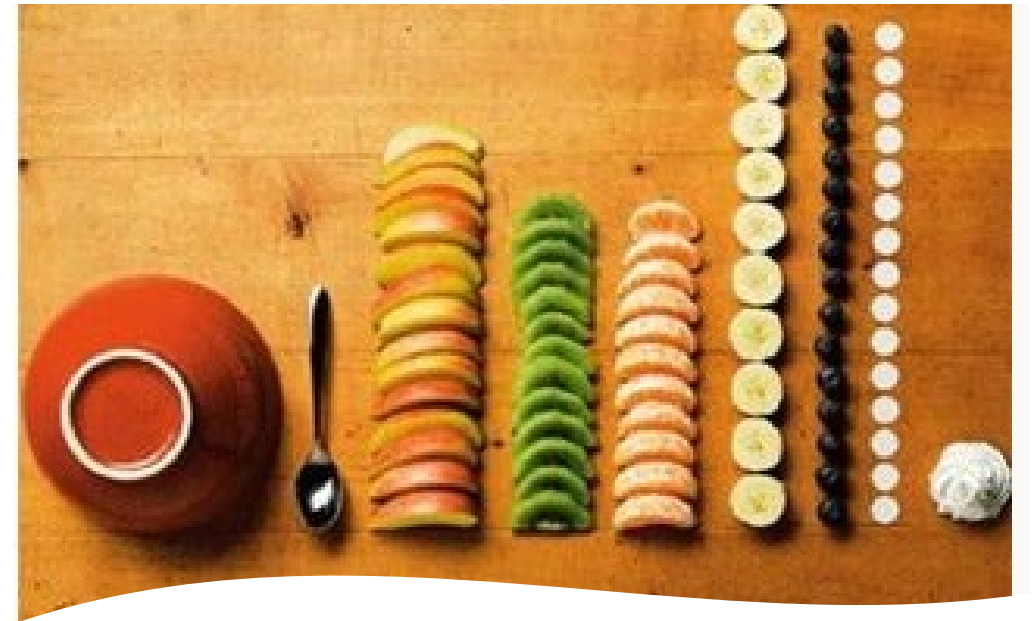
*An activity that reduces the size of an organisation's application portfolio, with the intent to use fewer applications, to improve efficiency and reduce costs.*

- **When we discuss Costs, we talk about the Total Cost of Ownership (TCO)**
- **The scale of Applications Rationalisation can vary.**
- **In Summary, companies have far more apps than necessary**

# Problem Statement



# Aspiration



# How Did We Get Here?

## Application Ballooning

- Growth in technology + new business opportunities = application over-provisioning
- Merger and acquisition activity can mean duplicated portfolios
- Fear of making changes to the applications in use and affecting the way people work = productivity concerns

## The Goal

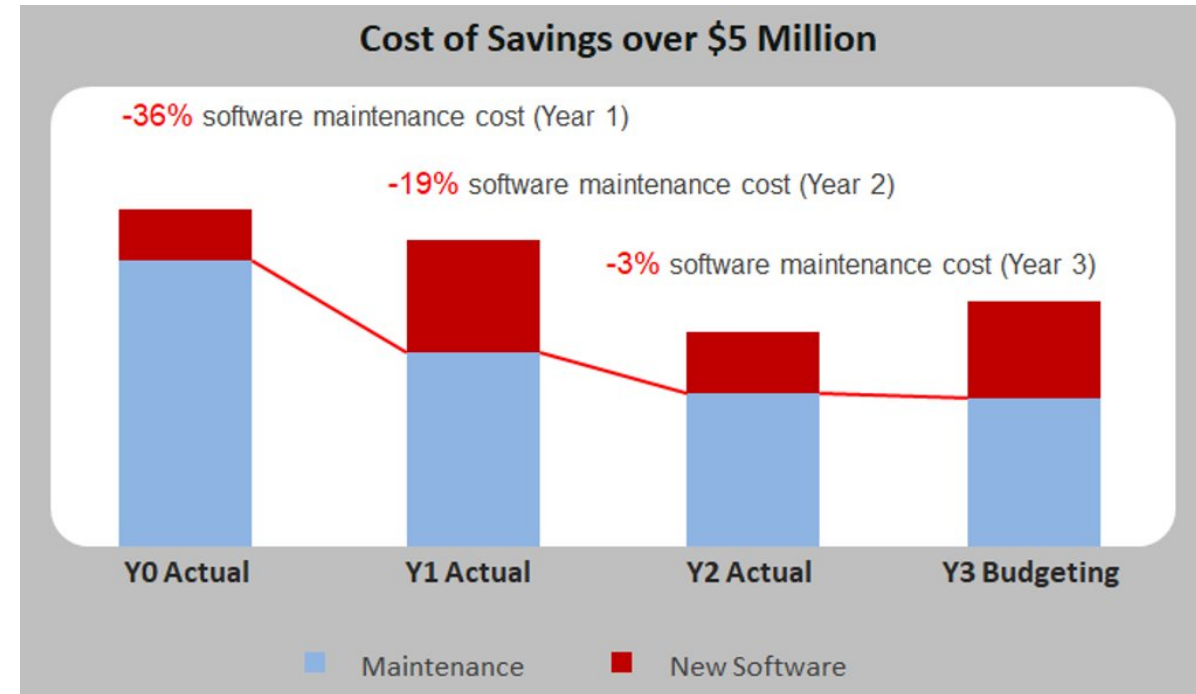
- Highlight opportunities through
  - duplication of functionality
  - workflow simplification

## Importance

- Apps are often seen as inexpensive tools in the pursuit of REAL business goals like making jet engines or producing hydrocarbons.
- However, IT now has a seat at the top table through the Digital Agenda and those costs are far more visible and important to manage going forwards

# Rationalization Opportunities

- Industry estimates of up to 30% reduction in the TCO following application rationalization best practice
- Apps costs can be 80% of IT budget so savings can be substantial.
- Rationalization can also impact opportunity cost.

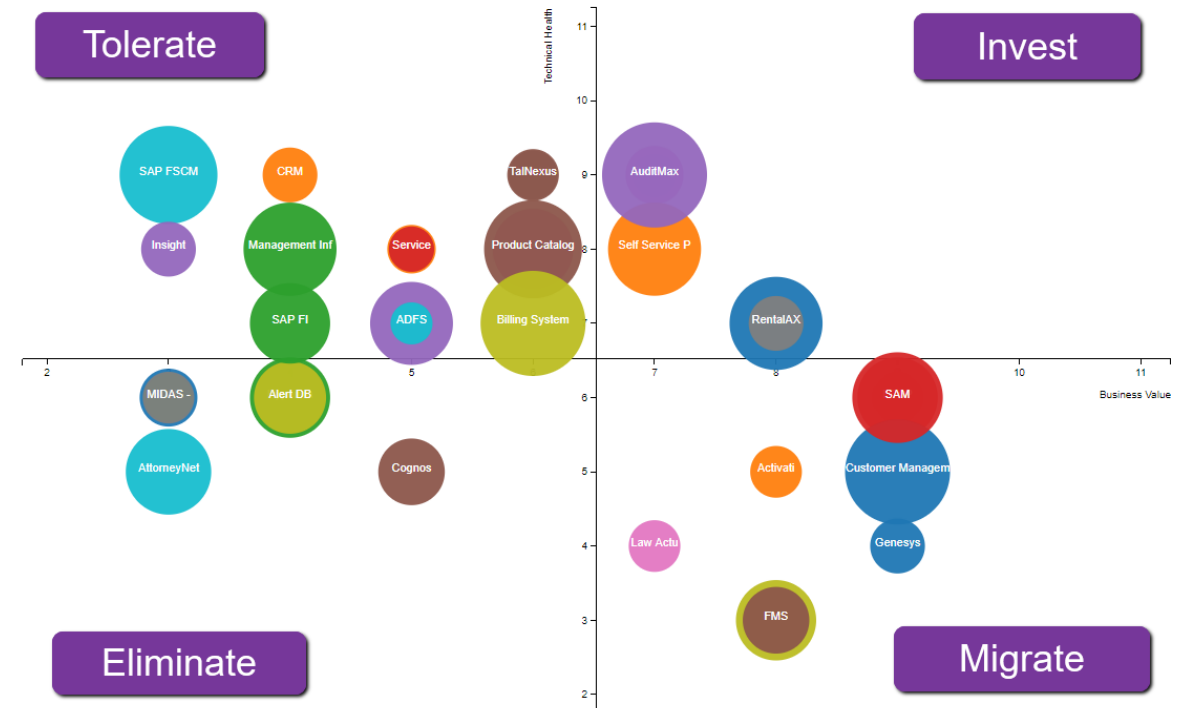


# What Can Get In The Way Of Rationalization?

- Complex portfolios
- Keeping track of Apps in use
- Understanding Usage
- Poor Visualisation
- Push back

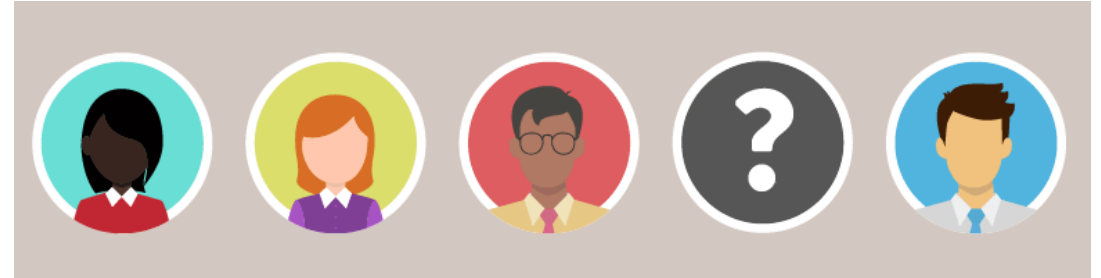
# Steps To Successful Rationalization

- **Establish Goals** – What do we aim to achieve? Examples....
- **Collect Data** – Data, any Data! Start with what you have
- **Assess data** – Establish key criteria for success
- **Analyse apps using** Tolerate, Invest, Migrate or Eliminate
- **Visualise** – Reports, charts, graphs help bring the analysis to life and make candidates for rationalization stand out
- **Present** to stakeholders to get buy-in. Highlight potential savings, positive impacts, duplications, rationalization candidates



# Stakeholder Buy-in

- After analysis and visualization a few candidates emerge.
- Stakeholder engagement is critical
- Support required
- **Changes in work practices and workflows = deeper rationalization**



# Efficient Portfolio Maintenance

- Maintain momentum
- Constantly analyse
- Effective and continuous management is key
- Good applications rationalization is good for business!



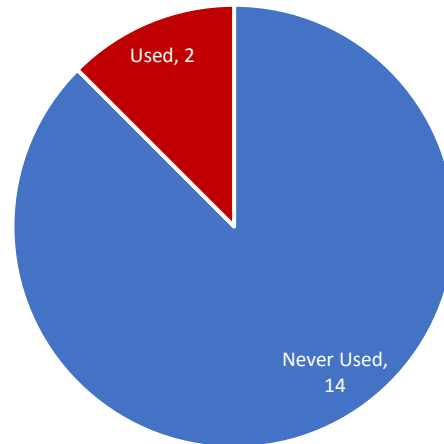
Meter. Analyze. Optimize.

# Low Hanging Fruit

- Identify unused licenses
- Calculate efficiency for under-utilized licenses
- Reduce redundant software
- Analyze usage pattern

**14 out of 16  
licenses  
were never used**

2021-Jan-1 to 2021-Sep-2



| Product        | Name                     | Max In Use |
|----------------|--------------------------|------------|
| ANSYS Combined | a_spaceclaim_catv5       | 0          |
|                | a_spaceclaim_faceteddata | 0          |
|                | acdi_adprepost           | 0          |
|                | acfd                     | 0          |
|                | acprepost                | 0          |
|                | advanced_meshing         | 0          |
|                | ans_act                  | 0          |
|                | aqwa_pre                 | 0          |
|                | aqwa_solve               | 0          |
|                | dsdxm                    | 0          |
|                | explicit_basic           | 0          |
|                | ice_translator           | 0          |
|                | mat_designer             | 0          |
|                | rdacis                   | 0          |
|                | rdpara                   | 0          |
|                | ansys                    | 1          |
|                | a_spaceclaim_dirmod      | 2          |

# Calculate License Efficiency

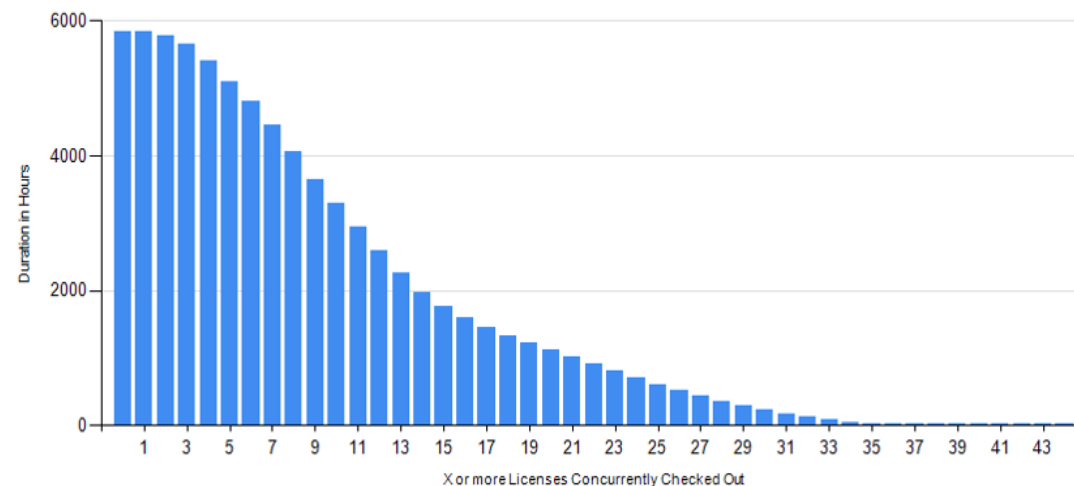
Only 44 out of 1,000 licenses is used

2021-Jan-1 to 2021-Sep-2

| Application Name<br>(Feature) | Available<br>Max | In Use |                   |      |      |     |     |     |
|-------------------------------|------------------|--------|-------------------|------|------|-----|-----|-----|
|                               |                  | Max    | PCTL <sup>1</sup> |      |      |     |     | Min |
|                               |                  |        | 99th              | 95th | 50th | 5th | 1st |     |
| ACT                           | 5                | 0      | 0                 | 0    | 0    | 0   | 0   | 0   |
| ARC/INFO                      | 1000             | 44     | 33                | 29   | 11   | 3   | 2   | 0   |
| ArcStorm                      | 1001             | 6      | 5                 | 5    | 2    | 0   | 0   | 0   |
| ArcStormEnable                | 1001             | 6      | 5                 | 5    | 2    | 0   | 0   | 0   |
| CityEngAdv                    | 1                | 0      | 0                 | 0    | 0    | 0   | 0   | 0   |
| DataReviewer                  | 1000             | 7      | 5                 | 4    | 1    | 0   | 0   | 0   |
| Editor                        | 1000             | 9      | 7                 | 5    | 1    | 0   | 0   | 0   |
| Foundation                    | 995              | 3      | 2                 | 1    | 0    | 0   | 0   | 0   |
| GeoStats                      | 1000             | 6      | 5                 | 4    | 2    | 0   | 0   | 0   |
| Grid                          | 1000             | 22     | 16                | 13   | 6    | 1   | 0   | 0   |
| JTX                           | 1000             | 2      | 1                 | 1    | 0    | 0   | 0   | 0   |
| MrSID                         | 1001             | 6      | 5                 | 5    | 2    | 0   | 0   | 0   |
| Network                       | 1000             | 7      | 5                 | 4    | 1    | 0   | 0   | 0   |
| Plotting                      | 1001             | 6      | 5                 | 5    | 2    | 0   | 0   | 0   |
| Publisher                     | 1000             | 7      | 5                 | 4    | 2    | 0   | 0   | 0   |
| Schematics                    | 1000             | 3      | 2                 | 1    | 0    | 0   | 0   | 0   |
| TIFFLZW                       | 1001             | 6      | 5                 | 5    | 2    | 0   | 0   | 0   |
| TIN                           | 1000             | 16     | 11                | 9    | 4    | 1   | 1   | 0   |
| VBA                           | 15               | 15     | 11                | 8    | 2    | 0   | 0   | 0   |
| Viewer                        | 1000             | 20     | 13                | 10   | 4    | 1   | 0   | 0   |

License Efficiency Chart ArcGIS Combined ARC/INFO  
Report Period: from 2021-01-01 00:00 to 2021-09-02 00:00

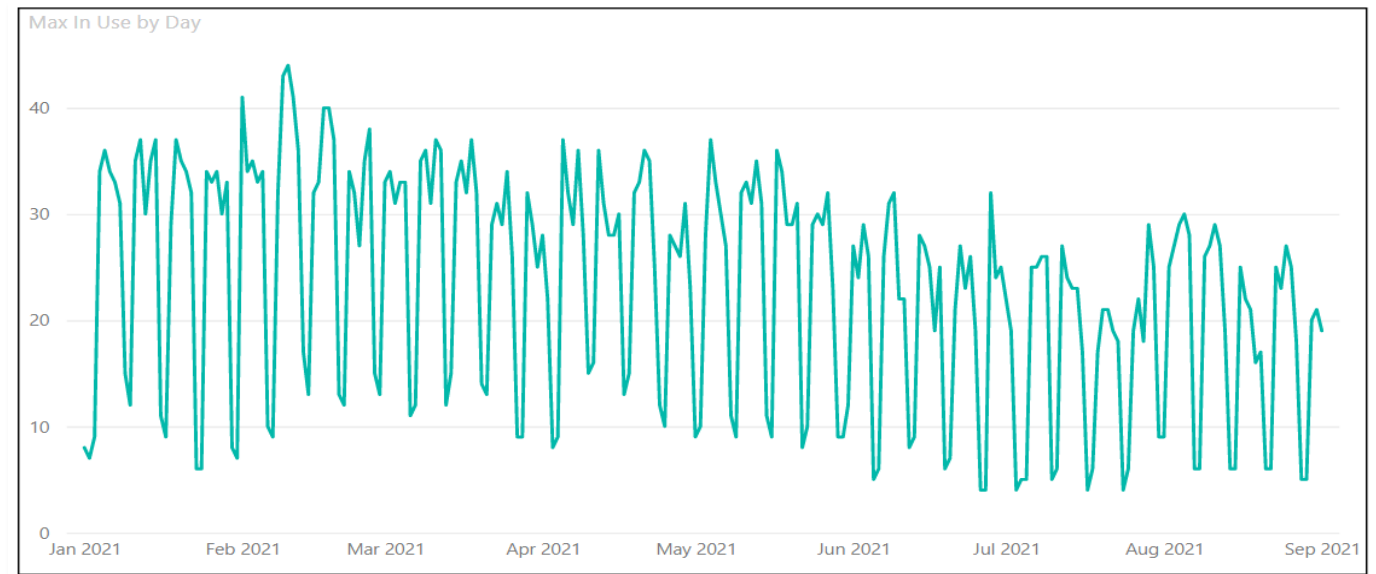
| Application Name<br>(Feature) | Version | Available |                   |      |      | In Use |                   |      |      |     |     |     |
|-------------------------------|---------|-----------|-------------------|------|------|--------|-------------------|------|------|-----|-----|-----|
|                               |         | Max       | PCTL <sup>3</sup> |      | Min  | Max    | PCTL <sup>1</sup> |      |      |     |     | Min |
|                               |         |           | 95th              | 5th  |      |        | 99th              | 95th | 50th | 5th | 1st |     |
| ARC/INFO                      | all     | 1000      | 1000              | 1000 | 1000 | 44     | 33                | 29   | 11   | 3   | 2   | 0   |



| Minimum # of Licenses <sup>2</sup> | Duration in Hours | Duration in % of Total |
|------------------------------------|-------------------|------------------------|
| 44                                 | 0.08              | 0.00 %                 |
| 43                                 | 0.33              | 0.01 %                 |
| 42                                 | 0.75              | 0.01 %                 |
| 41                                 | 1.50              | 0.03 %                 |
| 40                                 | 3.00              | 0.05 %                 |
| 39                                 | 5.50              | 0.09 %                 |
| 38                                 | 8.42              | 0.14 %                 |
| 37                                 | 12.67             | 0.22 %                 |
| 36                                 | 22.08             | 0.38 %                 |
| 35                                 | 35.67             | 0.61 %                 |
| 34                                 | 53.83             | 0.92 %                 |
| 33                                 | 83.67             | 1.43 %                 |

# Usage Patterns

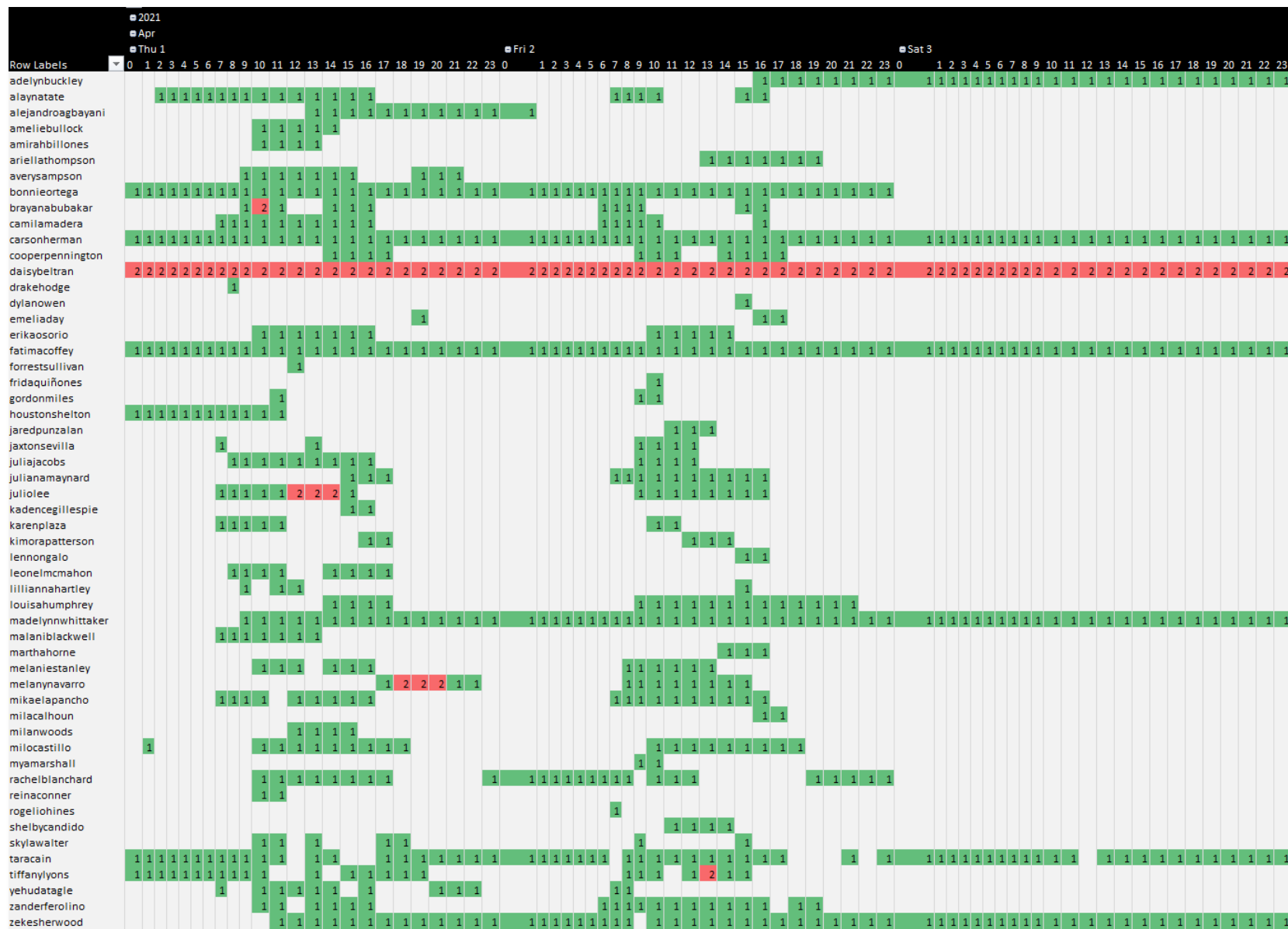
- Identify Peak hours
- Users Long-check out (license camping)
- User with multiple check-outs (license hogging)



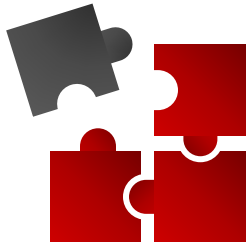
| Day\Hour | 0  | 1  | 2  | 3  | 4  | 5  | 6  | 7  | 8  | 9  | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 |
|----------|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|
| 1        | 8  | 8  | 9  | 9  | 9  | 9  | 9  | 14 | 15 | 18 | 26 | 28 | 23 | 25 | 24 | 24 | 22 | 16 | 13 | 12 | 12 | 12 | 11 | 10 |
| 2        | 10 | 9  | 9  | 9  | 9  | 9  | 11 | 15 | 16 | 19 | 22 | 20 | 20 | 21 | 19 | 21 | 20 | 14 | 11 | 11 | 10 | 11 | 9  | 10 |
| 3        | 8  | 8  | 8  | 8  | 8  | 8  | 8  | 8  | 8  | 8  | 8  | 8  | 7  | 8  | 8  | 8  | 8  | 8  | 8  | 8  | 8  | 8  | 8  | 8  |
| 4        | 8  | 8  | 8  | 8  | 8  | 8  | 7  | 7  | 7  | 8  | 9  | 9  | 9  | 9  | 8  | 9  | 9  | 9  | 9  | 9  | 9  | 9  | 9  | 9  |
| 5        | 9  | 10 | 12 | 11 | 12 | 13 | 14 | 15 | 23 | 23 | 26 | 30 | 32 | 34 | 36 | 37 | 28 | 21 | 17 | 18 | 16 | 12 | 11 | 10 |
| 6        | 10 | 10 | 11 | 11 | 11 | 11 | 13 | 20 | 23 | 23 | 25 | 24 | 23 | 28 | 32 | 32 | 30 | 29 | 22 | 17 | 16 | 16 | 14 | 12 |
| 7        | 13 | 13 | 13 | 12 | 13 | 14 | 18 | 20 | 23 | 23 | 27 | 26 | 27 | 25 | 27 | 28 | 29 | 23 | 17 | 14 | 13 | 12 | 10 | 9  |
| 8        | 10 | 10 | 10 | 10 | 10 | 11 | 11 | 16 | 24 | 29 | 29 | 30 | 35 | 36 | 34 | 31 | 29 | 22 | 15 | 14 | 15 | 12 | 12 | 12 |
| 9        | 13 | 12 | 14 | 14 | 13 | 12 | 12 | 18 | 22 | 24 | 24 | 23 | 24 | 24 | 28 | 28 | 28 | 25 | 19 | 17 | 16 | 16 | 15 | 15 |
| 10       | 15 | 14 | 14 | 14 | 13 | 13 | 13 | 14 | 15 | 14 | 14 | 13 | 13 | 14 | 13 | 13 | 14 | 13 | 14 | 14 | 14 | 15 | 15 | 15 |
| 11       | 14 | 14 | 14 | 15 | 14 | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 16 | 16 | 16 | 15 | 15 | 16 | 15 | 16 | 15 | 15 |
| 12       | 15 | 17 | 16 | 16 | 16 | 17 | 16 | 20 | 25 | 29 | 31 | 36 | 35 | 33 | 32 | 33 | 32 | 28 | 22 | 18 | 13 | 14 | 14 | 12 |
| 13       | 12 | 12 | 12 | 12 | 12 | 12 | 13 | 17 | 19 | 22 | 27 | 29 | 28 | 31 | 27 | 26 | 24 | 23 | 20 | 15 | 14 | 14 | 14 | 13 |
| 14       | 14 | 14 | 14 | 14 | 13 | 13 | 15 | 20 | 21 | 24 | 27 | 28 | 23 | 23 | 20 | 22 | 22 | 19 | 19 | 18 | 16 | 16 | 11 | 11 |
| 15       | 12 | 12 | 12 | 11 | 11 | 12 | 14 | 19 | 21 | 24 | 28 | 27 | 27 | 28 | 27 | 26 | 23 | 23 | 17 | 15 | 14 | 14 | 14 | 15 |
| 16       | 13 | 15 | 15 | 15 | 14 | 14 | 14 | 17 | 23 | 25 | 28 | 30 | 29 | 30 | 27 | 21 | 21 | 17 | 14 | 15 | 13 | 12 | 12 | 12 |
| 17       | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 11 | 11 | 11 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 13 | 13 | 12 | 12 | 12 |
| 18       | 13 | 13 | 13 | 12 | 13 | 13 | 13 | 13 | 13 | 12 | 12 | 12 | 13 | 15 | 11 | 12 | 12 | 13 | 12 | 13 | 12 | 11 | 10 | 10 |
| 19       | 10 | 11 | 11 | 11 | 11 | 12 | 11 | 15 | 21 | 25 | 27 | 26 | 27 | 28 | 30 | 32 | 30 | 26 | 21 | 21 | 22 | 20 | 19 | 18 |
| 20       | 18 | 18 | 17 | 18 | 17 | 18 | 17 | 20 | 29 | 33 | 32 | 28 | 30 | 28 | 27 | 28 | 24 | 18 | 18 | 17 | 18 | 18 | 16 | 13 |
| 21       | 13 | 13 | 12 | 12 | 12 | 12 | 14 | 18 | 29 | 29 | 33 | 34 | 36 | 36 | 33 | 32 | 28 | 27 | 20 | 17 | 17 | 16 | 13 | 13 |
| 22       | 14 | 13 | 14 | 12 | 12 | 13 | 15 | 20 | 28 | 31 | 30 | 31 | 31 | 35 | 33 | 32 | 31 | 22 | 23 | 19 | 16 | 15 | 13 | 14 |
| 23       | 13 | 13 | 15 | 15 | 13 | 14 | 16 | 17 | 21 | 23 | 23 | 25 | 24 | 22 | 23 | 20 | 18 | 14 | 14 | 12 | 11 | 12 | 11 | 11 |
| 24       | 11 | 11 | 11 | 11 | 10 | 11 | 11 | 12 | 11 | 12 | 11 | 11 | 10 | 11 | 10 | 11 | 11 | 12 | 12 | 10 | 10 | 10 | 10 | 10 |
| 25       | 9  | 9  | 9  | 9  | 8  | 9  | 8  | 9  | 8  | 9  | 8  | 9  | 8  | 9  | 9  | 10 | 10 | 9  | 10 | 9  | 10 | 10 | 10 | 10 |
| 26       | 11 | 11 | 11 | 11 | 10 | 10 | 11 | 15 | 22 | 22 | 23 | 23 | 25 | 26 | 28 | 27 | 25 | 16 | 15 | 12 | 13 | 15 | 13 | 12 |
| 27       | 12 | 12 | 11 | 12 | 11 | 12 | 11 | 16 | 19 | 20 | 25 | 25 | 22 | 24 | 27 | 27 | 20 | 17 | 14 | 12 | 13 | 11 | 12 | 11 |
| 28       | 11 | 11 | 12 | 12 | 10 | 11 | 12 | 18 | 22 | 22 | 20 | 24 | 26 | 25 | 25 | 23 | 23 | 16 | 13 | 12 | 13 | 10 | 10 | 10 |
| 29       | 10 | 12 | 12 | 12 | 11 | 10 | 12 | 18 | 21 | 23 | 27 | 27 | 28 | 31 | 25 | 24 | 19 | 15 | 11 | 10 | 11 | 12 | 12 | 10 |
| 30       | 10 | 11 | 11 | 10 | 11 | 12 | 13 | 19 | 22 | 20 | 21 | 21 | 23 | 23 | 23 | 20 | 14 | 9  | 8  | 8  | 8  | 8  | 8  | 8  |

# Usage Patterns

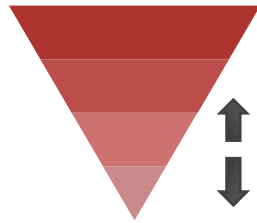
- Users Long-check out (license camping)
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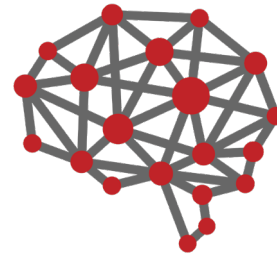
# Selecting Solution



**Completeness  
of Solution**



**Depth of  
Metering**



**Breadth of  
Analysis**



**Customer Service  
Excellence**



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**QUESTIONS?**

# Schedule a 15-min Complimentary Consultation

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