Avio Aerospace

Automating Licensing Optimization Saves
Avio 40% on Critical Engineering Software

Open iT Solutions Address the Different Sides of IT Infrastructure Optimization

HIGHLIGHTS

- As the company grew, Avio realized that their existing solution for tracking software usage was insufficient.
- With Open iT's License*Analyzer* Level 1 and Compute*Analyzer*, Avio was able to detect both active and inactive application usage by metering the company's software and hardware usage.
- The company implemented Open iT software across multiple servers, resulting in a 47% cost reduction for a critical engineering application.

BUSINESS OVERVIEW

Avio, a global leader in the aerospace industry with 5000 employees, develops and delivers subsystems and components to major international aeronautical, military, civil and space programs. See how their trial of Open iT software yielded a high return on investment, with a 47% cost reduction of their annual IT costs.

BUSINESS CHALLENGES

As the company grew, the existing commercial solution for measuring software usage was insufficient for cost and feature constraints—they needed flexible software management tools with powerful analysis capabilities. Avio required factual data about license use, and had begun to look for a solution that would support multiple license managers such as FlexNet and LUM.

Having evaluated various asset management tracking solutions, Avio enrolled Polimatica, an IT consultancy firm, to team up with Open iT to acquire its platform. License*Analyzer* Level 1, Level 3 and Compute*Analyzer* products were installed on a number of selected computer and workstations. These products then used a single, centralized database on one dedicated server to store the data being logged from the software license managers.
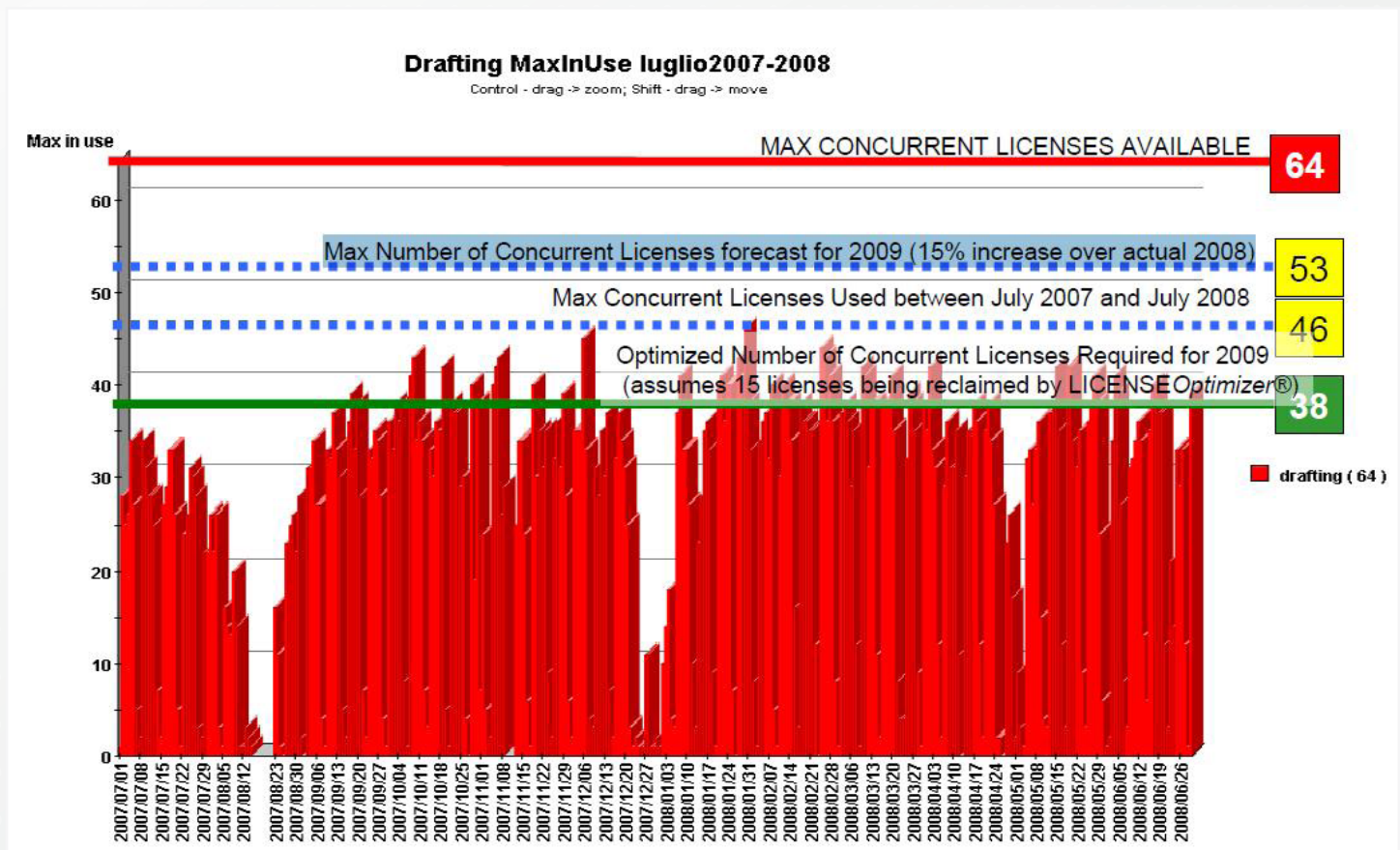
SOLUTION

The project began by using the License*Analyzer* Level 1 client on 13 License Servers, and deploying Compute*Analyzer* for data acquisition on 500 PCs and workstations.

The **first phase** involved finding actual software usage levels and patterns, by collecting and analyzing the application license usage data being gathered. Polimatica provided insights about several utilization metrics, and assisted with collecting data and analyzing it to see how hardware and other system resources were being used on each client. The data gathered also provided insights about actual system obsolescence and local application usage.

The **second phase** of the project shifted to using License*Analyzer* Level 3 to improve software license availability. License*Analyzer* Level 3 detected active and inactive application usage, and the inactive applications were suspended and licenses released, resulting in a faster circulation of available licenses among users. Avio's target was to define the optimal number of software licenses needed to:

1. Achieve a maximum level of efficiency.
2. Accommodate a forecasted 15% increase in license demand due to increased business activity.
3. Maintain a high quality level of service to users.

Drafting MaxInUse luglio2007-2008
Control - drag -> zoom; Shift - drag -> move

Max in use

MAX CONCURRENT LICENSES AVAILABLE **64**

Max Number of Concurrent Licenses forecast for 2009 (15% increase over actual 2008) **53**

Max Concurrent Licenses Used between July 2007 and July 2008 **46**

Optimized Number of Concurrent Licenses Required for 2009 (assumes 15 licenses being reclaimed by LICENSE*Optimizer*®) **38**

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RESULTS

In the first testing phase, Avio documented a 40% savings on a key engineering application. During phase 2, in spite of a 15% increase in user demand they achieved an additional 14% reduction in annual software costs. The company achieved a total cost reduction of 47% for the year, and were able to pay for the Open iT software with just half of the money they saved. With the 47% cost reduction achieved from the tests, Avio concluded in its study that Open iT proved to be a valuable tool with a high ROI. Open iT's benefit includes enabling further discoveries by using a wide range of metrics, discoveries which allow the company to address many sides of IT infrastructure optimization.

SUMMARY

Having achieved great cost optimization, Avio then extended license usage metering to cover more engineering applications and other locations worldwide. With simple IT inventory reports based on available historical data, they discovered further areas in which to optimize productivity with better application usage, and by implementing active hardware obsolescence policies.

With the 47% cost reduction achieved from the trial, Avio concluded that Open iT proved to be a valuable ITAM tool with a high ROI. Open iT, with its wide range of metrics, enabled further discoveries the company could use to optimize its IT infrastructure further.

About Open iT

Open iT offers flexible software usage metering and management tools that can significantly enhance the service value and business viability of any company seeking to deliver the best available IT solutions to its clients. We provide advanced hardware and software usage reporting and optimization solutions. Our customers use Open iT tools and services to reduce IT costs, increase performance and support business process improvements.

Open iT software enables fully customizable usage reporting, granular chargeback for hardware and software usage, and automated, industry-leading license harvesting capabilities across Windows, Unix, and Linux platforms. Open iT metering and optimization tools equip Software and IT Asset Managers with advanced usage metering across different license managers, in addition to other applications and web applications not using license managers.

For More Information

Send email inquiries to **sales@openit.com** on any or all of the software solutions that may best fit your organization's needs, or visit our website (**www.openit.com**) for more information.

We welcome customer feedback and offer help with technical questions through **support@openit.com**.