



## Municipal Utility District Ensures License Compliance and Lowers Annual Software Maintenance Costs By Leveraging Scalable Software Survey™ Suite

### Municipal Utility District

#### Profile

Top 10 publicly owned utility in the United States.

#### Challenge

Ensure license compliance without increasing software expenditures.

#### Solution

Employ Survey to provide accurate, actionable information required to determine which of the installed licenses were really being used, enabling management to ensure compliance and negotiate software application maintenance based on business value, not install base.

#### Benefits

Within 2 weeks of deployment, the company realized a savings of \$150,000 on software maintenance on the first targeted application.

Organizations today are under increased fiscal pressure to justify IT spending. The sixth largest publicly owned utility in the country is a prime example of an organization who went outside their accepted practices and found a new way of performing cost effective IT management, asset optimization. The company hoped the unique approach would ensure license compliance and keep software costs at or below current levels.

“We needed to better understand what was being used in our enterprise, not only to efficiently manage asset lifecycles and purchasing, but also to make sure we weren’t exposing ourselves to security risk with non-compliant software,” said Rhonda, a Specialist in the IT Procurement and Contract Group (ITPC). The ITPC group decided they would research leading products in this space and select the best solution for a 3 month lease period with the intent of growing the relationship to a long-term agreement.

License optimization yields significant cost savings and a surefire method for efficiently managing asset lifecycles

The group had three core tool requirements: discover what software titles existed, where they were installed, and if each license was being used. With limited resources, it was imperative that the tool be user-friendly enough for the non-IT savvy ITPC group to deploy and administer.

“Survey immediately jumped to the top of our list because of its detailed level of usage information necessary for us to make licensing decisions, none of the other products we looked at could compare. It met our resource constraints hands down, and installation would only take 1-2 days in our enterprise, as opposed to longer periods of time for the other products,” said Rhonda.

#### Lowering Software Costs Using License Optimization

Prior to the project, the team knew they had a large number of Microsoft Project licenses that weren’t being used, but were unable to validate the exact number. While providing an accurate software inventory for each machine was the company’s primary goal, the ITPC group wanted to ensure the applications were still being used after various projects ended. “With Survey License optimization yields signifi-



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### Web Applications

In addition to gaining valuable software usage information on installed applications, the utility district discovered something they hadn't even planned on. “The ability Survey had for tracking web addresses was one feature that popped up early on that we weren't looking for originally. As more of our business applications products are web-enabled, Survey makes it really easy for us to track end-users, usage, and licenses now,” said Rhonda. “The Business Applications Group, our in-house development group, requires our internally developed applications to be web-enabled. Survey helps the developers identify the system power users, key for determining future application requirements,” said Rhonda. With Survey web application usage tracking, the company discovered they weren't even using all 50 Cognos licenses they purchased. Survey was able to track noninstalled software by user and pinpoint which licenses could be reallocated, saving the company about \$150,000 on just this application title.

Finding this money became very important when the group discovered they were under-licensing database software. “Our ITPC group hadn't realized the supporting software licensing requirements for our internally developed application. With Survey, the net was we were able to get back into compliance without requesting additional funding,” said Rhonda. Today, Survey ensures the Business Applications Group has the licenses they need to be in compliance with newly delivered applications.

### Fast Installation / Ease Of Use

“Normally, enterprise products we deploy require external consultants for a period of six to eight months. This was not the case for Survey—in less than 2 days all 2,000 agents were installed. I was tickled pink about the length of time to deploy, it was that easy,” said Rhonda. “Survey delivered on a quick deployment promise, one key requirement in the buying process.”

### The Value Never Stops

With a large SAP upgrade looming, Survey is slated to perform a key role. Before Survey, the company had no way of keeping up with where their applications resided or what was even being used.

“Our project team will leverage Survey usage reports to measure application adoption rates and report training effectiveness. Survey affords us endless opportunity for reducing enterprise costs, the sky is the limit,” says Rhonda.

### More Information

For more information about Scalable Software products and services, call Scalable Sales at (713) 316-4900 or email at [info@scalable.com](mailto:info@scalable.com).

[www.scalable.com](http://www.scalable.com)

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