

Case Study: X-Formation's License Statistics Gives Leitner a Boost in Productivity and Cost Appropriation

About Leitner Technologies

Established in 1888 as a machine shop in South Tyrol/Italy, Leitner Technologies is now one of the world's leading manufacturers of ropeways, under the trade name Leitner Ropeways. Leitner Technologies includes three other distinct business divisions: Prinoth (snow groomers and, through recently acquired Camoplast Inc., tracked utility vehicles), Leitwind (wind turbines), and MiniMetro (urban transportation systems). Leitner Technologies has more than 2,030 employees worldwide and operates production sites in Europe, the USA, Canada and Asia, as well as 80 international sales and service centers. In 2008, Leitner Technologies generated sales of 535 million euro.

The Business Challenge

Leitner has approximately 130 CAD Workplaces working in 2D/3D CAD, using a Product Lifecycle Management (PLM) System for collaboration. Most of the CAD licenses are shared network licenses, and 3D CAD software licenses are particularly expensive.

Moritz Amort, IT Engineer, explains, "Our license purchases were reactive. We bought additional licenses when users started complaining about license shortages, or we bought a bundle because a certain number of additional Workplaces had to be installed."

This method of purchasing licenses had a negative effect on both productivity and cost. Users did not have consistent access to the software they needed to do their jobs, and frequent, small orders to purchase licenses were expensive. Leitner recognized that they lacked a means to optimize usage of their shared network applications to manage and reduce costs, while ensuring that users reliably had access to the software they needed to do their work.

In addition to ensuring that they had the right number of licenses to accommodate their operations, Leitner faced the challenge of budgeting and distributing license costs according to each of their business divisions.

Without an effective license management solution, Leitner had to estimate the partitioning of license costs based on the number of installed clients for each division. This method of determining costs led to an unfair partitioning scheme, because not all clients were using the licenses for the same amount of time.

Leitner needed a license management solution that could help them to both plan purchases according to actual license use and track license use by business division.

The License Statistics Solution

Looking for a full-featured, affordable solution for their license management issues, Leitner evaluated X-Formation's License Statistics license monitoring software, and found that it surpassed expectations. "We chose License Statistics over the competition, because the software met all of our requirements right out of the box.

After putting License Statistics into production and monitoring the actual license usage throughout their diverse corporation, Leitner was pleased with achieving a true license management solution that met all their needs.

Amort continued, "Unlike our past reactive license purchasing practices, License Statistics now makes it possible for us to monitor our license usage over the year so we can react proactively to anticipated license shortages. License Statistics enables us to buy additional licenses right when we need them, saving on license and maintenance costs, as well as minimizing the troubles of license shortages."

In addition to meeting Leitner's needs for ensuring they had sufficient licenses at the best cost, License Statistics tackled the problem of accurately determining per-division costs.

"With License Statistics, we can now monitor the real usage of each license for every user and partition the costs in a more realistic and fair way," explained Amort.

Summary

License Statistics effectively solved Leitner's issues surrounding both license purchasing and cost allocation.

By monitoring their license usage with License Statistics, Leitner can now more effectively and accurately plan when and how many licenses they need to purchase to ensure their users are optimally productive at the lowest cost. In addition, License Statistics enables Leitner to appropriate license costs for each of their divisions based on real license usage.

Amort concluded, "We have been fully satisfied with License Statistics. Not only does the software solve our business problems, but the support during and after the trial period and the documentation are great."