

Case Study: Enventive Engineering Manufactures Customer Satisfaction with LM-X License Manager

About Enventive

Enventive Engineering, Inc. provides state-of-the-art software solutions for mechanical engineering. Enventive is the best tool on the market today for identifying and optimizing the critical parameters that will drive mechanism performance and reliability, from concept through production. Enventive is best in class for travel and effort studies, and is exceptional for tolerance analysis, including variation analysis of forces and motion.

Enventive's clients include Fortune 500 companies in consumer appliances, automotive, data storage, medical equipment, and other industries.

The Business Challenge

Before discovering LM-X License Manager, Enventive was using a low-end license management product. The product was economical, but lacked the features their customers needed most: floating licenses, which best support their customer's team-based approach to using the software; and annual licenses with a customizable renewal date, which would allow customers to purchase new licenses on different dates while maintaining a single renewal date for all their licenses.

Driven by a need for a more full-featured, flexible license management product, Enventive considered their options. Although the leading license management software could provide the features they needed, Enventive remained reluctant to choose this well-trodden path. Not only was the leading license management solution expensive, the company was well known for devoting little time and interest in small businesses and their individual needs.

It was crucial to Enventive to supply their customers with the licensing options they needed, but Enventive also wanted a flexible solution that would grow with them and be responsive to their needs.

The LM-X Solution

Believing that there had to be a more synergistic license management solution, Enventive extended their search. After evaluating several options, Enventive found one licensing product that outshone the others: X-Formation's LM-X License Manager. LM-X had the most important features they needed, with much more flexibility and a lower cost than comparable products.

They were delighted with the results of their evaluation. Ralph Gifford, President and CEO of Enventive Engineering, said, "With LM-X, not only did we get all the features we needed, we got a responsiveness to requests for other features that was

unbelievable. All we needed to do was mention that we'd like to see a particular feature, and the next thing we knew, X-Formation was handing us a new version of LM-X with the very features we'd asked for."

In addition to providing customizable renewal dates and a choice of node-locked and floating licenses, two LM-X features have particularly pleased Enventive's customers: Borrowed Licenses and Grace Licenses (both used to make licenses available when disconnected from the network). "It's of the utmost importance that your licensing solution works for your customers," Mr. Gifford explained. "Our customers see that we have the ability to offer these licensing options, and they are really impressed."

LM-X's full features and flexibility are an effective combination that assures satisfaction for both Enventive and their customers, top companies that demand the best.

Summary

LM-X License Manager has helped Enventive supply their customers with the licensing options they need at less cost than Enventive would have paid for any other comparable solution. But even more important to Enventive, they are confident that their requests for new features will be heard and acted upon.

For Enventive, LM-X License Manager proved to be the better license management solution, with better flexibility, features, price and support.