Open iT Announces New Elastic Licensing Solution to Give Software Vendors Greater Pricing Flexibility

HOUSTON, TEXAS, UNITED STATES, January 19, 2017 /EINPresswire.com/ -- Houston – January 16, 2017 – Open iT, Inc., the leading provider of advanced IT usage reporting and optimization solutions, today announced the release of Open iT Elastic Licensing for Independent Software Vendors (ISVs) interested in providing flexible licensing based on actual measured usage.

Software vendors of all sizes are working to meet customer demands for more flexible licensing, without having to make changes to applications or the current licensing system. The Open iT Elastic Licensing solution enables software vendors to easily apply pay-per-use licensing to their portfolio of products, and to also meet related internal business requirements including customer program statements and alerts, integration with existing sales and invoicing systems, storage of customer usage data, and more.

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> *Eistein Fosli, Founder and CEO of Open iT*

Open iT Elastic Licensing provides the built-in security and transparency required by both the software publisher and the end user. The solution is built on Open iT TrueUse™ technology, which provides highly-accurate and detailed usage data across the organization, in real and historical time. ISVs receive the usage data needed for billing and management purposes, and customers gain access to details about usage data for internal program cost allocation and management.

With Open iT Elastic Licensing, software vendors can now offer customers usage-based licensing agreements across a wide range of software deployments, from single installations to global sites, and on-premise to cloud. Usage data collected at the customer site is received through a secure firewall system, structured, archived, and integrated with the ISVs existing purchase order and invoicing systems. Periodic customer statements and program alerts provide the ISV with a complete turnkey solution for fast time-to-market.

Usage-based monetization of software allows software vendors to better relate their software value to customer business requirements for variable use. ANSYS, Inc. is among the first to offer the new pay-per-use licensing model for its engineering simulation software. ANSYS Elastic Licensing now complements their traditional lease and paid-up licensing models to give customers optimal flexibility in balancing software acquisition costs with as-needed access to the ANSYS software portfolio.

"As engineering simulation software becomes increasingly pervasive in product development, our customers seek optimized license utilization for their constantly changing simulation needs," said Ray Milhem, Vice President, Enterprise Solutions & Cloud, ANSYS Inc. "ANSYS Elastic Licensing provides optimum flexibility to access the world's broadest portfolio of simulation software both in the cloud and on-premise. Open iT provided key technical components to our solution, allowing us to focus on providing the best customer experience."

The Open iT Elastic Licensing solution provides the ISV with a complete vendor-specific usage monitoring solution for deployment to the customer. This tool helps end users understand their actual usage of the ISV's software, including their use of elastic and perpetual license types. Customers have access to detailed usage reporting by products, users, projects or groups and more, and can use this information to support internal project cost allocation. Select usage information is shared with the software vendor to enable pay-per-use customer billing arrangements, and provides a mutually-accessible foundation for license compliance.

"Individual users, project leaders and IT staff all want access to the technology they need, when they need it, without over-paying," said Eistein Fosli, Founder and CEO of Open iT. "Software vendors who can meet these needs have a distinct advantage over their competitors. Open iT Elastic Licensing provides a complete, fully-integrated solution enabling software vendors to rapidly provide their customers with licensing agreements that fluctuate with user workload, and meets the demands of their business goals and budget."

Open iT usage monitoring software provides a complete environment for understanding software usage, and integrates with business intelligence tools such as Microsoft Excel® and Power BI™, Tableau® and TIBCO Spotfire® to view trends, generate reports and gain business insights.

The Elastic Licensing solution furthers Open iT's objective to provide products that help companies manage IT resources to achieve cost optimization. For more information about Open iT Elastic Licensing visit https://openit.com/solutions/for-software-vendors/elastic-licensing/.

About Open iT, Inc.
Open iT is a leading provider of advanced IT usage reporting and optimization solutions, which help reduce IT costs, increase performance and improve business processes. For more information, visit www.openit.com or contact a representative at sales@openit.com or call (281) 599-3400.

Massimo Dal Vecchio
Open iT, Inc.
(281)-599-3400
email us here

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