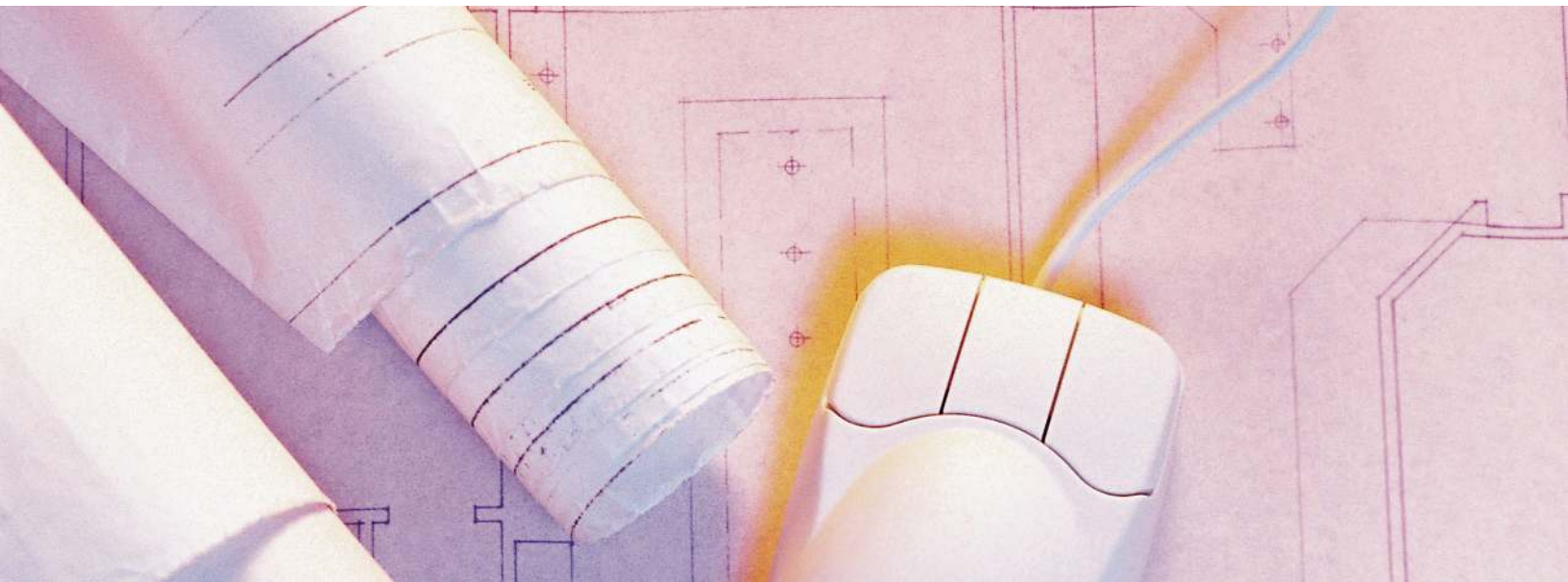


Case Study

INTIVIX ENABLES ITS ENGINEERING/ARCHITECTURE/DESIGN CLIENTS TO OPTIMIZE PROCESS WORKFLOW AND STREAMLINE OPERATIONS.

SCENARIO

Intivix works with many several engineering/architecture/design clients. A commonality among these types of managed IT services clients is the need for CAD and 2D/3D rendering systems. Engineering workstations are esoteric systems, with particular licensing, deployment, and maintenance requirements. And they tend to demand premium hardware and software expenditures.



OPPORTUNITY

At one of our engineering/architecture/design clients that Intivix took over from another managed IT services company, Intivix inherited an environment in which: CAD and 2D/3D rendering systems did not follow any configuration standards; licenses derived from multiple overlapping vendors and there was no established protocol for new license purchases; license types and compliance checking was disjointed (e.g. workstation node locking vs. central license server; named user/per-seat license vs. floating license); and a jagged range of license expiries.

ACHIEVEMENT

Intivix spent a quarter inventorying all of our new client's engineering systems, collaborating with key CAD and rendering system users, and reviewing CAD vendors. At the end of this analysis, Intivix achieved the following successes:

1. Defined hardware equipment standards for different classes of engineering workstations.
2. Optimized the mix of software licensing types to allow for optimal use by end users.
3. Co-terminated all licenses to reduce license management overhead.
4. Coordinated with client to batch new engineering workstation deployments to leverage volume discounts from a reduced set of vendors.
5. Documented a streamlined set of procedures that address the full lifecycle of procurement – deployment – maintenance.

THE END RESULT

In the initial application of these optimizations to renew annual maintenance plans for software licenses, Intivix empowered our client to realize an immediate \$50K savings over renewals and requisition based on legacy procurement methods. Ongoing, Intivix ensures compliance with the purchasing and procedural standards so that our client continues to leverage volume purchasing power and receive maximum value for their investments.

Contact Intivix right away at (415) 543-1033 or info@intivix.com to benefit from our expertise and strategic IT support services.