

Reducing licensing costs and ensuring compliance



The problem

Many Microsoft applications, including Microsoft Office™, Project™ and Visio™, can be licensed on a per-device basis. This means a client access license is required for each device that is able to access the application.

In a hosted/published such as Microsoft Remote Desktop Session or Citrix XenApp or virtual desktop environment such as Citrix XenDesktop or VMware View or in environments utilizing application virtualization technology such as Microsoft App-V this can be a complex and costly model to adhere to.

The cause

In many cases, these applications are only used by a (small) percentage of the user base, or to be more precise, from only a (small) percentage of the total number of devices in the organization. This poses two areas of concern for nearly every organization using server based computing or virtual desktops:

1. Every license that is legally required but where the user does not actually use the application is an unnecessary and costly expense to an organization.
2. Devices which are not licensed (as the user of that device is seen not to use the application in question) yet are able to access the application are in breach of Microsoft licensing as the device still requires licensing for (potential) use of the application. Non-compliance can result in a costly fine or legal proceedings

A common misunderstanding is that by 'publishing' or making applications available to only a limited user group means that group (of users) is compliant with the Microsoft license agreement. However, when Microsoft applications are licensed per device; a license is required for each client machine that can execute the application. Group Policies and Software Restriction Policies cannot be used as a means of enforcing licensing control as these apply to users or groups of users and not the device and the permitted users can still access and execute the application from any (or all) device in the organization.

The solution

AppSense is recognized by Microsoft to enforce and control application access by connecting device, enabling compliance with Microsoft licensing. With AppSense only named devices can access the application, likewise other devices can be prohibited from accessing the application – regardless of who the user is. This ensures compliance while also significantly reducing application licensing requirements and associated costs.

AppSense customers have saved over \$2,000 per user over 3 years and seen a return on investment in just a few months by reducing the need to purchase licenses for devices that will never access the application.

The benefits

- Ensure adherence to licensing models
- Reduced licensing requirements
- Enable application and desktop virtualization projects

About Ivanti

Ivanti helps corporate IT teams deliver the ultimate in user experience and productivity on both physical PCs and virtual workspaces while optimizing security and lowering both operations and infrastructure costs. Ivanti achieves this by separating policy, performance, profile, privilege and data away from the underlying operating system, applications and devices. Ivanti DesktopNow and DataNow then deliver it back to the workspace in real time, via any delivery technology, physical, virtual, or cloud. Ivanti solutions have been deployed by 3,200 enterprises worldwide to over 7 million desktops. The company is headquartered in Sunnyvale, CA with offices around the world.

The proven customer success

Chandler Macleod avoids purchasing superfluous licenses

“One of the main software licensing problems facing every Citrix site is the requirement for each application to have the same number of licenses as there are devices which have access to the servers. This is the case even if only 10 users have authority to use the application. In a server farm where up to 750 devices have access and there are 25 applications, the cost of maintaining software license compliancy is literally staggering.

AppSense gives us the ability to control the users and devices that have access to specific applications, thereby avoiding the purchase of an enormous number of superfluous licenses.”

Dave Thomas, CIO, Chandler Macleod.

Lifeline Community makes Microsoft Project™ possible with license control

“When we came to rolling out Microsoft Project™ we would have needed to purchase 600 device licenses as opposed to only 30, which is the number of people who would actually be using the product. With AppSense

we were able to place Microsoft Project on a Citrix server yet fully support Microsoft's licensing requirements for only 30 devices.

While it can be looked at providing license cost savings of several thousand dollars, in reality it was the difference between being able to introduce the software and not able to because of costs.”

Peter Spence, State IT Manager, Lifeline Community Care