



ABOUT ENGEO INCORPORATED

ENGEO is an award-winning engineering consulting firm of more than 250 employees, headquartered in San Ramon, California. They provide project-based engineering services, primarily focused on geotechnical engineering, geology, geo-environmental engineering, and water resources. They use engineering applications such as AutoCAD, Plaxis, and gINT.

THE CHALLENGE

ENGEO must maintain profit margins while lowering overhead costs to remain competitive. However, their projects require special engineering applications for data visualization and simulation. To remain a leader in their field, they must stay current with technology. This means buying more expensive, top-of-the-line software, without acquiring unnecessary licenses.

ENGEO's Primary Needs:

1. To know they have the correct number of licenses and license types.
2. A method to recover expensive application costs and increase profitability.

THE SOLUTION

Usage Visualization

Cetrus Process Meter (CPM), is a real-time application monitoring platform. CPM deploys desktop Agents that can monitor any Windows-based application, independent of the licensing mechanism. Agents provide session monitoring at the file level, for the most detailed data possible. To visualize this data, CPM includes built-in reporting and analytic tools such as trending reports, session use rankings, and real-time concurrency. *(Continue reading on page 2)*

SUMMARY

Client

ENGEO is an award-winning engineering firm, with offices throughout California, New Zealand, and Australia.

Client Needs

- Understand their software use and reduce costs where possible
- Recoup application costs

Cetrus Solutions Used

- Cetrus Process Meter (CPM) Platform
- Expense-2-Project (E2P)

Results

- **A 30%** reduction of license support fees
- Increased revenue by billing for application use with E2P
- Visualization of license use and needs
- Improved planning

DISCOVER HOW YOU CAN SAVE \$\$\$

Try Process Meter with this 30 day free trial:

[Request FREE 30 Day Trial](#)

Expense-2-Project

Plug-ins such as Expense-2-Project (E2P) extend CPM to provide extra functionality. E2P lets users associate individual file sessions to projects. This supports project analysis and allows companies to bill for time spent using an application to a specific project, therefore treating software as an asset.

RESULTS

ENGEO can now see both metered application peak use and locally licensed application use. After analyzing several months of use data, ENGEO reduced their metered AutoCAD licenses by **30%**, and eliminated **50%** of another application's licenses.

In addition, E2P enables ENGEO to bill for application use on their Time and Materials projects. Dave Borde, CAD/GIS Manager of ENGEO explains, *"With E2P we recover the cost of one AutoCAD yearly subscription license in under 100 hours of billable use time. When licenses are in high demand, buying more becomes a no-brainer. We easily pay for the licenses just by using them."*

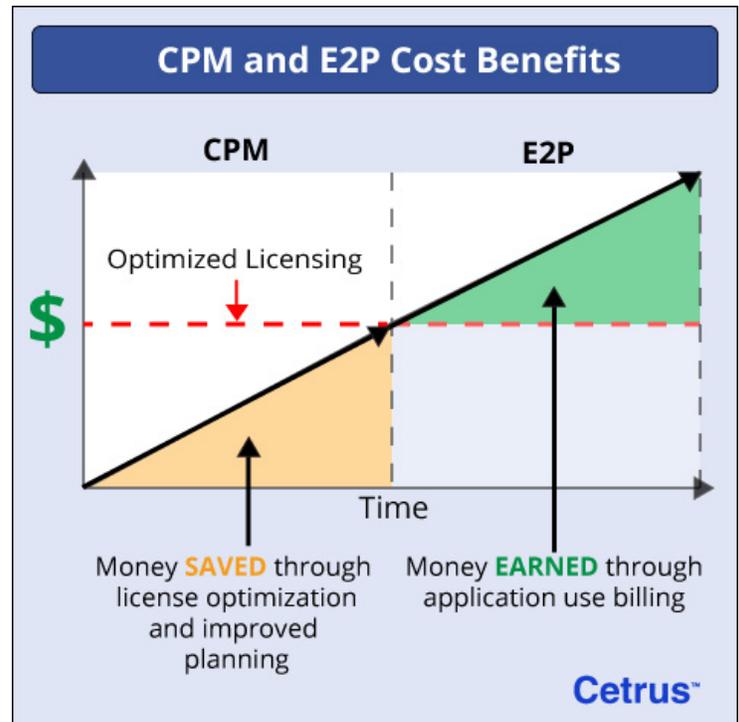
ENGEO Now:

- Knows exactly how many licenses they need
- Can easily justify and pay for new licenses with E2P
- Has better project analysis
- Generates high-profit additional revenue

ENGEO continues to use Cetrus Process Meter and Expense-2-Project to improve planning, reduce costs, and increase their profit margins.

"Cetrus Process Meter provides both cost savings and additional revenue. We've reduced our application maintenance spend, and have moved project-specific license and support costs from overhead to a billable expense. Process Meter also lets us see our peak and trending use. The data helps us delay buying unnecessary additional licenses until they are really needed."

Uri Eliahu
President of ENGEO



ABOUT CETRUS

Headquartered in San Ramon, California, Cetrus is the leader in application use monitoring for software optimization. Through their platform, Cetrus Process Meter, they provide real-time software tracking to help companies visualize and maximize their use. Additionally their Expense-2-Project plug-in allows customers to bill for application use at the file level. Cetrus strives to help companies make informed business decisions, save money, and recoup licensing costs.

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