

X-Formation

Superior License Management Solutions



**Presentation for Celug
January 12, 2010**

“ The product has all the features we desired and they continue to listen to us closely for our future needs as well. We expect to have a lasting partnership with X-Formation well into the future...”

Steve Fine
Director & Program Manager, Software Licensing 



- **Introductions** (5 min)
- **Company presentation** (5 min)
- **X-Formation solutions and products** (10 min)
- **License Statistics presentation** (25 min)
- **Summary** (5 min)
- **Q&A** (10 min)

- **Established in 2004**
- **Headquarters in Arhus, Denmark**
- **R&D center in Eastern Europe's Silicon Valley, Krakow, Poland**
- **Self-funded, profitable, and growing**
- **Microsoft Certified Partner**

Our mission:

To be the top provider of superior license management products, to maintain exceptional service and support, and to offer reasonable prices and a simple, straightforward solution that enables *all* companies--from the smallest startups to the largest corporations--to obtain quality license management.

2010 highlights:

Customer growth rate: **51%**

Employee growth rate: **83%**

Customer retention rate: **94%**

Customer driven development

- Close cooperation and communication with customers
- Not traditional vendor-customer relationship
- Exchange of ideas and feedback
- Active customer participation in product development
- Important issues are addressed quickly
- Customers use software they helped build





“Altair realized the importance of moving to a new, modern licensing system. Our decision was based on many factors including cost, functionality, multi-platform availability and the confidence we had in the company's ability to support their product.”

Steve Fine *Director & Program Manager, Altair*



“License Statistics provides all the functionality we need at a considerable savings over all its competitors... and X-Formation support has been superb.”

Brian Griffin *Mechanical CAD Support Manager, NASA / MSFC*



“LM-X has been an excellent replacement for FLEXIm. The functionality meets or exceeds that of FLEXIm...”

John Lu *Director of Software Tools, VeriSilicon*



“At our last renewal we were able to save thousands of dollars, much more than License Statistics costs.”

Paul Gibson *Network Administrator, Technology Service Corporation*



“We chose X-Formation primarily because we were unhappy with the lack of responsiveness and support we received from our previous provider.”

Christoph Ortmann *Director Industrial Solutions, VI-grade GmbH*



For End-users:

License Statistics

- Web-based license monitoring and reporting
- Usage statistics gathered in real-time or imported

License Saver

- Detect idle licenses for applications using LM-X, FLEXlm, and IBM LUM
- Release unused licenses automatically or manually

For ISVs:

LM-X License Manager

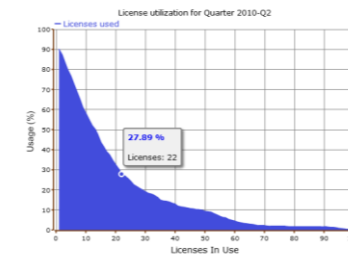
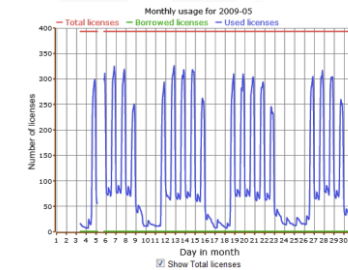
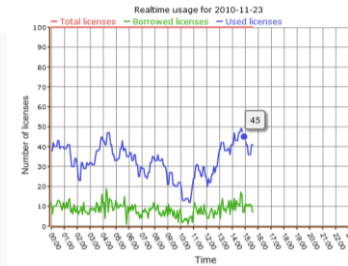
- Protect and license software with control and flexibility
- Diverse licensing models and extensive functionality with support for 16 platforms

License Distribution Service

- Advanced license fulfillment and activation
- License deployment and product management

Key Highlights

- Centralized management with access from any location
- Real-time monitoring and log importation
- Support for 9 license managers
- Fast and easy installation
- 3rd party software not required
- Multi-platform and cross-platform architecture
- Predefined set of simple to complex reports
- Open database for maximum reporting flexibility
- User authentication and administration
- Data export to pdf, xls, csv, and sql from all tables
- LDAP support



Live demo: <http://licstat-demo.x-formation.com/>

The Dashboard

Overview of license usage with detailed information on:

- License servers
- Most utilized features
- License usage above 24 hours
- Expiring features
- Users using features on more than 1 host
- Errors

License Statistics
X-Formation

Dashboard | License Servers | Features | Reports | Administration
Logged in as: Administrator | Preferences | Log out

| Server | Vendor | Lic Manager | Gathering | Status |
|-------------------|----------|-------------|-----------|---------|
| 1 foals04 | stc_d | Flexnet | Imported | Unknown |
| 2 healy43p.km.com | bmium | BIM LUM | Imported | Unknown |
| 3 hqnas2 | basai | Flexnet | Imported | Unknown |
| 4 server1 | adskflex | Flexnet | Realtime | Up |
| 5 server2 | cdsind | Flexnet | Realtime | Up |
| 6 server3 | centid | Flexnet | Realtime | Up |
| 7 emelicbt | merant | UNKNOWN | Realtime | Down |

| Feature | Vendor | Server | Used | Total | Utilization |
|-------------------|----------|---------|------|-------|-------------|
| 1 pilot | adskflex | server1 | 100 | 100 | 100% |
| 2 51500archde... | adskflex | server1 | 96 | 100 | 96% |
| 3 papcoaa | cdsind | server2 | 89 | 100 | 89% |
| 4 centelectrod... | centid | server3 | 79 | 100 | 79% |
| 5 centelectrod... | centid | server3 | 47 | 100 | 47% |
| 6 ercad_unison... | cdsind | server2 | 42 | 100 | 42% |
| 7 autocad_2007 | adskflex | server1 | 40 | 100 | 40% |
| 8 65300archde... | adskflex | server1 | 29 | 100 | 29% |
| 9 centelectrod... | centid | server3 | 6 | 100 | 6% |
| 10 raster_design | adskflex | server1 | 0 | 100 | 0% |

| Feature | Vendor | Server | Username | Hostname | Used | Time Used |
|---------------|--------------|----------------|----------|----------|------|----------------|
| 1 feature_1 | brokenserver | server13 | user_156 | host_118 | 3 | 2 d 15 h 31... |
| 2 feature_1 | x-formation | virtualcenter2 | user_156 | host_118 | 3 | 2 d 15 h 31... |
| 3 feature_1 | x-formation | virtualcenter3 | user_156 | host_118 | 3 | 2 d 15 h 31... |
| 4 feature_1 | x-formation | virtualcenter4 | user_156 | host_118 | 3 | 2 d 15 h 31... |
| 5 feature_1 | x-formation | virtualcenter1 | user_156 | host_118 | 3 | 2 d 15 h 31... |
| 6 feature_1 | x-formation | virtualcenter5 | user_156 | host_118 | 3 | 2 d 15 h 31... |
| 7 feature_16 | x-formation | virtualcenter3 | user_159 | host_73 | 2 | 2 d 31 min |
| 8 feature_16 | x-formation | virtualcenter4 | user_159 | host_73 | 2 | 2 d 31 min |
| 9 feature_16 | x-formation | virtualcenter1 | user_159 | host_73 | 2 | 2 d 31 min |
| 10 feature_16 | x-formation | virtualcenter5 | user_159 | host_73 | 2 | 2 d 31 min |
| 11 feature_16 | x-formation | virtualcenter2 | user_159 | host_73 | 2 | 2 d 31 min |
| 12 feature_16 | brokenserver | server13 | user_159 | host_73 | 2 | 2 d 31 min |
| 13 feature_17 | x-formation | virtualcenter3 | user_15 | host_152 | 2 | 1 d 17 h 31... |
| 14 feature_17 | x-formation | virtualcenter5 | user_15 | host_152 | 2 | 1 d 17 h 31... |

| Feature | Vendor | Server | Expiration |
|-------------------------|----------|------------|------------|
| 1 abaqus | abaqusim | localhost | 2011-01-11 |
| 2 standard | abaqusim | localhost | 2011-01-12 |
| 3 design | abaqusim | localhost | 2011-01-13 |
| 4 54600ACD_2008_OF | adskflex | csictap022 | 2011-01-14 |
| 5 57600ACD_2009_OF | adskflex | csictap022 | 2011-01-15 |
| 6 59900BLDSYS_2009_OF | adskflex | csictap022 | 2011-01-16 |
| 7 64300ACD_F | adskflex | csictap022 | 2011-01-17 |
| 8 65100BLDSYS_F | adskflex | csictap022 | 2011-01-18 |
| 9 51200ACD_2007_OF | adskflex | csictap022 | 2011-01-19 |
| 10 55600BLDSYS_2008_OF | adskflex | csictap022 | 2011-01-20 |
| 11 73000BLDSYS_2010_OF | adskflex | csictap022 | 2011-01-21 |
| 12 54900AMECH_PP_200... | adskflex | csictap022 | 2011-01-22 |
| 13 64400AMECH_PP_F | adskflex | csictap022 | 2011-01-23 |
| 14 71800AMECH_PP_201... | adskflex | csictap022 | 2011-01-24 |

| Username | Hostnames | Feature | Vendor | Server |
|------------------------|--------------------|----------------------|----------|---------|
| 1 65300archdesk_... | user_0_user_1_... | 65300archdesk_f | adskflex | server1 |
| 2 architectural(ide... | desktop_user_0_der | architectural_des... | adskflex | server1 |
| 3 autocad (devlty) | 2007_user_0_2007_ | autocad_2007 | adskflex | server1 |
| 4 autocad (devlty) | 2008_user_0_2008_ | autocad_2008 | adskflex | server1 |

| Date | Priority | Message |
|-----------------------|----------|---|
| 1 2011-01-07 18:51:01 | Notice | Handling deadlock in CommFromTempToRealtmeUsa... for license server 3 |
| 2 2011-01-07 18:47:24 | Notice | Handling deadlock in CreateIssuingUserHosts for table TempDailyUsage |
| 3 2011-01-07 18:47:22 | Notice | Handling deadlock in CreateIssuingUserHosts for table TempDailyUsage |
| 4 2010-07-09 06:00:07 | Notice | Handling deadlock in CommFromTempToRealtmeUsa... |
| 5 2010-07-06 20:10:23 | Notice | Handling deadlock in CommFromTempToRealtmeUsa... |
| 6 2010-07-04 19:50:25 | Notice | Handling deadlock in CommFromTempToRealtmeUsa... |
| 7 2010-07-04 05:20:13 | Notice | Handling deadlock in CommFromTempToRealtmeUsa... |
| 8 2010-07-04 03:10:13 | Notice | Handling deadlock in CommFromTempToRealtmeUsa... |

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License server details

- Number of licenses in use
- Number of licenses borrowed
- Total number of licenses
- Number of denials
- Percentage of utilization
- License expiration date

License Statistics
X-Formation

Dashboard » x-formation on virtualcenter2 » License Server Activity

Dashboard | License Servers | Features | Reports | Administration
Logged in as: Administrator | Preferences | Log out

License Server Activity

Select License Server and Feature

License server: virtualcenter2 - x-formation (Realtime)

General Information

| | | | |
|--|-------------------------------|------------------------------------|--|
| License server: virtualcenter2 | Vendor: x-formation | Gathering type: Realtime | Last update time: 2011-01-11 18:35 |
|--|-------------------------------|------------------------------------|--|

Feature Information

| Feature | Used | Borrowed | Total | Denied | Utilization | Expiration | Last update time | Action |
|---------------|------|----------|-------|--------|-------------|------------|---------------------|--------|
| 1 feature_0 | 2 | 1 | 2 | 0 | 100% | Permanent | 2011-01-11 18:35:00 | |
| 2 feature_1 | 15 | 5 | 73 | 0 | 21% | Permanent | 2011-01-11 18:35:00 | |
| 3 feature_10 | 23 | 7 | 99 | 0 | 23% | Permanent | 2011-01-11 18:35:00 | |
| 4 feature_11 | 30 | 3 | 66 | 0 | 45% | Permanent | 2011-01-11 18:35:00 | |
| 5 feature_12 | 27 | 4 | 56 | 0 | 48% | Permanent | 2011-01-11 18:35:00 | |
| 6 feature_13 | 23 | 12 | 94 | 0 | 24% | Permanent | 2011-01-11 18:35:00 | |
| 7 feature_14 | 22 | 4 | 60 | 0 | 37% | Permanent | 2011-01-11 18:35:00 | |
| 8 feature_15 | 15 | 4 | 42 | 0 | 36% | Permanent | 2011-01-11 18:35:00 | |
| 9 feature_16 | 7 | 4 | 7 | 0 | 100% | Permanent | 2011-01-11 18:35:00 | |
| 10 feature_17 | 19 | 3 | 34 | 0 | 56% | Permanent | 2011-01-11 18:35:00 | |
| 11 feature_18 | 22 | 5 | 92 | 0 | 24% | Permanent | 2011-01-11 18:35:00 | |
| 12 feature_19 | 10 | 0 | 10 | 0 | 100% | Permanent | 2011-01-11 18:35:00 | |
| 13 feature_2 | 14 | 1 | 74 | 0 | 19% | Permanent | 2011-01-11 18:35:00 | |
| 14 feature_20 | 16 | 4 | 16 | 0 | 100% | Permanent | 2011-01-11 18:35:00 | |
| 15 feature_21 | 26 | 11 | 50 | 0 | 52% | Permanent | 2011-01-11 18:35:00 | |
| 16 feature_22 | 27 | 5 | 66 | 0 | 41% | Permanent | 2011-01-11 18:35:00 | |
| 17 feature_23 | 19 | 8 | 73 | 0 | 26% | Permanent | 2011-01-11 18:35:00 | |
| 18 feature_24 | 15 | 6 | 71 | 0 | 21% | Permanent | 2011-01-11 18:35:00 | |
| 19 feature_25 | 11 | 5 | 11 | 0 | 100% | Permanent | 2011-01-11 18:35:00 | |
| 20 feature_26 | 20 | 8 | 33 | 0 | 61% | Permanent | 2011-01-11 18:35:00 | |

Page 1 of 3 | Rows 1 - 20 of 50 | Save As

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Feature usage details

- Real-time usage
- History of usage
- History of utilization
- Denials

License Statistics

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Dashboard » centid on server3 » centelectrode_2007 » Realtime Usage

Dashboard | License Servers | Features | Reports |
Logged in as: demo | Preferences | Logout

Realtime Usage
Usage History
Utilization History
Denials

Select License Server and Feature

License server: server3 - centid (Realtime)

Feature: centelectrode_2007

Advanced Filtering

General Information

| | | | |
|-----------------------------------|---------------------------------------|--------------------------|--|
| License server: server3 | Feature: centelectrode_2007 | Vendor: centid | Last update time: 2011-01-11 18:35:00 |
| Used: 79 | Borrowed: 16 | Total: 100 | Expiration: Permanent |
| | | | Shared on: None |
| | | | Utilization: <div style="display: flex; align-items: center;"> 79% </div> |

| Realtime Feature Usage | | | | | |
|------------------------|----------|------|------------------|-----------------|-------------------|
| Username | Hostname | Used | Checkout Time | Time Used | Borrow Expiration |
| centelectrode_2007... | host_0 | 1 | 2011-01-10 14:31 | 1 d 4 h 7 min | 2011-01-11 14:31 |
| centelectrode_2007... | host_1 | 1 | 2011-01-11 17:46 | 52 min | |
| centelectrode_2007... | host_10 | 1 | 2011-01-10 10:22 | 1 d 8 h 16 min | |
| centelectrode_2007... | host_11 | 1 | 2011-01-10 13:34 | 1 d 5 h 4 min | |
| centelectrode_2007... | host_12 | 1 | 2011-01-09 20:46 | 1 d 21 h 52 min | |
| centelectrode_2007... | host_13 | 1 | 2011-01-10 22:48 | 19 h 50 min | |
| centelectrode_2007... | host_14 | 1 | 2011-01-10 16:06 | 1 d 2 h 32 min | 2011-01-11 16:06 |
| centelectrode_2007... | host_15 | 1 | 2011-01-10 03:03 | 1 d 15 h 35 min | 2011-01-11 03:03 |
| centelectrode_2007... | host_16 | 1 | 2011-01-11 15:20 | 3 h 18 min | |
| centelectrode_2007... | host_17 | 1 | 2011-01-11 06:22 | 12 h 16 min | |
| centelectrode_2007... | host_18 | 1 | 2011-01-11 14:07 | 4 h 31 min | |
| centelectrode_2007... | host_19 | 1 | 2011-01-10 09:26 | 1 d 9 h 12 min | 2011-01-11 09:26 |
| centelectrode_2007... | host_2 | 1 | 2011-01-10 01:15 | 1 d 17 h 23 min | |
| centelectrode_2007... | host_20 | 1 | 2011-01-10 17:26 | 1 d 1 h 12 min | |
| centelectrode_2007... | host_21 | 1 | 2011-01-10 14:59 | 1 d 3 h 39 min | |
| centelectrode_2007... | host_22 | 1 | 2011-01-11 00:38 | 18 h | |
| centelectrode_2007... | host_23 | 1 | 2011-01-09 23:01 | 1 d 19 h 37 min | |
| centelectrode_2007... | host_24 | 1 | 2011-01-11 05:08 | 13 h 30 min | |
| centelectrode_2007... | host_25 | 1 | 2011-01-10 14:35 | 1 d 4 h 3 min | |
| centelectrode_2007... | host_26 | 1 | 2011-01-10 23:59 | 18 h 39 min | 2011-01-11 23:59 |

Page 1 of 4
Rows 1 - 20 of 79
Save As

Feature Usage - 2011-01-11

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Usage reports

- Current users
- User activity per feature
- Usage per feature
- Usage per user
- Real-time utilization

The screenshot shows the 'User Activity per Feature' report in the License Statistics application. The report is filtered for 'x-formation on virtualcenter4 (realtime)' and 'feature_0' on '2011-01-11'. The table lists 8 users with their activity details.

| | Username | Hostname | Start Time | End Time |
|---|----------|----------|------------------|------------------|
| 1 | user_142 | host_61 | 2011-01-11 01:00 | 2011-01-11 02:50 |
| 2 | user_72 | host_71 | 2011-01-11 01:00 | Still in use |
| 3 | user_62 | host_48 | 2011-01-11 02:50 | 2011-01-11 05:40 |
| 4 | user_67 | host_73 | 2011-01-11 05:40 | 2011-01-11 07:05 |
| 5 | user_134 | host_116 | 2011-01-11 07:05 | 2011-01-11 10:05 |
| 6 | user_53 | host_142 | 2011-01-11 10:05 | 2011-01-11 13:10 |
| 7 | user_95 | host_144 | 2011-01-11 13:15 | 2011-01-11 15:40 |
| 8 | user_60 | host_103 | 2011-01-11 15:40 | Still in use |

SQL Console

- Save custom SQL queries
- Export reports to xls, pdf, csv or sql

The screenshot shows the 'SQL Console' interface in the License Statistics application. It features a 'Custom SQL Queries' section with an 'Add' button and a 'Delete' button. Below this is a form with 'Report Name' and 'SQL Query' fields. The 'SQL Query' field is currently empty. There are 'Update' and 'Cancel' buttons below the form. At the bottom, there is a 'Custom SQL Query*' text area and a 'Submit' button. A warning message is displayed: 'WARNING: Running queries containing UPDATE or DELETE keywords may corrupt the database, cause data loss, or render the database inaccessible.'

Supported License Managers

License Statistics Real-time Usage

Monitor and gather usage statistics in real-time from:

- LM-X License Manager
- FLEXlm/FlexNet
- Sentinel LM/RMS
- IBM LUM
- Reprise License Manager (RLM)
- beta_lm

License Statistics Imported Usage

Import existing data from log files:

- FlexNet (encrypted) report logs
- LM-X License Manager pay-per-use logs
- Reprise License Manager (RLM) report logs
- Hasp License Manager logs
- SmartPlant License Manager (SPLM) logs

Denial logs

Import supported for both License Statistics Real-time Usage and Imported Usage:

- LM-X License Manager
- FLEXlm/FlexNet
- IBM LUM
- Reprise License Manager (RLM)

Why are we a good partner?

- Products developed based on customer demand
- Trusted by over 300 companies
- High customer retention rate: 94% in 2010
- Enterprise-ready software used by thousands of users
- Rapid product development and feature implementation
- Unmatched technical support

For questions, suggestions or comments please write to: info@x-formation.com

Thank you!