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Per-Device License Control with Ivanti

With today's complex IT environments, many organizations struggle to maintain control over their software licenses. Often, CIOs don't grasp what software is running on their systems or understand the total cost of their application licenses. It's also common for IT departments to not know whether the software they have purchased for their users is even being used!

When users employ unlicensed software, organizations leave themselves open to fines from software vendors. The alternative is to overcompensate for licensing by purchasing more than is needed, wasting money.

This confusion is compounded by the multitude of different terms and conditions imposed by software vendors.

The Problem

Certain vendor applications, such as Microsoft Project™ and Visio™, can be licensed on a per-device basis. This requires a client access license for each device that is physically capable of accessing the application.

In multi-user environments such as VDI, RDSH, or those hosted with Citrix XenApp, Citrix XenDesktop, or VMware View, or in environments utilizing application virtualization such as Microsoft App-V, this can be a complex and costly model to comply with.

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 an organization.
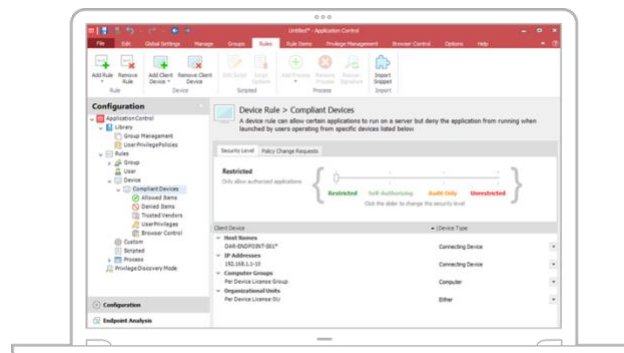
This poses two areas of concern for those organizations using server-based computing or virtual desktops:

Every license that is legally required, but where the user doesn't actually use the application, is an unnecessary and costly expense to an organization.

Devices that aren't licensed, yet can access the application, are in breach of per-device licensing conditions, 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 vendor license agreement. However, when applications are licensed per device, a license is required for each client device that is capable of executing the application.

Group Policies and Software Restriction Policies can't be used as a means of enforcing licensing control as these apply to users, or groups of users, and not to the device itself, so the permitted users can still access and execute the application from any device within an organization.

The Solution

Enter Ivanti® Application Control. Through the use of whitelisting and blacklisting techniques, in conjunction with contextual rules based on the connecting devices, Application Control simplifies the management and enforcement of per-device software licensing in multi-user environments.

How Does Ivanti Help?

Ivanti Application Control is recognized as a way to enforce and control application access from specific connecting devices, satisfying vendor per-device license compliance.

The solution ensures only named devices can access a specific application, based on device name, IP addresses, AD group membership, or Organizational unit:

Likewise, all other devices can be prohibited from accessing the application—regardless of who or where the user is. This ensures compliance while also significantly reducing application licensing requirements and associated costs.
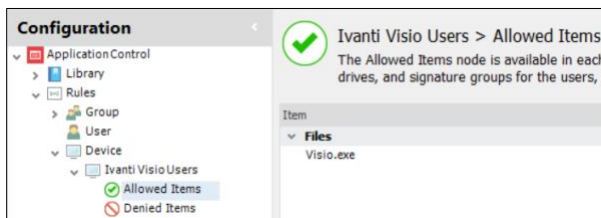
Ivanti customers can typically **save more than $2,000 per user** over **a three-year period.** They can also witness a **return on investment** in just **a few months** by reducing the need to purchase licenses for devices that will never access specific applications.

The Benefits

By employing these per-device license control techniques, organizations can expect to benefit from the following outcomes:

- Compliance with diverse or complex licensing models
- A reduction in software licensing expenditure
- Successful app and desktop virtualization projects
- Less IT admin overhead

Proven Customer Success

Recruitment and human capital management firm, Chandler Macleod, avoids license overpurchasing:

"One of the main software licensing problems facing every Citrix site is the typical requirement for each application to have the same number of licenses as there are devices which have access to the servers on where the application resides. 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 approximately 25 applications, the cost of maintaining software license compliancy could be staggering.

Ivanti 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

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