

Software Licensing

Service Management Board

June 17th, 2019

A Brief History...

- Software Distribution Center in the ACC Lab
- UWick
- Small catalog of fee based products
 - Self sustaining service
- OnTheHub webstore opens ~2009
 - Student and personal purchases
- Contract alignments - July 1st
 - 10 month licenses
 - Perpetual to site license transition
- January 2017 service owner of Software Licensing

Did you know?

- Unfunded, cost recovery service
 - Labor and Licenses
- Customers
 - Premium products - 6000
 - SAS, SPSS, Adobe, MatLab, Crashplan, Visual Studio
 - Statistics and math primarily used in the sciences
 - “Free” products - 150,000
 - SecureCRT, Sophos, O365, Microsoft Volume License Products, GitHub*
 - Available to everyone on all three campuses
- Total license liability ~\$4.5 million
- License fees often based on IPEDS or STEM for site licenses
 - Bulk buy is predictive based on historical data
 - Sell through are zero inventory, labor intensive but low risk

Rate Setting - The Old Way

- Combined statistics packages for SAS and SPSS
- Competition from the private market
 - Bookstore
 - Amazon, other online vendors
- Value added features vs. base product
- Complexity of service delivery
 - Transactional - acquisition, delivery and assignment
 - Vendor management
 - Legal oversight
- Administrative overhead
 - Kivuto - \$5 or 5%
 - 15.6% to UW
 - Staff labor - how hard is it to deliver?



Bespoke Process!

A New Future

- KISS Principle
- Satisfying the Management Accounting and Analysis (MAA)
- Standardizing the rates
 - Cost + Tax + 25%
- If it recovers, recharge rate is flat or goes down
- If it doesn't, recharge rate goes up or it gets removed from the catalog



KISS - Keep It Simple, Stupid

- Closing the OnTheHub webstore
 - No more credit cards
- Students will get access to the OnTheHub products for free
- Requests for license management, simple equation
- Ending pro-rated licensing
- Auto renewals (opt-out)
- Simplifying the catalog
 - Consolidating the Adobe suite
- SSO for MatLab and Adobe



Rates for FY20

Product	Contract Cost	Tax (10.1%)	Overhead (25%)	Total	Fac/Staff/Concurrent sales	FY19	FY20	Delta
SAS	\$10,280	\$1,038	\$2,570	\$13,888	126	\$225.00	\$110	-\$115
SPSS	\$55,094	\$5,564	\$13,773	\$74,431	187	\$450.00	\$400	-\$50
Matlab	\$189,942	\$19,184	\$47,485	\$256,612	1890	\$65.00	\$135	\$70
Crashplan 12mo	\$82	\$8	\$20	\$110	1	\$95.00	\$110	\$15
Crashplan 6mo	\$41	\$4	\$10	\$55	1	\$48.00	\$55	\$7
Visual Studio Enterprise	\$246	\$24	\$61	\$333	1	\$400.00	\$335	-\$65
Visual Studio Pro	\$42	\$4	\$10	\$56	1	\$100.00	\$60	-\$40
Adobe CC All Apps NU	\$150	\$15	\$37	\$202	1	\$285.00	\$200	-\$85
Adobe CC All Apps SDL	\$200	\$20	\$50	\$270	1	\$285.00	\$270	-\$15
Adobe Acrobat Pro	\$50	\$5	\$12	\$67	1	\$140.00	\$70	-\$70

Future Plans

- Stabilize the new rate model
- Publish documentation for migrating departmental licenses to central IT
- Solicit Student Technology Fee Committee for funding opportunities
- Feasibility study for Qualtrics
- AUTOMATE!

Questions & Feedback