

The Floating License Playbook

Best Practices for Maximizing ROI with CADTALK License Management



**IMPLEMENTATION
CHECKLIST INSIDE!**

WHAT YOU'LL FIND

- A strategic guide for engineering teams
- How a 3:1 engineer-to-license ratio could save \$10,000 or more annually
- How to make the most of your license structure, whether you're a team of 3 or 300

The Financial Impact

Scenario	Team Size	Named User Cost*	Floating License Cost**	Annual Savings
Small Team	6 engineers	\$6,000	\$5,000 (2 licenses)	\$1,000
Medium Team	15 engineers	\$15,000	\$12,500 (5 licenses)	\$2,500
Large Team	30 engineers	\$30,000	\$20,000 (8 licenses)	\$10,000

*Named user license at an assumed rate of \$1,000/seat annually

**average CADTALK floating license is \$2,500/seat annually (actual prices vary, contact a CADTALK representative for accurate pricing for your needs)

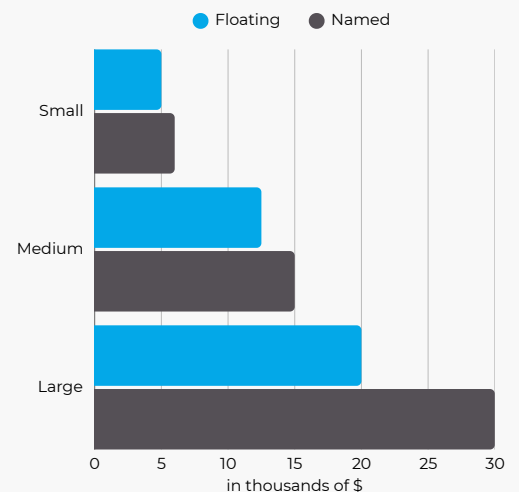
ROI CALCULATION

Total Cost of Ownership (3 Years):

- CADTALK Floating Licenses: (Number of licenses × \$2,500 × 3) + \$10,000 implementation
- Named User Alternative: (Number of users × \$1,000 × 3) + \$10,000 implementation

Example: 15-person engineering team

- Floating License Cost: (5 × \$2,500 × 3) + \$10,000 = \$47,500
- Named User Cost: (15 × \$1,000 × 3) + \$10,000 = \$55,000
- 3-Year Savings: \$7,500 (14% cost reduction)



Note: Savings increase significantly with larger teams and global distribution

*All prices discussed in this booklet, though based on real data, are not indicative of every customer's experience



BEST PRACTICES



The 3:1 Rule of Thumb: Most CADTALK customers find success with 3 engineers per floating license. However, your optimal ratio depends on usage patterns:

HEAVY

2:1

Frequent DFM workflows
Continuous part number generation
Real-time data synchronization with ERP/PLM

MEDIUM

3:1

Periodic data loading to ERP systems
Occasional PLM integration
Mixed design and manufacturing workflows

LIGHT

4:1

Batch processing during specific periods
Primarily design-focused teams
Minimal ERP interaction

MINIMUM REQUIREMENTS

1. Periodic internet connectivity for license verification
2. Compatible with existing CAD software infrastructure
3. Standard network access for web-based authentication

Companies with global teams see the highest ROI from floating licenses:

- East Coast team uses licenses during their work hours (9 AM - 6 PM EST)
- West Coast team accesses same licenses later (9 AM - 6 PM PST / 12 PM - 9 PM EST)
- Effective license utilization: Up to 12 hours daily
- Additional benefit: Teams in European or Asian time zones can extend usage even further, maximizing license efficiency around the clock

BEST PRACTICES

(CONT.)



MANAGE PEAK USAGE

- Stagger workflows when possible to reduce conflicts
- Implement batch processing schedules for non-urgent tasks

USER TRAINING

- Educate team on when CADTALK add-in consumes licenses
- Show users how to disable add-in when not actively needed
- Establish clear usage guidelines for peak periods
- Monitor usage patterns to identify optimization opportunities

Keep These Common Bottlenecks in Mind:

1. Month-end reporting cycles

2. Project milestone deadlines

3. New product launches

SAMPLE SCENARIOS

Scenario 1: Mid-Size Manufacturing Company

Situation: 15-person engineering team with mixed CAD integration needs

Approach: Implemented 5 floating licenses (3:1 ratio)

Potential Results:

- 40% reduction in licensing costs vs. named user model
- Minimal workflow disruption during implementation
- Payback period: Under 12 months

Scenario 2: Global Engineering Firm

Situation: 24-person team across multiple time zones

Approach: 6 floating licenses leveraging global distribution

Potential Results:

- 4:1 effective user-to-license ratio
- Significant annual savings vs. named user licensing
- High license availability during business hours



CHECKLIST

PRE-IMPLEMENTATION

- Analyze current usage patterns and workflows
- Evaluate optimal license-to-user ratio for your team
- Identify peak usage periods and plan accordingly
- Assess network requirements and security constraints
- Plan user training and change management strategy



DURING IMPLEMENTATION

- Configure licenses with proper user permissions
- Test license check-in/check-out functionality
- Verify connectivity and authentication systems
- Train users on add-in management
- Establish monitoring and reporting procedures

POST-IMPLEMENTATION

- Monitor usage patterns for first 90 days
- Identify any "license unavailable" incidents
- Adjust license count based on actual usage
- Optimize workflows to reduce peak demand conflicts
- Plan for seasonal or project-based usage variations
- Regular review of ROI and cost savings

Next Steps

The key to successfully utilizing your floating license is proper planning, implementation, and ongoing optimization based on your team's specific usage patterns.

CHECK OUT OUR WEBSITE FOR:

- More information on our implementation process
- Our integration ROI Calculator
- Insightful pages for all our ERP integration offerings
- An ever-growing library of demos and resources



**SCHEDULE
YOUR
DEMO [HERE!](#)**

