
Subject: Re: IDL 4.0 Update Preview (forward for those w
Posted by [zawodny](#) on Fri, 03 Mar 1995 12:46:01 GMT

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In article <gurman-0203950142100001@barkochba.gsfc.nasa.gov> gurman@uvsp.gsfc.nasa.gov (Joseph B. Gurman) writes:

>
> I also believe the new maintenance policy is keyed to the original
> license price, so it will become much more expensive to maintain
> node-locked licenses. That is a shame (IMHO), because the license manager
> is such a pain.
>
> Anyone have any opinions on the matter?
>

We jumped ship on the node locked licenses a few years back when they first came out. It was pretty painless even on our systems (Alphas running OSF/1) despite having to use the newly ported license manager daemon. All in all, I'd have to say that it was much easier than expected. We were also able to consolidate several of our node locked licenses in to a single multi-license network version and thus able to save a bit on annual maint. I am not sure whether this is still a standard practice, as this was done before they hired a "business manager". Since then a number of questionable business decisions have been made.

IMHO, RSI is going the wrong way on this. They need to hold the line on maint costs and drop the price of IDL to be more in line with the competition (like PV-WAVE, Hi-Q, Matlab, ...). These are all running at about half the cost of IDL. Market share and size of total market are the key to stable profits. I have no doubt IDL would do well in head to head competition against these other packages, but at twice the cost they price themselves in to another league (and out of the competition). The cost vs units-sold function is not a smooth curve rather it has a number of discontinuities in it. Finding a local maximum in cost*units-sold does not assure one of having found the global max.

... but I ramble.

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