
Subject: Re: IDL Student Edition for Linux?
Posted by [gurman](#) on Sat, 04 Mar 1995 15:57:27 GMT
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In article <3j8cdg\$40e@fhw.ee.ubc.ca>, davem@ee.ubc.ca (Dave Michelson) wrote:

> In article <3j78gt\$b1v@martha.utk.edu>,
> Will Tribbey <tribbey@scanner.hosp.utk.edu> wrote:
>>
>> |> 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 heard of a STUDENT edition of IDL priced at ~\$200!
>
> Imagine how many copies of an IDL Student Edition for Linux (or IDL
> Lite for Linux) that RSI could sell if the price was right! I'll bet
> they could sell ten copies for every workstation licence currently in
> the field....

....and imagine how many tech support people they'd have to hire to
service those student licensees.... and how that cost would be reflected
in the license costs.... for other platforms?

Joe Gurman

--
Joseph B. Gurman / NASA Goddard Space Flight Center/ Solar Data Analysis Center / Code 682
/ Greenbelt MD 20771 USA / gurman@uvsp.gsfc.nasa.gov
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expressed herein must therefore be someone else's. |

Subject: Re: IDL Student Edition for Linux?
Posted by [kkobayas](#) on Sat, 04 Mar 1995 17:46:01 GMT
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gurman@uvsp.gsfc.nasa.gov (Joseph B. Gurman) writes:

>and imagine how many tech support people they'd have to hire to
> service those student licensees.... and how that cost would be reflected
> in the license costs.... for other platforms?

Well, as far as I know the student version of Mathematica includes NO
tech support. Still I greatly appreciate its low price (~\$150 or so, I
think).

Ken Kobayashi . "Too low they build,
kkobayas@fas.harvard.edu . who build beneath the stars."
<http://stargazer.student.harvard.edu/> . - Edward Young

--
Dave Michelson University of British Columbia
davem@ee.ubc.ca Radar Remote Sensing Group

In article <3ja90p\$lm2@decasp.harvard.edu>, kkobayas@fas.harvard.edu (Ken Kobayashi) wrote:

> gurman@uvsf.gsfc.nasa.gov (Joseph B. Gurman) writes:
>
>>and imagine how many tech support people they'd have to hire to
>> service those student licensees.... and how that cost would be reflected
>> in the license costs.... for other platforms?
>
> Well, as far as I know the student version of Mathematica includes NO
> tech support. Still I greatly appreciate its low price (~\$150 or so, I
> think).

It would be interesting to see if RSI would go the same route, given their purposely keeping the price of Windows and Mac licenses high in order to avoid frustrating people trying to reach an overstretched tech support group. I wonder if the idea of providing unsupported licenses has even occurred to them as either an immediate revenue enhancer, or a long-term strategy: hook 'em while they're young and they'll stick with you forever. Makes you wonder about how different software marketing and drug or religious cult marketing are.

Worked for unix, after all....

Joe Gurman

--

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/ Greenbelt MD 20771 USA / gurman@uvsf.gsfc.nasa.gov
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Subject: Re: IDL Student Edition for Linux?
Posted by [miff](#) on Thu, 09 Mar 1995 06:47:00 GMT
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gurman@uvsf.gsfc.nasa.gov (Joseph B. Gurman) writes:
>> Imagine how many copies of an IDL Student Edition for Linux (or IDL
>> Lite for Linux) that RSI could sell if the price was right! I'll bet
>> they could sell ten copies for every workstation licence currently in
>> the field....

>and imagine how many tech support people they'd have to hire to
> service those student licensees.... and how that cost would be reflected
> in the license costs.... for other platforms?

So don't offer support on student versions; most likely users of such

a version will be in contact with someone more competent (that's why they're students, right?) who can provide the no-brainer support anyway.

Just speaking of Linux versions, has anyone tried the Linux versions of IDL and PV-wave under the NetBSD Linux-emulation mode? I'm not willing to risk Linux for mission-critical applications, but NetBSD is a different kettle of fish.

> Joe Gurman

--

mike smith : miff@apanix.apana.org.au - Silicon grease monkey #
"The question 'why are the fundamental laws of nature mathematical' #
then invites the trivial response 'because we define as fundamental #
those laws which are mathematical'. Paul Davies, _The_Mind_of_God_.

Subject: Re: IDL Student Edition for Linux?
Posted by [rep2857](#) on Mon, 13 Mar 1995 02:51:37 GMT
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In article <gurman-0503950938420001@arrowroot.gsfc.nasa.gov>,
Joseph B. Gurman <gurman@uvsp.gsfc.nasa.gov> wrote:
> In article <3ja90p\$lm2@decexp.harvard.edu>, kkobayas@fas.harvard.edu (Ken
> Kobayashi) wrote:
>
>> Well, as far as I know the student version of Mathematica includes NO
>> tech support. Still I greatly appreciate its low price (~\$150 or so, I
>> think).
>
...
> ... I wonder if the idea of providing unsupported licenses has
> even occurred to them as either an immediate revenue enhancer, or a
> long-term strategy: ...

I don't think I've ever seen an official word on it, but I believe RSI sells runtime versions of IDL to developers. It seems to me that it would have to be structured similarly to what was just mentioned (unsupported licenses). In this case, support would fall back to the developer, rather than RSI. Isn't that how support of runtime versions for most software is structured?

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