



Improved Margins

A network engineering services company expanded its offerings from basic network design work to include complete testing with commissioning and optimization.* Winning more and more bids, it hired an additional dozen RF engineers. While the project pipeline was flowing, management searched for a way to increase profit margins and capitalize on recent success.

Budget for test equipment hardware had already been secured. Software licensing was an opportunity. Instead of paying an initial purchase price plus ongoing fees for a dedicated testing software license for every device each engineer carried, the company looked for a smarter way.

One of the services company's senior engineers was already using a PCTEL scanning receiver. He heard PCTEL had added UE-based testing that was compatible with the scanner. A conversation with PCTEL about what solutions could help the services company improve its margins revealed that the UE tool included pooled licensing.

The service company analyzed data on the expected number of projects per month, type of testing, deployment locations, average number of UE devices needed per project, and average number of active engineers to determine how many simultaneous licenses would be needed.

Standard Per-Device License

SeeHawk Engage Floating License

Engineers	Devices	Licenses
32	160	160
32	160	70**



The total investment in floating licenses for SeeHawk Engage™ compared to the traditional method of one license per device was

55 percent fewer licenses with an estimated 45 percent dollar savings.

Avoiding unnecessary software expenses allowed the services company to keep up with its increased work load and improve its profit margin.

engage@pctel.com | rfsolutions.pctel.com

*Hypothetical case comparing a pool of 70 SeeHawk Engage™ licenses to a standard model of one license per device.

** SeeHawk Engage licenses allowing simultaneous use with no restriction on device or location.