

Company leverages their existing SuperPro implementation to easily transitions to software-based protection and licensing keys



Customer Profile

Leading European developer of Supervisory Control and Data Acquisition (SCADA) software

Business Challenges

- Copy protection for valuable software application
- Addition of software-based licenses to meet evolving customer needs

Solution

- Sentinel SuperPro keys
- Sentinel SuperPro soft keys

Customer Profile

SpecView is the leading European developer of Supervisory Control and Data Acquisition (SCADA) software. The company creates applications that are used for operator interfaces (HMI's), data acquisition, and report generation. Many industries are served including most areas of the manufacturing sector, environmental and agricultural. SpecView is headquartered in the United Kingdom and has provided solutions for customers such as Bodycote, Loy Instrument, BAE SYSTEMS Avionics Ltd, and Climaserv.

The Original Business Challenge – Need for Software Protection

"SpecView required a solution that could deliver copy protection for our valuable application. Additionally, we sought a means of controlling access to various software features without the need to maintain multiple code bases," said Richard Dickins, Managing Director, SpecView.

The Original Solution – Sentinel SuperPro Hardware Keys

SpecView selected Sentinel SuperPro hardware keys to protect their software from unauthorized use and have been using SafeNet products for over 15 years. By using SuperPro keys to control options in the software, SpecView has been able to reduce development time and cost by maintaining a single executable. SpecView can also easily and securely upgrade Sentinel tokens in the field without the need to ship another dongle.

Additionally, SuperPro keys enabled SpecView to provide their customers with portable licenses. Users can simply plug their dongle into any PC to access the application and all options they've paid for.

The Most Recent Business Challenge – Need for Softwarebased Licensing

Recently, SpecView required the addition of software-based licenses to protect and manage their application. There were several driving factors behind the need to offer software-based licensing.

"First, one of our customers, a United States government office, is seeking to isolate their computers as much as possible in order to protect from viruses and intrusions. They are no longer permitting any USB devices and, wherever possible, disabling USB ports. Additionally, they conduct periodic assessments and if USB devices are found, they are removed and destroyed. So they were destroying our dongles," explained Mr. Dickins.

Secondly, laptop computers are becoming more prevalent among SpecView's SCADA customers and some users are not agreeable to using a dongle since the key protrudes from the laptop's USB port.

Finally, some SpecView installations reside in vehicles, such as rescue automobiles with laptops built into the dashboard, where a dongle form factor is not feasible.

The Most Recent Solution – Sentinel SuperPro Soft Keys

As the needs of their business expanded, SpecView chose to deploy SuperPro soft keys, which enabled them to offer software-based licenses for their products already protected by SuperPro, with flexibility and minimal development effort.

"SpecView had given serious consideration to creating a home-grown licensing solution. We recognized that building a solution from the ground up was a lot of work and it was a better choice for us to buy rather than build. Using SuperPro soft keys enabled SpecView to keep resources focused on our core competencies in order to generate revenue."

- Richard Dickens, Managing Director, SpecView

About SafeNet Sentinel SRM Solutions

SafeNet has more than 25 years of experience in delivering innovative and reliable software protection, licensing, and management solutions to software and technology vendors worldwide.

Easy to integrate and use, innovative, and feature-focused, the company's family of Sentinel® solutions are designed to meet the unique license enablement, enforcement, and management requirements of any organization, regardless of size, technical requirements or organizational structure.

Only with SafeNet are clients able to address all of their anti-piracy, IP protection, license enablement, and license management challenges while increasing overall profitability, improving internal operations, maintaining competitive positioning, and enhancing relationships with their customers and end users.

With a proven history in adapting to new requirements and introducing new technologies to address evolving market conditions, SafeNet's more than 25,000 customers around the globe know that by choosing Sentinel, they choose the freedom to evolve how they do business today, tomorrow, and beyond.

Visit <http://www.safenet-inc.com/sentinel> to learn more!

The Most Recent Solution – Sentinel SuperPro Soft Keys

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Leverage Existing Implementations for a Quick and Easy Launch

By leveraging existing implementations, SuperPro soft keys cost-effectively provide the licensing functionalities of SuperPro hardware keys, along with the flexibility of software-based licenses.

With SuperPro, SpecView was able to achieve rapid implementation, saving staff resources and cost. When compared to a home-grown solution, SuperPro was the obvious choice, delivering both required functionality and "out-of-the-box" simplicity that could not be achieved through in-house development.

"SpecView had given serious consideration to creating a home-grown licensing solution," Mr. Dickens stated. "We recognized that building a solution from the ground up was a lot of work, and it was a better choice for us to buy rather than build. Using SuperPro soft keys enabled SpecView to keep our resources focused on our core competencies in order to generate revenue."

Mr. Dickens describes the development effort required to begin offering SuperPro soft keys. "The necessary updates were easy and straightforward, requiring just a few hours to get up to speed and only two lines of code to change, which was really good. It was incredibly easy."

Enable Electronic Software Delivery & Speed Fulfillment

SpecView was also able to create a user interface that maps to various software license options. Working with the Sentinel SuperPro Developer Kit, Mr. Dickens developed an application that enables their sales department to program the dongles to fulfill orders. The sales team is able to use the interface to specify options, which automatically programs all cells in a consistent manner and applies a checksum.

Now, with SuperPro soft keys, the company can fulfill orders electronically without the need for a physical shipment. "This enables us to operate from any location, even while on holiday on the beach in Florida," said Mr. Dickens.

Conclusion

SpecView initially implemented SuperPro hardware keys to protect and license their software. As a result, the company was assured their valuable application was protected from unlicensed use. SpecView was also able to lower development costs by licensing various features from a single executable.

As the company's needs changed, SpecView required a software-based licensing solution that would quickly and easily address the evolving requirements of their customer base.

Innovations in SafeNet Sentinel solutions enabled SuperPro to meet SpecView's changing requirements. With minimal development effort, the company was able to issue software licenses to meet their customers' needs. By leveraging their existing implementation and SuperPro's simple and streamlined deployment, SpecView avoided the expensive and time-consuming task of building a home-grown solution. "SafeNet continues to deliver innovations that meet our needs as our business grows, and their software protection and licensing solutions will support us well into the future," said Mr. Dickens.