



# IPL Replaces FLEXlm with SafeNet

## CASE STUDY



*Sentinel RMS provides cross-platform support, more robust licensing options, and improved license management for IPL's cutting-edge software testing tools*

### Background

IPL develops cutting-edge software testing tools, some of their customers include: Bosch, Daimler-Benz, Aerospace, Siemens, Lockheed Martin, Raytheon, UK Ministry of Defense and Intel.

Previously, IPL used Flexera's FLEXnet to manage and enforce its software licensing terms, unfortunately the solution no longer met the companies business and operational needs.

### The Business Challenge

The FLEXnet solution did not provide support across all the platforms IPL required, such as Windows, Solaris, and Linux; including 64-bit Linux. The system also did not provide an adequate variety of flexible license models, or flexible management of existing licenses.

IPL considered simply upgrading to the most recent version of FLEXnet. Upgrading the existing solution would have been the easiest route to follow, as it would not require a new implementation effort. Instead, the company chose to look to another leader in the software protection and licensing space, SafeNet. IPL recognized that SafeNet's Sentinel RMS would surpass all its licensing requirements.

"IPL sought a solution with even more flexible options for management of licenses and a greater variety of license models such as network and node-locked for the licenses. Additionally, we wanted the ability to securely revoke and transfer licenses," said Richard Keeble, Products Support Manager.

### Challenge

- Needed to replace existing FLEXlm licensing platform
- Required cross-platform support
- Desired the ability to securely revoke and transfer licenses
- Needed more flexible options for license management/tracking

### Solution

- SafeNet Sentinel RMS

### Rewards

- Comprehensive APIs for Improved Management
- Multiple Licensing Options
- Cross-Platform Support



## The Solution

As the company began to evaluate alternative solutions, IPL found that Sentinel RMS met all of its needs for a superior software license management solution. RMS not only supports multiple platforms, but enables IPL to do so from one primary code build.

“Using Sentinel RMS, we can now support multiple platforms with a single development effort. This has alleviated the need for maintaining and synchronizing multiple feature builds; significantly streamlining our development processes and enabling us to reduce costs and reduce our time to market,” said Mr. Keeble.

Additionally, one implementation provides the ability to offer multiple new, cost-effective licensing models. The RMS Development Kit APIs support the widest range of license models in the industry. Not every licensing parameter needs to be determined at implementation. The Sentinel RMS client library handles all aspects of network communication, allowing generation of various license models at fulfillment with no additional development required. IPL’s customers appreciated the variety of options for purchasing software. Offering new business models provides the potential for both expanding and better serving its customer base, increasing revenues.

IPL also found that the capability of securely revoking and transferring licenses improved customer service. The company is now easily able to serve its customers’ needs for updating licenses they have purchased. For example, if a customer purchases two node-locked licenses, and would prefer to upgrade to five network licenses, IPL can easily and quickly make this change. This also enables IPL to promptly recognize the revenue for the software sale.

“SafeNet tech support has a fast turn-around. We appreciate the frequent updates with new features and support for new platforms,” stated Mr. Keeble.

“IPL sought a solution with even more flexible options for management of licenses and a greater variety of license models. Using Sentinel RMS has now significantly streamlined our development processes and enabled us to reduce costs and time to market.”

- Richard Keeble, Products Support Manager, IPL

## About IPL

For over 25 years, IPL has been delivering software development, systems integration and consultancy services to customers who demand the highest standards of quality and dependability. The company also develops leading-edge testing tools that are used by software developers around the world.

IPL’s core strengths lie in the delivery of completely dependable solutions across the widest spectrum of sectors with acclaimed knowledge of key areas in telecoms, broadcast, government, defence, energy, medical, transport and finance. Companies such as Bosch, Daimler-Benz Aerospace, Siemens, Lockheed Martin, Raytheon, UK Ministry of Defence, and Intel rely on IPL.

## About SafeNet

Founded in 1983, SafeNet is a global leader in information security. SafeNet protects its customers’ most valuable assets, including identities, transactions, communications, data and software licensing, throughout the data lifecycle. More than 25,000 customers across both commercial enterprises and government agencies and in over 100 countries trust their information security needs to SafeNet.



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