



Enigma Data Solutions Replaces Flexera's FLEXlm with SafeNet Sentinel RMS

CASE STUDY



As a leading provider of archiving and Information Lifecycle Management data management software, Enigma Data Solutions Ltd. selects SafeNet Sentinel RMS to cost effectively protect its intellectual property rights, while still offering flexibility to their clients.

Background

Enigma Data Solutions Ltd. is a leading provider of archiving and ILM (Information Lifecycle Management) data management software. Its pedigree is in producing data management software for the oil, gas and petrochemical market, where managing large complex volumes of data has been demanded for many years.

The Enigma Data Solutions product family enables companies to compete more effectively by identifying and preserving data in the most appropriate storage according to its strategic value to the organization. Enigma has in recent years harnessed its expertise to address archiving and ILM demands in many other market sectors. Based in the UK, Enigma has offices near London, England and in Houston, Texas.

Enigma Data Solutions offers three primary products focusing on data management:

- **IDS**, Networked Tape Library Virtualization
- **SmartMove**, an ILM/Migration product
- **PARS**, an archiving product

In order to maintain control of their intellectual property, Enigma Data Solutions previously used FlexLM from Flexera to license vthese products.

Challenge

- Required a licensing mechanism that is cost effective, multi-platform, and language independent
- Flexible solutions to deploy and monitor licensed products whilst honoring license agreements

Solution

- SafeNet Sentinel RMS

Rewards

- **Reduced revenue leakage from piracy and unauthorized use**
- **Control over intellectual property and licenses**
- **Flexible licensing models**
- **Enhanced customer satisfaction**
- **Track and manage licenses throughout entire product family**



The Business Challenge

As part of Enigma's product re-architecting towards J2EE (Java 2 Platform Enterprise Edition) and platform independence, they required a licensing mechanism that is cost-effective, multi-platform, and language dependent. Investigations showed that this would have required significant investment using their current licensing software vendor.

Enigma's customers operate in complex, global business environments and have been demanding suitably flexible solutions to deploy and monitor licensed products whilst honoring license agreements. Their main aim is to be able to use Enigma's products where and when the business requires it, and pay the right price for doing this.

The Solution

After evaluating alternative solutions, Enigma selected SafeNet Sentinel RMS to replace Flexera's FlexLM. The ease of integration to the Sentinel RMS solution proved to be a significant advantage in switching from FlexLM. After purchasing Sentinel RMS for all their currently supported platforms, Enigma Data Solutions started integration into all of their Java products, SmartMove and PARS, using the Sentinel Java API. Integration with IDS will follow soon using the Sentinel C API.

The APIs also gave Enigma the ability to construct flexible licensing modules so licenses can be deployed in the most effective manner and license usage can be monitored. Sentinel RMS is currently in use within many organizations in the oil, gas and petrochemical space, further increasing Enigma's confidence in the product.

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The Conclusion

The implementation of Sentinel RMS enables Enigma Data Solutions to ensure effective control over the licensing of its high-value data management software. By deploying Sentinel RMS, Enigma Data Solutions will be able to track and manage licenses throughout their

entire product family. The quality and speed of SafeNet's support enabled Enigma to integrate the Sentinel RMS solution into their products and go to market very rapidly.

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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