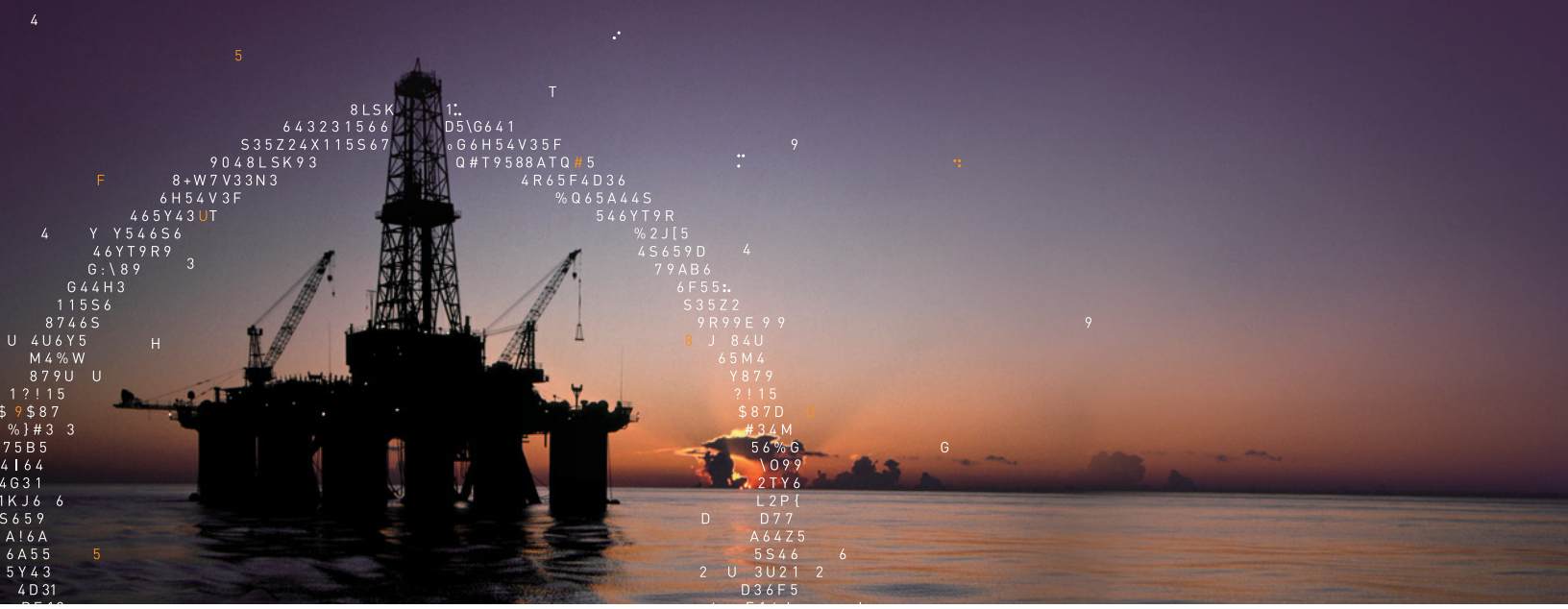




Geocap Replaces FLEXIm with SafeNet

CASE STUDY



Safenet's Sentinel RMS provides a rich licensing platform & improved license management for Geocap's 3D visualization & modeling software tools

The Business Challenge

Geocap required a licensing solution for the Geocap application to control their licensing terms and conditions. The company originally chose FLEXIm, a licensing platform sold by Flexera, formerly Acresto and Macrovision. However, Geocap was unsatisfied with the lack of included utilities, as well as inadequate sales support.

“The FLEX administration tools were insufficient and lacked vital technical features to assist us in tracking licenses. After years of using FLEX to generate various licenses, including demo licenses, we ended up with hundreds of licenses files strewn all over the place. There was no comprehensive means of keeping track of license data with regards to clients, expiry dates, features, etc, which lead to costly administrative overhead,” said Anders Moe, Technical Manager, Geocap.

Geocap also felt that FLEXIm lacked intuitive server management tools which made server connection problems at customer sites more complex to resolve. FLEXIm also lacked utilities to automate license generation and renewal. Geocap realized that switching to another license management solution would better suit their needs.

Challenge

- Control licensing terms and conditions for Geocap software
- Replace existing FLEXIm licensing platform
- Provide Intuitive server management tools
- Utilities for automated licenses generation, renewal, and tracking
- Reduce administrative overhead

Solution

- Sentinel RMS

Rewards

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



The Solution

Upon evaluating SafeNet's Sentinel RMS, Geocap found it to have a complete set of utilities and variety of beneficial features backed by exceptional support. SafeNet Sentinel RMS was able to meet their needs with multiple flexible licensing options, cross platform support, and comprehensive APIs.

"With Sentinel RMS, we feel we've invested in a system that will be actively developed to accommodate future changes," said Mr. Moe.

The Benefits

Improved Management

The Sentinel API provided Geocap with the flexibility to meet their license management needs.

"SafeNet Sentinel RMS provides a flexible solution to our license management requirement by providing a comprehensive API for the underlying license generation mechanism. Using this together with our own GUI, we've made a lightweight CRM system that manages companies, branches, and contacts together with the licenses created for all clients. Everything is stored in a database, and this program makes it easy to keep track of business critical data, such as which clients will soon have expiring licenses. By supplying the API, SafeNet provides excellent possibilities for tailor-made solutions," said Mr. Moe.

Multiple Licensing Options

The Sentinel RMS Development Kit APIs support the widest range of license models, enabling Geocap to create and enforce licensing terms according to business needs.

"The ability to issue a variety of license types was an important requirement for Geocap. With Sentinel RMS, we are able to easily implement numerous license types. We will be locking some licenses to hardware keys, as well as using multiple types of software-based licenses including trial licenses and standalone, as well as networked licenses," said Mr. Moe.

Cross Platform Support

Sentinel RMS also provides support for multiple operating systems and development environments. This enables Geocap to use a consistent licensing platform across all products.

Outstanding Technical Support

"We had a good experience implementing Sentinel RMS. The documentation was comprehensive and helpful. Additionally, we have found technical support to be excellent," said Mr. Moe.

The SafeNet Service Pledge ensures that Geocap consistently receives the highest level of support. In addition to outstanding pre-sales support, the company has access to tech support via telephone, email, and Internet. Online resources are also available through the Sentinel Integration Centre.

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- Anders Moe, Technical Manager, Geocap AS

About Geocap AS

Founded in 1998, Geocap AS has more than a decade of experience in providing software and services for the oil and gas industry as well as international maritime institutions.

The company's primary product, Geocap, is a 3D visualization and modeling tool for the Windows and Linux/X11 platforms. Geocap displays oil and gas related data such as wells and seismic interpretations and calculates continental shelf limits. It has been central in several government continental shelf limit line submissions to the UN, in accordance with United Nations Convention on the Law of the Sea (UNCLOS) article 76.

The Geocap AS main office is located in Oslo, Norway, with branches in Stavanger, Norway and American Samoa. Geocap users include The United Nations (continental shelf delineation), PGS (seismic) and TGS-NOPEC (seismic).

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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