



## VSTEP Chooses Sentinel Hardware Keys to Easily Integrate Licenses Remotely While Providing Maximum Protection

### CASE STUDY

*The leading European developer of simulators and virtual training software, VSTEP uses 3D technology to create training applications and games that allow people to build their skills in a practical and cost effective way. With the implementation of SafeNet Sentinel Hardware Keys, VSTEP can now offer their customers flexible licensing models, as well as remote license updates which were not before possible with their homegrown solution.*

### Back Story

VSTEP is the leading European developer of simulators and virtual training software. Using interactive 3D technology from the computer gaming industry, the company creates training applications and games that allow people to build their skills in a practical and cost effective way.

Founded in 2002, VSTEP develops professional training simulators for nautical colleges, emergency response teams, drivers, safety officers and other professionals. Additionally, VSTEP also develops entertainment games. The company is headquartered in Rotterdam, the Netherlands and has provided solutions for customers like the Royal Dutch Navy, port of Rotterdam, Falck/Nutec, Shell, DSM, Dutch Railways and many others.

### Business Challenges

VSTEP Ship Simulator Professional v2.0 is a new milestone for flexible, low cost/high quality maritime training and simulation. The product features advanced ship dynamics and top of the line visuals, and comes with a database of highly detailed vessels and accurately recreated environments.

### Challenge

VSTEP needed a software licensing solution that would not only protect their high value software, but also allow for the remote updating of licenses.

### Solution

After evaluating several competitors, VSTEP found SafeNet to be the best and selected the Sentinel Hardware Keys for the protection of their software.

### Rewards

With SafeNet Sentinel Hardware Keys, VSTEP reduced revenue leakage from piracy and unauthorized use, while also allowing the company to enhance customer satisfaction with flexible licensing models and trialware.



VSTEP had previously used a homegrown license key system to protect their software. However, the development of their new high-value application, Ship Simulator Professional required significant involvement and needed stronger protection. “We required better protection than our homegrown solution. To maximize the protection of our software revenue, we sought a third party, high security solution,” explained Frank Dolmans, Chief Marketing Officer, VSTEP.

## The Solution

“We conducted research and evaluated several competitors. We found SafeNet to be the best and selected Sentinel Hardware Keys for the protection of our software,” said Dolmans.

“We were facing deadlines and needed fast responses. Speed of delivery was essential. SafeNet was very quick to respond with all the relevant information we required. The product, support and follow up made SafeNet the best solution available,” continued Dolmans.

In addition to the prompt pre-sales support VSTEP received, the company had access to technical support via telephone, email and Internet. Online resources were also available through the Sentinel Integration Center to assist with the implementation process. “The product is very well constructed with helpful documentation. The implementation process was user-friendly,” describes Mr. Dolman.

“VSTEP currently offers a downloadable demo that is protected by a time-limited electronic license code. Perpetual license are protected by Sentinel Hardware Keys. When customers purchase the product, the Sentinel Key is shipped to enable access,” explained Dolmans.

Customers can also purchase additional modules for Ship Simulator Professional to meet specific training needs. “The ability to offer secure remote updates is a very nice feature of Sentinel Hardware Keys. This will enable VSTEP to update existing hardware keys as a customer purchases additional modules, without the need to ship a new key. We can also enable customers to try new modules before purchasing, which is helpful in our sales efforts.”

Securing Ship Simulator Professional with Sentinel Hardware Keys, the most secure token on the market, assures VSTEP that their revenue is protected. Communications between the key and the application are secured through the use of a public key cryptography and 128-bit AES encryption. Middle-layer attacks, such as record and playback, and driver emulation are effectively stopped.

## The Results

“We are very pleased with SafeNet and have had a good experience with the company. SafeNet has been quick to provide us with all of the information we required, and the follow up has been excellent.” Implementation of Sentinel Hardware Keys enabled VSTEP to secure their revenue, control access to various modules, and flexibly update deployed licenses. Thanks to SafeNet’s prompt support and user-friendly implementation process, VSTEP was able to meet their deadlines for a prompt product launch.

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-Frank Dolmans, Chief Marketing Officer, VSTEP

## About VSTEP

VSTEP was founded in 2002 and is headquartered in Rotterdam, the Netherlands. The company is the leading European developer of simulators and virtual training software. Using 3D technologies, VSTEP creates training applications and games that allow people to build their skills in a practical and cost-effective way. VSTEP also develops entertainment computer games, including the award-winning Ship Simulator Series, which has sold 600,000 copies and is available in 7 languages and in 20 countries. For more information on VSTEP, please visit [www.vstep.nl](http://www.vstep.nl).

## 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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