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security to be free

Sentinel JumpStart

Bringing a New Software Product to Market is a Complex Undertaking

You already know the many complexities of bringing your new software products to market. It takes a formidable effort and relentless attention to detail to maintain product and feature-level coordination between product development, marketing, operations, and the other functional teams involved in bringing your software product to market.

You also need to ensure operational readiness for a smooth, focused and integrated product release and subsequent delivery of the final product to your customers. Moreover, you want to provide the ultimate customer experience while maximizing value and ROI for both you and your customers. This was likely your rationale for deciding to implement a Gemalto Sentinel solution to manage your software licenses and entitlements. You made the right choice.

Implementing Sentinel Doesn't Need to be Difficult

Introducing any new system into your organization's operating processes isn't easy. In fact, because there are several functional touch points that affect multiple operating processes, it may seem like a daunting challenge. Gemalto can help you through the implementation process. The Sentinel JumpStart Implementation service is intended to streamline the process for new customers, and ensure you get it right the first time.

The Gemalto Professional Services team is available to assist you with the implementation of your entitlement and license management system. As experts in this field, we can help ensure that you drive maximum business value and ROI from your Sentinel implementation.

JumpStart Implementation Service

The Sentinel Jumpstart Service is designed to help new customers minimize setup time and ensure maximum utilization of their investment in Sentinel technology. A Gemalto Professional Services consultant will provide expert assistance with the initial set-up, installation, configuration, and testing of your new system. Your Gemalto consultant will also assist with deployment, testing, and finally, training.

Benefits

Reduce your implementation costs and risk by taking advantage of Gemalto's licensing and entitlement management expertise and established best practices.

Accelerate your time to market: Engaging Gemalto Professional Services will expedite the implementation process and minimize deployment time.
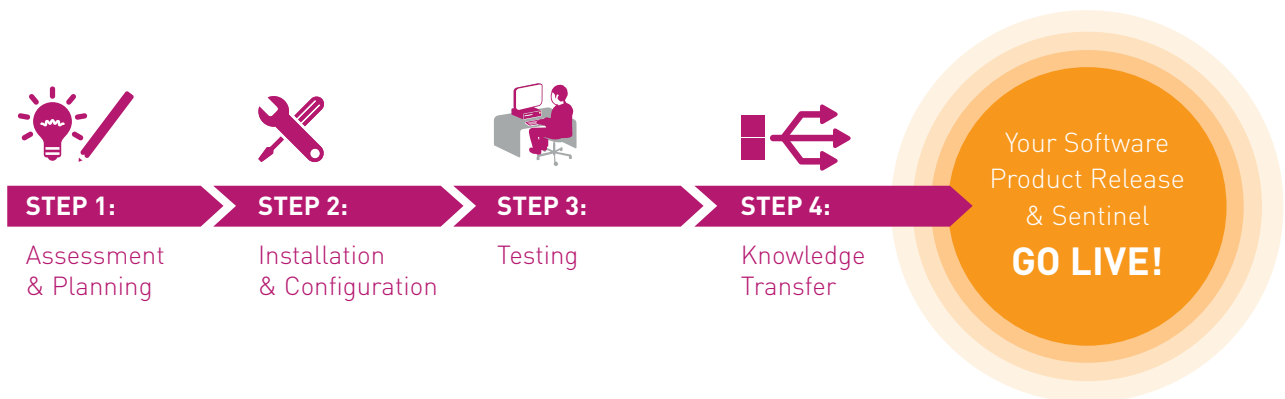
Benefits of the JumpStart Implementation Service

> **Reduce your implementation costs and risk** by taking advantage of Gemalto's licensing and entitlement management expertise and established best practices.

> **Accelerate your time to market:** Engaging Gemalto Professional Services will expedite the implementation process and minimize deployment time.

How the Sentinel JumpStart Implementation Service Works

Often times, investing in Sentinel solutions is coupled with an initiative to transform your software business. Important steps in this transformation process are to properly plan, configure and deploy the necessary technologies in your environment, to ensure the least amount of disruption to existing operational processes.

Each Sentinel implementation should integrate tightly with your software and support your unique business goals and workflows. We use a multi-step approach to ensure maximum business value and ROI from your Sentinel implementation.

STEP 1: Assessment & Planning

STEP 2: Installation & Configuration

STEP 3: Testing

STEP 4: Knowledge Transfer

Your Software Product Release & Sentinel **GO LIVE!**

Step 1: Needs Assessment and Planning

In the first phase of the project, our consultants will work with you to assess your current set up and workflows. It is during this step that we verify that all installation prerequisites have been met. The area of primary focus in this phase tends to be the back office, as IT systems are typically the most affected when deploying a new license management system.

Step 2: Installation and Configuration

In the second phase, we work on installing and configuring Sentinel solutions. Gemalto consultants will install and configure the Sentinel products you invested in to optimize your licensing solution. The appropriate products will be fine-tuned to ensure they are working in accordance with your corporate vision.

Step 3: Testing

In the third step, our licensing experts will work with you to ensure a thorough transfer of knowledge. This portion of the JumpStart Service includes user training on Sentinel terminology. We will also train users on how to set many parameters. Parameters that include:

> creating and defining users and roles.
> creating various license types including Trial, Perpetual, and Subscription.
> creating Products and Product Suites.
> generating and managing Customers and Contacts and creating and managing Reports.

You'll learn how to:
> use the WebServices API to complement the Sentinel GUI.
> use the End-User Portal.
> track user registrations, and create and manage channel partners.

We'll also show you how to:
> customize Sentinel templates for your company—including the email and license model templates.
> and manage the entitlement lifecycle.

Step 4: Knowledge Transfer

Prior to going live, we will perform a series of tests to ensure that you are ready to go live. You will be involved in the testing and have final test acceptance sign off. Following is a small sampling of the many internal tests we will perform:

> Database connection integration test
> Email exchange server and email test
> User authentication test
> Create Feature/Product tests
> License generation and Activation functionality tests for Sentinel RMS
> Various functionality tests including License / Activation, User Registration, and Revocation.
> Roles and User creation tests

To Ensure a Successful Deployment

> We assemble a Pro Services team that specializes in licensing and entitlement implementation
> We also assign a dedicated project manager to oversee the entire Sentinel JumpStart Implementation process and keep it on schedule.

How We Work

We recognize that meeting milestones and ensuring a successful deployment is critical – particularly for a new launch. Therefore, we assemble a Gemalto Pro Services team that specializes in licensing and entitlement implementation. We also assign a dedicated project manager to oversee the entire Sentinel JumpStart Implementation process and keep it on schedule. Your Gemalto project manager will:

> Act as the single point of contact while providing end-to-end direct project management
> Work with you to define the project scope, goals, and deliverables based upon your business objectives
> Communicate expectations to all project team members
> Monitor and report on project status, using a project tracking document, to keep all parties apprised of where the project stands at any point in time
> Escalate problems or concerns if necessary

Expert Software Licensing Consultants and Implementation Professionals

Many of the world's leading software companies and technology vendors trust our team of professionals to define, design, and deliver the industry's most sophisticated licensing ecosystems.

Each Gemalto Software Licensing Professional brings an unparalleled amount of experience with the industry's most complex licensing systems. Some of which manage millions of installed software seats including enterprise-level development tools from IBM Rational and Telelogic as well as CAD/CAM solutions from PTC.

Gemalto Software Licensing Professionals fully understand the need to focus on integrating your licensing solution with your business processes in a way that serves the myriad of organizational needs across your enterprise. To that end, we specialize in designing overall licensing solutions and sustainable programs. Our team of software and project management professionals is dedicated to tailoring Gemalto's industry-leading licensing and entitlement management solutions to best suit the business processes and back office systems unique to each organization.

Find out more

Request a no obligation, 15-minute phone consult to see if the Sentinel Jumpstart Implementation Service is right for you.

Complementary Service Offerings

Strategy Design & Architecture Development

Intended for software publishers in the midst of building or rebuilding their licensing strategy, this business process design and consulting service provides clients with a conceptual road map for their licensing needs.

Periodic Implementation Tune-Ups:

Intended for users of any commercially-available or homegrown licensing system, this service is designed to ensure you are taking advantage of all that your licensing system has to offer as your business goals and software products evolve. This service includes an assessment of your existing implementation as it relates to every level of the product lifecycle and a comprehensive set of recommendations for how to improve your implementation to save time, reduce costs, enhance the customer experience, or improve security.

For more information on Gemalto's complete portfolio of Software Monetization Solutions for installed, embedded, and cloud applications please visit www.safenet-inc.com/sentinel

Find Out More

Request a no obligation, 15-minute phone consult to see if our Back-Office Integration Service is right for you.

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