Energy automation, and substation automation in particular, is a highly competitive market with many global players. With increasing price pressures, higher product volumes, and increasing project requirements driving the need for more features, Siemens Energy Automation recognized the need to replace its legacy protection and licensing technology to more fully monetize and strengthen security for its SICAM product investments.

Background
A successful automation system is the foundation for a high level of functionality and flexibility. As part of Siemens Smart Grid, the company’s substation automation solution, SICAM, consists of several components, including SICAM PAS (Power Automation System) and SICAM PQS (Power Quality System).

Siemens Energy Automation SICAM PAS is a software-based data concentrator used as an automation and Intelligent Electronic Device (IED) integration platform. SICAM PAS is used by electric utilities in substations, generation plants and at SCADA control centers. SICAM PAS is also used with power distribution systems at industrial facilities. SICAM PQS analyzes the contents of fault records then generates fault location reports, post-disturbance review reports, and power quality reports.

Challenges
Siemens Energy Automation faced a number of business challenges related to licensing and delivery of its SICAM products. Even though Siemens Energy Automation employed software protection and licensing technology for its energy automation products, the technology was 10 years old. Increasingly, clients and potential clients were requesting to license the product with either more or less features – so the company needed to be able to ‘turn on’ or ‘turn off’ product features based on customer need. The aging technology presented security risks and limited the company’s ability to implement new licensing models.

Siemens Energy Automation also wanted to show an increased return on its development investments in the SICAM products. SICAM PAS is a high-value software offering ranging anywhere from 1,500 - 80,000 €, therefore securing the software and assuring revenue was mandatory.

Solution
Sentinel LDK with Sentinel EMS
Custom-Branded Sentinel HL Max Keys

Results
Quick implementation
Improved protection
Licensing flexibility for better response to market needs
Reduced operational costs & improved customer experience
Maximized ROI

"Every product should contribute to return on investment," stated Gerhard Fürst, PLM manager for SICAM PAS. "Software should not be installable free of charge. And that includes internal users whom should not be able to use the software randomly; it should not be freely available."
Results

Quick Implementation
When asked about the migration experience, Fürst responded, “The technology migration was implemented without obstacles and was a relatively quick process which we managed to accomplish within a six month minor release cycle.”

Strong Security Secures Revenue
Gemalto Sentinel LDK/EMS/HL provides the highest level of security for preventing intellectual property theft and enforcing licensing terms to prevent unauthorized use and inadvertent overuse by licensed users.

Customized Keys for Increased Brand Recognition
Gemalto custom branded its Sentinel HL Max keys with the Siemens logo for increased brand recognition once in the field.

Reduced Operating Costs & Improved Customer Experience
Feature-based licensing made possible via the Sentinel LDK Web server, helps Siemens Energy Automation better respond to market needs. In addition, when SICAM products and features are updated, the Sentinel HL keys in the field can be updated remotely, which not only improves the customer experience, it reduces production and operating costs.

Sentinel Helps Secure ROI
“Using Gemalto technology is an efficient way to secure our Siemens Energy Automation SICAM and will help us achieve our financial goals while maximizing the return on our development investments,” said Gerhard Fürst.

About Siemens Energy Automation

The Siemens Smart Grid Division offers power providers, network operators, industrial enterprises and cities an end-to-end portfolio with products and solutions to develop intelligent energy networks. Smart Grids enable a bidirectional flow of energy and information. They are required for the integration of more renewable energy sources in the network. In addition, power providers can run their plants more efficiently with data gained from Smart Grids. Software solutions that analyze data from Smart Grids will continuously gain importance. For further information on SICAM products for substation automation visit: http://www.siemens.com/sicam

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