Siemens AG Ensures License Compliance & Eases Support Burden with Gemalto Sentinel LDK

CASE STUDY

The Process Industries & Drive Division of Siemens AG deployed Sentinel LDK to securely license its process management software add-ons for SIMATIC WinCC, the company’s SCADA system. Sentinel LDK ensures license compliance and eases the support burden while also providing Siemens Process Industries and Drives with opportunities for business growth.

Background

The Process Industries & Drive Division of Siemens AG sells to the highly-competitive process industry including companies in the chemical, pharma, and food & beverage businesses.

As the primary interface between plant production and corporate management, the SIMATIC WinCC system is a key component in the digitization of industrial processes. The robust functions and available options for the SIMATIC WinCC can easily be expanded using SIMATIC WinCC Add-Ons:

PM-CONTROL—an industry-neutral control software for recipe management used by food manufacturers to manage recipes and ingredients necessary to produce its product. PM-CONTROL is also used by pharmaceutical companies to manage formulations and ingredients in the production of medicine.

PM-QUALITY—provides the user with a modular and industry-neutral archiving system for job or batch-related acquisition of process and production data.

Requirements

- Secure & Flexible Licensing Options
- Hardware—Software—and Cloud-Based License Enforcement Options
- Support for Virtual Environments
- Ability to Offer Demo Versions for Evaluation
- Remote Updates

Solution

- Sentinel LDK
- Sentinel HL Max Micro Hardware Keys
- Sentinel SL Software-Based Keys

Results

- Increased New and Existing Customer Revenue
- Streamlined Operations & Eased Support Burden
- Reduced Operational Costs

PM-ANALYZE—provides analysis and archiving of error sources or weak points in technical plants, reduction of plant standstill and maintenance times, and timely recognition of the effects of wear and tear.
The Results
When asked about the new Sentinel solution, Siemens Process Industries and Drives replied,

“With Sentinel, we have very secure licensing and our remote software updates are faster and more flexible.”

The addition of software-based license enforcement, using Sentinel SL, has made it possible for Siemens to win new customers by offering demo licenses with full functionality available for a limited time.

Siemens’ update business is also growing. Remote feature updates of licenses for both Sentinel SL and HL licenses in the field now require less support and Sentinel SL keys can be delivered electronically—resulting in streamlined internal processes.

Siemens is pleased that Sentinel LDK is flexible and can scale as customer needs change. As more and more Siemens customers move to Industrial Internet scenarios, Siemens appreciates that additional options like Sentinel Cloud Licensing are available for pure industry cloud services or on-premises applications.

About Siemens Process Industries and Drives

For more information on SIMATIC WinCC Add-Ons, visit: www.siemens.com/process-management

About Gemalto
Gemalto is the market-leading provider of software licensing and entitlement management solutions for on-premises, embedded, and cloud-based software vendors. Gemalto Sentinel is the most trusted brand in the software industry for secure, flexible, and future-proof software monetization solutions. For more information, visit: gemalto.com/software-monetization

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