SafeNet Software Licensing Consulting Services

As a software publisher, maximizing profitability hinges significantly on how well your license models meet the needs of the market and of your business. A well constructed licensing implementation will give your customers the tools they need to operate within the terms of their license agreements and help your sales teams more easily meet their revenue targets by limiting unauthorized and inadvertent over-deployment. While there are a myriad of technologies available for enforcing your licensing terms and conditions, developing an end-to-end architecture that meets your business goals while offering a clean customer experience is more than most licensing project leads bargained for.

Realizing the full potential of a licensing system is not simple. It requires involvement of multiple stakeholders across the organization from product management and engineering to operations, and even sales. It requires a vision, a plan, understanding best practices, attention to detail, managed execution, and constant optimization.

With a team of professionals responsible for the design, implementation, and management of some of the world's most complex enterprise licensing systems and the company's more than 25 years of experience in software licensing and entitlement management, SafeNet's professional services organization can help you scope, plan for, execute, and maintain the licensing system right for your business today, tomorrow, and beyond.

SafeNet Service Catalog

Consulting Services:

- *Software Licensing 101: Discovery & Planning*

- *Licensing System Appraisal & Optimization*

- *Licensing System Design & Architecture*

Implementation Services:

- *Licensing Integration*

- *Web Application Configuration & Personalization*

- *SafeNet Product Back Office Integration*

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SafeNet understands that licensing is a unique experience for every organization, with distinctive business goals and custom business process. More often than not, the challenge in making licensing work is not a technical problem, it is a business integration problem. Nobody understands this better or can offer more real-world licensing process design experience than SafeNet. A successful implementation starts with good, customer-focused planning. Our team of highly qualified consultants takes a top down approach by helping you define your licensing philosophy through the identification of actionable business objectives and clear go-forward licensing policies and workflows

Whether you struggle with an existing implementation or you aim to define a new strategy from zero, SafeNet's Software Licensing Consultants are dedicated to helping you achieve your licensing vision. The team specializes in transforming your licensing vision into clear business objectives, assessing the state of your current licensing processes, and defining a clear set of requirements for achieving your new or evolved licensing vision. Once your vision is secured and the objectives are agreed upon across the organization, our dedicated team of Software Licensing Consultants will work with you to create the blueprints for your vision.

Software Licensing 101 Workshop – Discovery & Planning

For software publishers new to licensing, an industry-leading Software Licensing Consultant will guide you through a comprehensive set of software licensing best practices, covering topics such as traits of successful licensing implementations and common shortcomings of failed licensing projects. The consultant will then help you conduct an internal assessment of the business goals for your licensing system and go on to use these goals to define an actionable licensing strategy. You will find SafeNet's hands-on approach to be deeply focused on your customers, your business processes and your organizational needs.

A typical Software Licensing 101 engagement is a three day interactive works session with a dedicated Software Licensing Consultant. At the end of the workshop, you will have a clear licensing vision for your organization built around your top-down corporate licensing philosophies and influenced by SafeNet's decades of making real licensing systems work.

Licensing System Appraisal & Optimization Consultation

Software licensing is an ongoing process. Business models are constantly evolving and customer demands are always increasing. Many software publishers have an existing licensing strategy in place but may find it difficult to manage, too expense, lacking in functionality, or incapable of adapting to new business goals. SafeNet's Software Licensing Consultants specialize in system design and optimization. Whether you know how your licensing strategy needs to evolve or you just know there is a broken process somewhere, a SafeNet Licensing Consultant will clarify your organizations new or additional business goals for licensing, conduct an assessment of your existing licensing processes and then define an actionable plan for evolving your licensing strategy.
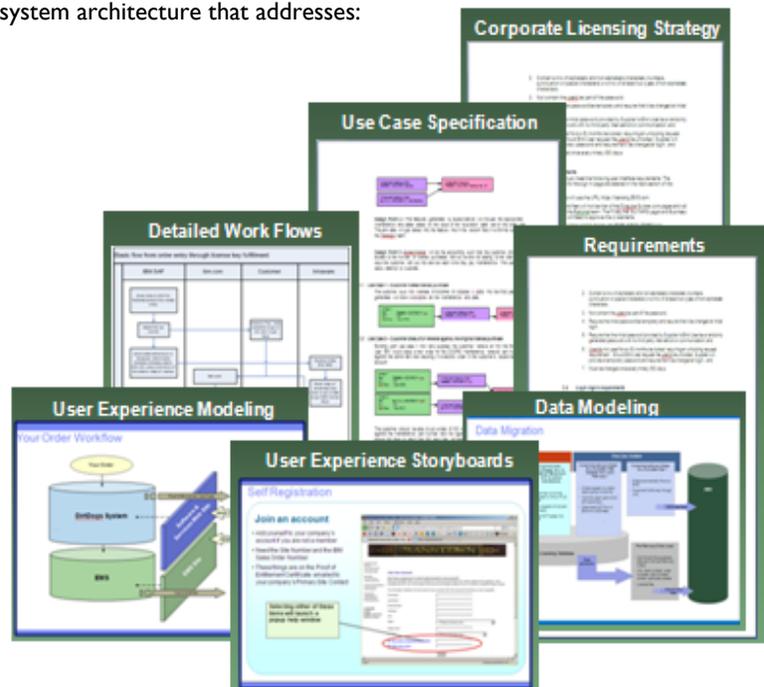
A typical Licensing System Appraisal & Optimization Consultation engagement is a three day interactive workshop with a dedicated Software Licensing Consultant. At the end of the engagement you will have a thorough understanding of what specifically needs to be addressed to improve your existing implementation, how to achieve you new or evolved business goals, and a clear vision for enabling you to move on into the system redesign process.

Licensing Architecture & Solution Design Consultation

While defining the business goals and vision are critical components to developing or evolving any licensing strategy, turning high-level requirements into detailed and actionable plans is another challenge in and of itself. SafeNet's team of Software Licensing Consultants has been responsible for designing some of the world's most complex licensing systems. Your dedicated Software Licensing Consultant will use the organization's defined business goals to design an end-to-end licensing system architecture that addresses:

- Business Integration
- End-to-end Fulfillment Processes
- Back Office Design
- Customer Experience
- Sales Impact
- Business Intelligence
- Security
- Product design
- License models
- Use case definition
- Detailed user workflows
- Data migration planning
- Business Agility

A Licensing Architecture & Solution Design Consultation is typically multi-week engagement in which SafeNet will take a business process focused approach to developing your licensing system blueprints. At the end of the engagement you will have a detailed corporate licensing strategy, a comprehensive set of requirements and use cases, detailed user work flows and experience models, data migration plans, a customer rollout plan and more. SafeNet can also leverage its unmatched level of experience in owning real licensing systems to develop your licensing policies document that you can use to keep your internal organizations and customers well-informed.

SafeNet's Software Licensing Consultants

SafeNet's Software Licensing Professional Services Organization features the industry's most sought after software licensing system design, implementation, optimization, and management experts. SafeNet's team of Software Licensing Consultants have been trusted by the world's largest software and technology vendors to define, design, and deliver some of the industry's most sophisticated licensing ecosystems.

Each of SafeNet's Software Licensing Consultants bring an unparalleled amount of experience designing, launching, and managing some of the industry's most complex licensing systems that manage millions of installed software seats including enterprise-level development tools from IBM Rational and Telelogic as well as CAD/CAM solutions from PTC. SafeNet's Software Licensing Business Consultants fully understand the need to focus on integrating your licensing solution into your business processes in a way that serves the myriad of organization needs across your enterprise. SafeNet specializes in designing overall licensing solutions and sustainable programs.

SafeNet is proud to guide software and technology vendors through the entire life of their licensing project. With SafeNet's complete portfolio of Software Licensing Professional Services customers are able to achieve and maintain an end-to-end licensing implementation right for their business today, tomorrow, and beyond.