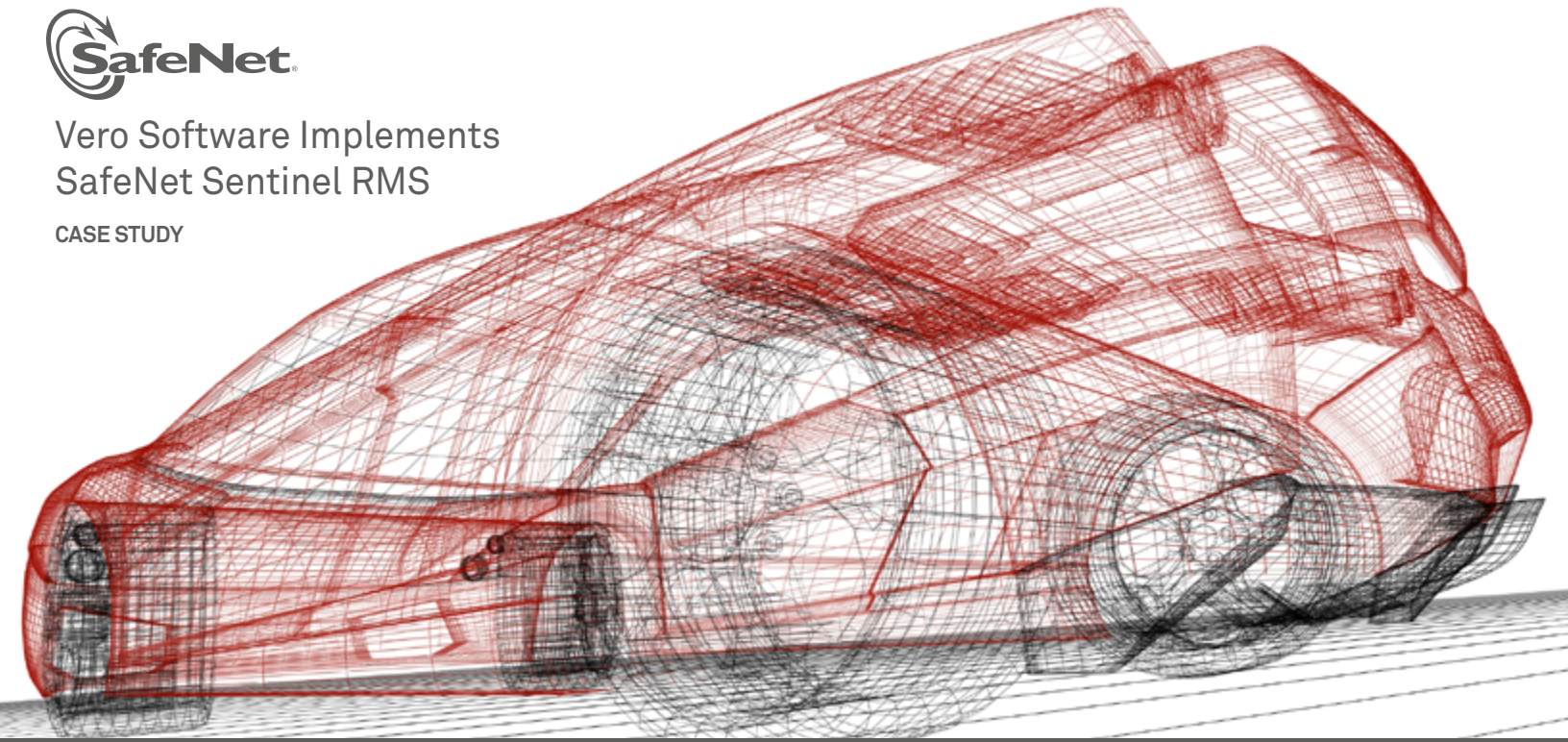![SafeNet]

Vero Software Implements SafeNet Sentinel RMS

CASE STUDY

Vero Software Simplifies Distribution and Reduces Costs with Sentinel RMS

Business Challenge

Vero originally used a variety of different software licensing systems for their applications. Most were based on USB dongles, along with home-grown solutions for managing network licences.

"We wanted to simplify software license distribution, reduce dongle costs and improve cash collection. Technically we needed to manage licensing in a consistent way for all products, and improve the overall management of licences, and in particular network licensing," said Gerard O'Driscoll, Research & Development Director, Vero.

The use of different licensing methodologies created inefficient processes and support problems for Vero. Disparate systems required their own maintenance and upkeep, as well as having additional costs. Standardizing licensing across all products could lower costs for support, deployment, and integration.

Additionally, the need to ship dongles meant that Vero could never distribute their applications online. The need to mail tokens caused a delay in customers' receipt of the application, and ability to use the software. Finally, the need to develop a solution for the management of network licensing created an added expense and caused delays to their product launches.

Solution

After evaluating numerous third party licensing vendors, Vero chose SafeNet Sentinel RMS to protect all of the company's products, namely VISI, PEPS, SMIRT and Machining Strategist.

Business Challenges
- Simplify software license distribution
- Manage licensing in a consistent way for all products
- Improve management of network licensing

Solution
- SafeNet Sentinel RMS

Results
- The tracking and management capabilities of Sentinel RMS allowed for valuable customer insight on usage and entitlements.
- With software-based licensing, Vero can deliver software to end user more quickly and at a reduced cost.
- Robust protection for CAD/CAM/CAE software

![Vero Software]

The Rewards

Improved Customer Service

"Implementation of Sentinel RMS is part of a bigger system that has improved contact with our customers, increased maintenance revenues and reduced software distribution costs."

-Gerald O'Driscoll, Research & Development Director, Vero

The tracking and management capabilities of Sentinel RMS enable Vero to gain valuable insight on customer use and entitlements. This improved management enables quicker reaction to customers' needs and superior customer service.

Vero will be generating both standalone and network licenses. The Sentinel RMS development kit has an easy to install, cross platform license server that requires no configuration and installs in less than a minute. With RMS, Vero is able to minimize the impact of network licensing on their customers and lower support costs involved in configuring a complex license server.

Reduced Costs

With Sentinel RMS, Vero is able to deliver software to end users more quickly. Without the administrative requirement of shipping dongles, software delivery can be automated through online processes. RMS has enabled Vero to offer customer-driven fulfilment with no user intervention required, increasing the speed of software delivery while improving the customer experience.

Outstanding Support

"SafeNet was very quick to respond and assist us through our product evaluation pre-sales process, as well as after purchase through our implementation. Sentinel RMS also came highly recommended by existing users," said Mr. O'Driscoll.

In addition to the prompt pre-sales support Vero received, the company has access to technical support via telephone, email, and Internet. Online resources are also available through the Sentinel Integration Center to assist with the implementation process.

About Vero UK Ltd.

Vero UK Ltd., a fully owned subsidiary of Vero Software Plc, develops and distributes CAD / CAM / CAE software for aiding the design and manufacturing process in sectors of industry with a knowledge driven focus on Mould & Die. The specific sectors include the design and manufacture of plastic injection moulds, sheet metal stamping dies, progressive dies, shoe moulds, electrode production, multi-axis laser cutting, Wire EDM and others. These widespread product types are in turn to be found in a multitude of manufacturing industry sectors such as automotive, electronic, medical, white goods and aerospace.

The company distributes its products through its subsidiaries in the UK, Italy, USA, Canada,France, Japan and China, and through a network of specialist dealers and resource centres. A 10% increase in revenues to £13.9 million in 2008 marked Vero's 20th year of continuous growth, with approximately 40% of sales in Europe, 40% in Asia and the balance in North America. Visit http://www.vero-software.com for more information.

SafeNet Sentinel SRM Solutions

SafeNet has more than 25 years of experience in delivering innovative and reliable software protection, licensing, and management solutions to software and technology vendors worldwide.

Easy to integrate and use, innovative, and feature-focused, the company's family of Sentinel® solutions are designed to meet the unique license enablement, enforcement, and management requirements of any organization, regardless of size, technical requirements or organizational structure.

Only with SafeNet are clients able to address all of their antipiracy, IP protection, license enablement, and license management challenges while increasing overall profitability, improving internal operations, maintaining competitive positioning, and enhancing relationships with their customers and end users.

With a proven history in adapting to new requirements and introducing new technologies to address evolving market conditions, SafeNet's more than 25,000 customers around the globe know that by choosing Sentinel, they choose the freedom to evolve how they do business today, tomorrow, and beyond.

To learn more, visit:
www.safenet-inc.com/sentinel