



Industrial Wireless Automation Provider CoreTigo Chooses Thales Sentinel for Software Licensing and Data Insights

The solution provider can
differentiate software pricing
and track usage



CoreTigo, a pioneer in the field of Industrial Wireless Automation, is revolutionizing the industrial automation sector by enabling real-time seamless and flexible cable-free communication for both control and monitoring of machines and production lines. An integral component of this IIoT innovation is their TigoEngine—a powerful IO-Link Wireless engineering tool that allows customers to design, configure, and manage wireless networks. Headquartered in Israel, CoreTigo's wireless connectivity solutions are deployed worldwide at manufacturing and logistics facilities ranging from food and automotive, metal working, consumer packaged goods, and others.

CoreTigo chose Thales Sentinel as their software licensing platform for the TigoEngine based on its strong reputation in the market. Below is CoreTigo's experience using Thales Sentinel licensing.

Business Model and Licensing Needs

CoreTigo operates under both direct sales and distribution models, with an extensive global network of distributors. Sentinel License Development Kit (LDK) enables CoreTigo and its partners to track activations, monitor license usage, and manage available licenses—ensuring a high level of transparency and control.

TigoEngine uses two licensing models:

- a) A standard perpetual license, or
- b) An annual license with add-on enterprise functionalities

Licenses are managed and delivered via Sentinel LDK with support for offline activation—a key requirement for industrial customers operating in secured or disconnected environments. CoreTigo's goals for software licensing included the following:

- 1) **License usage visibility.** CoreTigo wanted to monitor how licenses were consumed by their end users, and a means for their distributors to monitor their customers' license usage, especially as they are purchased in bundles.

- 2) **Flexible licensing models.** CoreTigo not only needed licensing that could suit both perpetual and time-based models – they also needed support for both offline and online.
- 3) **Commercial scalability.** CoreTigo required a commercial-grade licensing platform that would protect their intellectual property and enhance their ability to distribute their software components among their diverse customer and partner ecosystem.

“ We can now see, in real time, how many purchased licenses have been used and how many remain available, providing us with valuable insights.”

– **Gabi Daniely**
CoreTigo's Chief Strategy & Marketing Officer

Solution

CoreTigo selected Thales Sentinel LDK SL (software licensing) to handle activations and tracking. This setup provides a secure, flexible, and scalable foundation for their software business model. Key reasons behind the choice of Thales Sentinel included:

- **Industry reputation and reliability:** CoreTigo was familiar with Thales' strong presence in the software licensing and monetization space, particularly within their region and industry.
- **Flexibility and scalability:** Sentinel's support for offline activations, varied license types, and hardware integration aligned perfectly with CoreTigo's hybrid product model. Moreover, within a few months of implementing Sentinel, CoreTigo extended its use to work through Docker-based deployment, providing even greater operational flexibility.





- **Actionable insights:** The ability to export usage data and share it with distributors offered CoreTigo valuable business intelligence for planning and tracking. "Using Sentinel, we gained the capability to issue, activate, and manage licenses efficiently for both direct and partner-driven sales," points out Gabi Daniely, CoreTigo's Chief Strategy & Marketing Officer. **"We can now see, in real time, how many purchased licenses have been used and how many remain available, providing us with valuable insights."**
- **Enhanced Customer Experience:** The streamlined activation process and offline support improved usability for industrial customers operating in secure or disconnected environments.

Summary

CoreTigo's success with Sentinel is evident. The partnership drove a rapid and efficient development and integration, it improved distributor satisfaction through transparent license tracking, raised customer satisfaction through efficient activation management, and gained sales-driven actionable business insights from license usage data.

"The collaboration between CoreTigo and Thales Sentinel exemplifies how we could efficiently leverage a strong licensing management platform to protect our assets and improve customer experience," emphasized Daniely. Thales Sentinel enhanced CoreTigo's licensing operations—delivering the flexibility, visibility, and control needed to succeed in the fast-evolving industrial automation landscape.

About Thales

Thales is a global leader in cybersecurity, helping the most trusted organizations protect critical applications, data, identities, and software anywhere, at scale. Through Thales' integrated platforms, customers achieve better visibility of risks, defend against cyber threats, close compliance gaps, and deliver trusted digital experiences for billions of consumers every day.

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