Case Study

Building Designer Edilclima Protects Software, **Migrates to Cloud Licensing** with Thales' Sentinel

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Edilclima produces sustainable design software solutions to arrange the power, acoustics, and fire prevention for new buildings, harnessing Building Information Modeling (BIM) and Computer-Aided Design (CAD). Edilclima wanted to protect their software IP from piracy and safeguard against unlicensed usage. To do so, they searched for a reputable, secure software licensing platform and found Thales' Sentinel met these needs.

Implementation: From Homegrown Manual to Sentinel Automated

Edilclima started using Sentinel in 1996. Prior to Sentinel, Edilclima needed to manually configure all software features and processes using their homegrown CRM platform. Once Edilclima moved to Sentinel, the Thales professional service team advised them on how to create custom API connector components to implement and automate the following Sentinel features:

- A free trial that converts to a paid subscription
- Initial orders, including updates to new orders.
- Subscriptions
- Renewals
- Activations or revoked activations (cancelations)
- Offline software access

Alll integrations and implementations were supported by Thales' "quick, positive and efficient professional service team," said Fabio Valeggia, Edilclima R&D Director.

An Array of Licensing Options: From Hardware Keys to On Prem

While Edilclima's need for licensing was focused on protection, they also benefited from Sentinel's variety of licensing delivery types. Edilclima initially used Sentinel LDK hardware key dongles (LDK HL) for their licenses, and after a few years they migrated to using on-prem LDK software licenses (LDK SL). By installing the file on prem, they eliminated the many manual processes as well as production and shipping costs associated with hardware key licenses. Specifically, they no longer needed to burn each license onto a hardware key and then mail it. Instead, they could issue software licenses and upgrades automatically within minutes via a customer portal. Customers loved

software licenses because they could begin using the product or any upgrade immediately. Moreover, since software license implementation requires less customer support involvement than hardware keys, support ticket submissions dropped by 20%, resulting in significant cost savings.

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Once comfortable with software licensing, Edilclima also added LDK CL, the Sentinel cloud licensing option. With no need to download the license file, **cloud licensing is an even faster license delivery than SL**. Given its delivery speed, Edilclima plans for all licensing to be migrated to the cloud over the next few years. By using the hybrid licensing model that includes all three delivery options – HL, SL, and CL - **Edilclima can migrate to the cloud at a pace that works for them and their customers**.

> **"We continually trust Thales' Sentinel security and appreciate their ability to offer different licensing delivery options as well as a variety of business plan models," exclaims Fabio Valeggia, Edilclima R&D Director.**

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Future Business Growth

Beyond offering hardware, software, and cloud licensing, Edilclima also plans to **leverage Sentinel to expand into different business models**. Specifically, they are looking to use Sentinel EMS, the Entitlement Management System, to **implement flexible packaging plans to diversify their offering**. In doing so, they will appeal to a wider variety of markets while offering licensing backed by world-renowned Thales' security.

Having worked with Thales for nearly two decades, Thales was Edilclima's natural choice for moving licensing fully to the cloud. "We continually trust Thales' Sentinel security and appreciate their ability to offer different licensing delivery options as well as a variety of business plan models," concluded Valeggia.

About Thales

Today's businesses and governments depend on the cloud, data and software to deliver trusted digital services. That is why the most recognized brands and organizations around the world rely on Thales to help them protect sensitive information and software wherever it is created, stored or accessed – from the cloud and data centers to devices and across networks. As the global leader in data security and software licensing, our solutions enable organizations to move to the cloud securely, achieve compliance with confidence, create more value from their software and deliver seamless digital experiences for millions of consumers every day.