THALES

How Eocortex Reduced Costs and Improved User Experience with Sentinel

Even Security Surveillance Software Needs Security

Eocortex's innovative and customizable security solutions include some of the most advanced features on the global video surveillance market. The software made by Eocortex has the ability to recognize faces, monitor and count crowds, search for suspects, and detect loud sounds, fires, and sabotage.

Surveillance technology is a highly competitive market, in part due to the advanced technology required to develop effective software. Eocortex distinguishes itself from its competitors by putting special emphasis on providing an optimal user experience.

The industry is complex, with being able to serve multiple types of customers a key factor. Since their systems are modular, Eocortex is able to extend their capabilities to suit virtually any sector: banks, hospitals, airports, railway stations, industrial plants, retail centers, schools and many more. Their software works with thousands of different models of cameras from 168 different manufacturers, and their technology enables them to provide a full service while simultaneously reducing the load on customers' servers significantly.

With such a sophisticated product, Eocortex knew that protecting their software against illegal duplication was critical to their success. Their software provides unique value, and enabling it to be easily copied could undercut the whole way the company does business. As Rustam Salimzibarov, Chief Development Officer of the company observed, "the issue of protection against illegal copying has become vital for the company."

"A flexible licensing system makes a unique commercial offer, and automating the creation and delivery of a license reduces its own costs," says Rustam Salimzibarov, Chief Development Officer of Eocortex.

Integrating Hardware and Software Security

Initially, Eocortex used a different licensing company for hardware keys. Over time, they started using Sentinel for software licensing, while continuing with their other provider for hardware licenses. Having two vendors became difficult, eventually. Working with two separate vendors was expensive, and difficult for their developers.

Most importantly, their soft key provider couldn't meet their technical needs; their offer didn't provide protection on virtual machines and lacked the memory necessary for the large projects Eocortex took on. They weren't able to offer the services Eocortex needed to succeed.

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– Rustam Salimzibarov, Chief Development Officer, eocortex

Eocortex needed to turn licensing around, from a liability to a unique advantage – something that would push them forward, and help them grow. As Rustam Salimzibarov, Chief Development Officer of the company, observed, "we needed a single solution that would provide both software and hardware security keys...as well as flexible licensing options and full automation of the license life cycle".

When they looked at their options, the team at Eocortex realized that Sentinel was able to offer all the features the competitor could not: flexible licensing options including floating licensing and license management for up to 4,000 cameras. Rustam Salimzibarov noted "this solution better met all our requirements and we already had a positive experience in using Sentinel."

Why Sentinel Works for Eocortex

Eocortex uses a variety of services from Sentinel, including licensing management, floating licensing, hardware and software licenses and integration capabilities. Sentinel's systems integrate with Eocortex's accounting system to automate all processes related to licensing. Eocortex's customers receive an email with an activation code, enter it after installation – and instantly obtain a license.

"This integrated approach to security has been well received in Western markets: Belgium, Germany, Italy and so on," says Rustam Salimzibarov. "Thanks to the operational assistance of the Gemalto technical support service, we are developing according to our long-term security development plans."

How has the transition helped the company's bottom line? "We have significantly reduced our own costs and improved user experience," says Rustam Salimzibarov. "Just recently we launched a beta test for a feature we are planning to add in the near future: information about all the licenses a user has obtained that can be accessed through each user's personal account on our website. We plan to implement this feature in future versions."

Thanks to Sentinel, Eocortex enjoys greater flexibility, a decrease in overhead and significant improvement of the usability.

About Eocortex

Eocortex provides robust video surveillance solutions to organizations, companies and institutions all over the world. Their surveillance software, intellectual functions and network video recorders feature the most advanced capabilities on the market, including face recognition, crowd monitoring, loud sound detection and much more.

About Sentinel

Sentinel is the leading global brand for software licensing, delivery and protection. Our solutions help customers generate new revenue streams, improve operational efficiency, increase customer satisfaction and gain valuable business insights.

About Thales

The people you rely on to protect your privacy rely on Thales to protect their data. When it comes to data security, organizations are faced with an increasing number of decisive moments. Whether the moment is building an encryption strategy, moving to the cloud, or meeting compliance mandates, you can rely on Thales to secure your digital transformation.

Decisive technology for decisive moments.