

# Licensing Success Stories: Geocap Shifts from Flexera to Sentinel

## Customer Profile

Founded in 1998, Geocap AS provides mapping, modeling and visualization solutions to geoscientists in their work with geospatial and geological data.

The company's primary product is a 3D visualization and modeling tool customized for different industries' specific needs. Geocap displays oil and gas related data such as wells and seismic interpretations and calculates continental shelf limits. It has been central in several government continental shelf limit line submissions to the United Nations, as well as to different government authorities throughout the world.

The Geocap AS main office is located in Oslo, Norway, with branches and customers throughout the world.

## Business Challenge

Like most software vendors, Geocap AS needed a licensing solution in order to control their licensing terms and conditions. The company originally chose FlexNet Publisher (FNP), a licensing platform sold by Flexera. Unfortunately, Geocap was dissatisfied with FNP for a variety of reasons.

"The FNP administration tools were insufficient and lacked vital technical features to assist us in tracking licenses. After years of using Flexera to generate various licenses, including demo licenses, we ended up with hundreds of license files strewn all over the place. There was no comprehensive means of keeping track of license data with regards to clients, expiry dates, features, etc, which lead to costly administrative overhead," said Anders Moe, Technical Manager, Geocap.

Geocap also felt that FNP lacked intuitive server management tools which made server connection problems at customer sites more complex to resolve. FNP lacked utilities to automate license generation and renewal. Geocap realized that switching to another license management solution could help them to better meet their needs.



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– Anders Moe, Technical Manager, Geocap

## Solution

When they evaluated Thales Sentinel to replace Flexera, Geocap found that Thales Sentinel solutions offered a complete set of utilities and variety of beneficial features, backed by exceptional support.

### Improved Management of Licenses

Working with Thales Sentinel provided Geocap with the flexibility to meet their licensing needs.

"Thales Sentinel RMS provides a flexible solution to our licensing requirement by providing a comprehensive API for the underlying license generation mechanism. Using this, together with our own GUI we've made a lightweight CRM system that manages companies, branches, and contacts together with the licenses created for all clients. Everything is stored in a database and this program makes it easy to keep track of business critical data, such as which clients will soon have expiring licenses. By supplying the API Thales provides excellent possibilities for tailor-made solutions," said Mr. Moe.

### Multiple Licensing Options

The Sentinel products support the widest range of license models, enabling Geocap to create and enforce licensing terms according to business needs.

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### Cross Platform Support

Sentinel also provides support for multiple operating systems and development environments. This enables Geocap to use a consistent licensing platform across all products.

### Outstanding Technical Support

"We had a good experience implementing Sentinel. The documentation was comprehensive and helpful. Additionally, we have found technical support to be excellent," said Mr. Moe.

The Thales Service Pledge ensures that Geocap consistently receives the highest level of support. In addition to outstanding pre-sales support, the company has access to technical support via telephone, email, and internet. Online resources are also available through the Sentinel Integration Centre.

## Geocap Replaces Flexera with Thales Sentinel

### Customer Profile:

- Developer of software and services for the oil and gas industry as well as international maritime institutions

### Business Challenge:

- Unsatisfied with Flexera due to inflexible features and difficulty of management
- Needed a solution that would easily integrate with other systems and enable simplified licensing processes

### Solution:

- Thales Sentinel RMS

## Conclusion

Due to technical shortcomings of Flexera's FNP, Geocap sought an alternative software license management solution. Thales Sentinel was able to meet their needs with multiple flexible licensing options, cross platform support, and comprehensive APIs.

"With Sentinel, we feel we've invested in a system that will be actively developed to accommodate future changes," said Mr. Moe.

## 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.