

Siemens Digital Industries Process Automation Ensures Compliance, Improves Efficiency with Thales Sentinel

Background

The Digital Industries Process Automation division of Siemens AG sells to the highly-competitive process industry, with customers including companies in the chemical, pharma, and food & beverage businesses.

As the primary interface between plant production and corporate management, the SIMATIC WinCC system is a key component in the digitization of industrial processes.

The robust functions and available options for the SIMATIC WinCC can easily be expanded using SIMATIC WinCC Add-Ons:

- **PM-CONTROL**—an industry-neutral control software for recipe management used by food manufacturers to manage recipes and ingredients necessary to produce its product.
- **PM-CONTROL** is also used by pharmaceutical companies to manage formulations and ingredients in the production of medicine.
- **PM-QUALITY**—provides the user with a modular and industry-neutral archiving system for job or batch-related acquisition of process and production data.

Requirements

- **Secure & Flexible Licensing Options**
- **Hardware, software and Cloud-Based License Enforcement Options**
- **Support for Virtual Environments**
- **Ability to Offer Demo Versions for Evaluation**
- **Remote Updates**

Solution

- **Thales Sentinel LDK**
- **Thales Sentinel Hardware and Software-based Keys**

Results

- **Increased Revenue for new and existing customers**
- **Streamlined Operations & Eased Support Burden**
- **Reduced Operational Costs**

- **PM-ANALYZE**—provides analysis and archiving of error sources or weak points in technical plants, reduction of plant standstill and maintenance times, and timely recognition of the effects of wear and tear.
- **PM-MAINT**—is an industry- and technology-neutral maintenance planning tool for use in the preventive maintenance close to the shop floor of production facilities.

As a long-time user of Thales Sentinel hardware-based licensing technology, Siemens sought to add more flexibility while continuing to securely license its process management software and in particular its unique add-ons which offer such a strong competitive advantage. Siemens' first step in finding a license management solution for its software add-ons was to determine what it was looking for in an improved licensing system.



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Licensing Requirements

Because its software is deployed worldwide and sold through its direct sales force as well as various machine manufacturers, Siemens determined that secure licensing continued to be a top priority. The company needed a high level of control over license delivery—to avoid misuse, to maintain license compliance, and to ensure channel partner compliance when dealing with end customers.

In addition to security, however, Siemens was looking for licensing to drive their business forward. Some of the features they needed included: support for more environments, including virtual machines, with hardware and software-based licensing, demo versions of software, and remote updates. Finally, Siemens needed licensing that would scale with them, supporting evolving industrial applications including constantly-shifting cloud-based services.

The Solution

Siemens Digital Industries Process Automation chose a Thales Sentinel solution for its SIMATIC WinCC Add-Ons because its technology is both proven and flexible, enabling Siemens to meet their needs both today and in the future. The Thales solution includes different types of technology keys to enforce licensing.

The Results

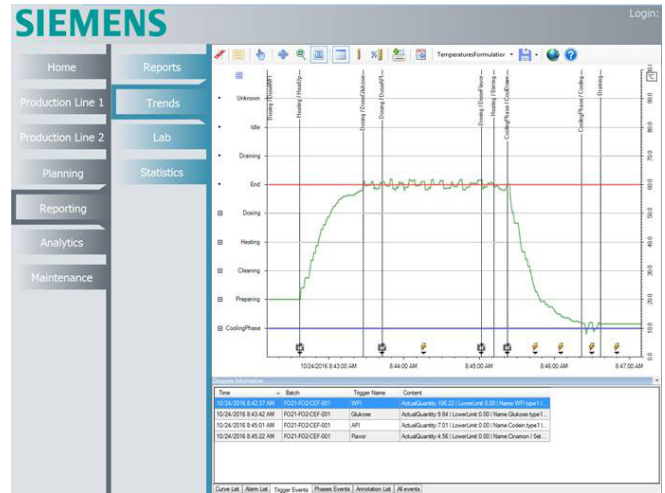
When asked about the new Thales Sentinel solution, a senior member of the team working on the project at Siemens replied:

"With Thales Sentinel, we have very secure licensing and our remote software updates are faster and more flexible."

The addition of software-based license enforcement to the existing hardware-based solution, has made it possible for Siemens to win new customers by offering demo licenses with full functionality available for a limited time. This enables potential customers to understand for themselves the value they can gain by using Siemens' products, and helps them to grow their revenue.

Siemens' update business is also growing. Remote feature updates of licenses for both Thales Sentinel-enabled licenses in the field now require less support and Sentinel keys can be delivered electronically—resulting in streamlined internal processes.

Siemens is pleased that the Thales licensing solutions are flexible and can scale as customer needs change. As more and more Siemens customers move to industrial internet scenarios, Siemens appreciates that additional options like Sentinel Cloud Licensing are available for pure industry cloud services or on-premises applications.



About Siemens

Siemens Digital Industries is a leader in the global industrial automation and digitalization space. Working across industries, with both customers and partners, they lead digital transformation in the discrete and process industries. For more information, please visit <https://new.siemens.com/global/en/company/about/businesses/digital-industries.html>

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.