SCHUHFRIED was planning new versions of their flagship VTS products. As a part of that process, they wanted to introduce multiple industry-specific versions of their tests to better meet their customers’ needs. Since each of the industries their customers are in is unique, different customers needed different versions of the same system, and SCHUHFRIED wanted to be able to meet their specific needs.

SCHUHFRIED had been using a legacy licensing technology to protect their software. Over time, they found that their existing licensing system was not particularly reliable or effective, due to limited functionality and error-prone processes.

The company recognized the need to find a better way to secure and more efficiently monetize the valuable intellectual property in their software in the 68 countries throughout the world that use their testing in more than 31 languages.

SCHUHFRIED also needed the ability to license specific features and tests, as well as to copy protect and enforce license compliance to prevent unauthorized use of the VTS software once in the field. Essentially, their software was cutting-edge, and they needed their licensing to match.

“Since the introduction of Thales Sentinel, licensing of the Vienna Test System has been virtually trouble-free,” stated Mr. Eberhartl. “Using the Thales Sentinel solution, we can license VTS more easily and more securely.”

— Thomas Eberhartl, Chief Operation Officer, SCHUHFRIED
The Solution

SCHUHFRIED researched their options for a new software protection and licensing solution. After careful consideration, the company chose to replace their legacy solution with Thales Sentinel.

“One of the reasons we chose Sentinel is because we received very good presales support,” said Mr. Thomas Eberhartl, Chief Operation Officer at SCHUHFRIED. “We very quickly realized that Thales Sentinel would be a good partner. The references of the product itself were also crucial. We sell the Viena Test System worldwide and therefore had to rely on a licensing technology that had a certain reputation and could ensure that our customers stayed compliant.”

SCHUHFRIED uses Thales Sentinel products to protect and license their many products. SCHUHFRIED needs to maintain one set of code for the VTS software which contains all of the many psychological tests and special features or modules. The company uses the Sentinel feature-based licensing functionality to create and package specific VTS software versions and to define which parts of the software and tests each version will contain. This helps them to meet the goal they had set of being able to offer distinct versions of their software to different audiences.

Thales Sentinel also enables SCHUHFRIED to license their software for use on a single workstation or to supply floating licenses for multiple simultaneous users to access the VTS software, which can be hosted on a server either by the customer or by SCHUHFRIED. This flexibility is important to today’s customers, whose ways of working change quickly.

In addition, SCHUHFRIED also automated their internal order and fulfillment processes by integrating their ERP system with Thales Sentinel. “Employees of the SCHUHFRIED back office give orders in our ERP program and receive an ‘almost’ automatically fired dongle,” said Mr. Eberhartl.

The first stage of implementation took six months, with the final touches and back-office integration of Thales Sentinel another few months. “Throughout the implementation phase, we were well looked after by Thales Sentinel. I would describe the support as exemplary and exceptional,” said Mr. Eberhartl.

The Results

Sentinel provides SCHUHFRIED the ability to provide the appropriate VTS software licenses and entitlements to each of their customers, using the Thales Sentinel licensing technology to enable specific features and psychological tests, without engineering involvement.

With the flexibility to license features and psychological tests using Thales Sentinel, SCHUHFRIED can create and package their software for specific market segments and customer needs, enabling them to expand their market reach, and maintain their position as a leader.

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