

ScredIN Chooses Thales for Secure, Automated Software Monetization

Thales' Sentinel Facilitated
Faster and Easier Scaling

cpl.thalesgroup.com

THALES
Building a future we can all trust

ScredIN, an Ingerop incubator, is a smart data cybersecurity software startup. Based in France, ScredIN produces data security software for Industry 4.0, smart cities, and smart construction, specifically from BIM/CIM/PLM digital engineering. Ingerop initially selected ScredIN to produce software for its engineering initiatives in 2020, and then tasked ScredIN to secure and monetize that software in 2021. Partnering with Thales, ScredIN went live with three products — ScredIN DESKTOP, ScredIN PROJECT, and ScredIN SHAREPOINT.

Top Priority Needs

ScredIN needed a highly secure software monetization platform that integrated with its EU-compliant data encryption engine, ecommerce site and CRM. Operationally, like most cybersecurity startups, ScredIN was expecting to implement automation incrementally over time. They planned to automate as much of the end-to-end CX as possible—from PoC to account activation—to achieve full operational autonomy.

With these requirements in mind, ScredIN pursued a software monetization platform that provided the following:

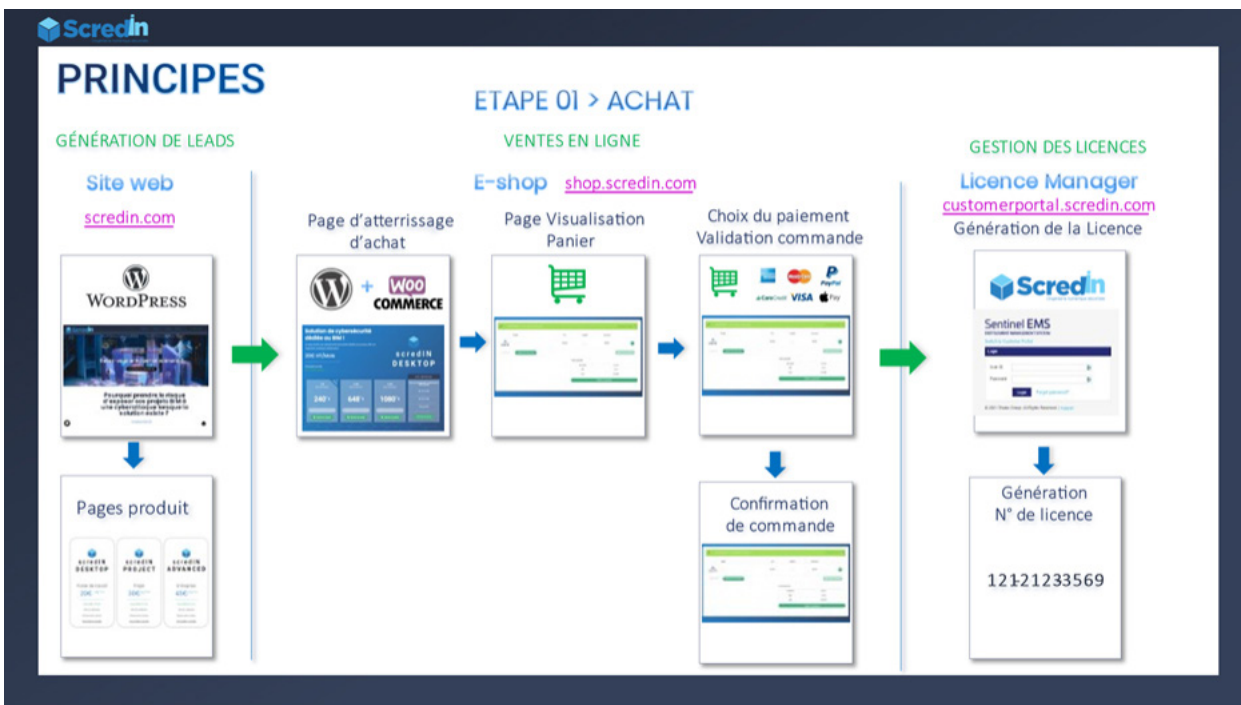
- Centralized licensing
- IP protection
- Anti-duplication
- Automated e-commerce site registration activation with WooCommerce

- Automated account activation with Hubspot CRM
- Support for ScredIN’s digital sovereignty and compliance with European cybersecurity directives
- Integration with the encryption engine from its EU-based technology partner, Stormshield

Solutions

The Thales Sentinel Software Monetization Platform satisfied all ScredIN’s needs. Working with the Sentinel support team, ScredIN deployed three Sentinel products—Sentinel LDK, Sentinel Envelope and Sentinel EMS—to successfully facilitate the following:

- **IP Security Protection.** While every software vendor wants to protect its IP, a cybersecurity company is that much more sensitive to this issue. ScredIN chose Sentinel primarily for its high-level security.
- **Smooth Integration.** Sentinel LDK synchronizes with ScredIN’s WooCommerce e-commerce site, HubSpot CRM and Stormshield encryption engine.
- **Product Licensing.** All three ScredIN products needed licensing that was time-dependent and feature-based. Sentinel allows for easy licensing management, satisfying both ScredIN’s CX and their customers’ UX.
- **Software Packaging Creation.** Sentinel’s user-friendly configuration enables simplified management for creating software packaging.



Pictured: ScredIN Registration Workflow, Managed by Thales Sentinel Software Monetization



Results

ScredIN was attracted to Sentinel because of its robust security and integration capabilities, which satisfied the requirements of their initial launch. Moreover, ScredIN was thrilled to find out that Sentinel made it possible to launch fully automated from the start. Unlike many cybersecurity software launches, Sentinel enabled ScredIN to go live with a professionally automated registration, activation, and UX by avoiding the slow, error-prone manual configuration that usually accompanies a product launch. The ability to automate **saved ScredIN on IT OpEx and enabled them to scale faster and easier.**

“ The Sentinel platform, and the Thales support, enabled us to become autonomous quickly. We would not have done anything differently.”

– Denis Boudy, ScredIN Digital and Cybersecurity Solutions VP

Thales' Ongoing Support

In addition to the product benefits of the Sentinel product suite, ScredIN also gave high praise to Thales' professional and friendly support team. They continue to appreciate the strong ongoing rapport with their Thales' sales representative, who routinely updates them on new release features and is always available to be of service.

Moving Forward

ScredIN plans to continue to grow their smart data cybersecurity software business at scale using Thales Sentinel. “Within the framework of the launch of our new product ScredIN ADVANCED, which proposes an automation of the cybersecurity in multi-project mode, we reiterate our confidence in the security of our licenses using Sentinel,” points out Denis Boudy, ScredIN Digital and Cybersecurity Solutions VP.

“ We reiterate our confidence in the security of our services, using Sentinel.”

– Denis Boudy, ScredIN Digital and Cybersecurity Solutions VP

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.