Contal OK Secures Software with SafeNet Sentinel Hardware Keys

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Milan Skácel
Project Manager
Contal OK

Customer Profile
- Developer and producer of security systems

Business Challenge
- Manage distribution chain
- Use licensing to control and enable variety of optional functionality
- Control the number of software users
- Securely enable upgrades

Solution
- SafeNet Sentinel Hardware Keys

Customer Profile

Contal OK is a developer and producer of security systems. The company provides burglary alarms and systems for access control, integrated security, time attendance, and paging. Contal systems are installed in a variety of locations, such as factories, universities, hospitals, fire departments, airports, and office and government premises.

Contal OK has licensed four software applications with Sentinel Hardware Keys. First, Contal Integra is an integrated access control and intrusion system that consists of an operator's workstation, control module, door environments, and card readers connected through a powerful LON network.

Next, TeleCall is a complex paging system suitable for areas ranging from kilometers up to tens of kilometers in diameter. Thirdly, CONTAL Attendance 2000 is an attendance system based on magnetic or proximity cards, which stores all employee arrivals and departures. Finally, CONTAL Food System 2000 is a food system based on magnetic or proximity cards.

Business Challenge

"For our products running under OS/2, we previously used a major competitor to SafeNet Sentinel keys. Together with migration to the Windows platform, we decided to select a new tool for protecting our software assets," said Milan Skácel, project manager, Contal OK.

The company sought a software protection solution that also offered a means to manage and control their distribution chain. As a part of their software sales process, Contal OK wanted to enable their distributors to program and deliver hardware keys directly to their customers. However, the company wanted to be certain they could monitor this process.

Contal OK had a variety of other requirements for their software protection system. "We have made significant investments in development of our new products. All our systems contain a variety of optional functionality that must be protected by licensing. We also want to be certain that our licensing solution controls the number of users accessing our software. Additionally, every year we release new versions of our system and we want to use licensing to securely enable these upgrades," continued Mr. Skácel.

CASE STUDY

Solution

"In addition to comparing Sentinel Hardware Keys with the dongles we previously used, we also evaluated other competitive products. We chose Sentinel Keys because they provide the highest available level of piracy protection and are easy to implement. Additionally, Sentinel Keys fulfilled our needs for managing our distribution chain and sending secure remote updates."

Distributor Keys

Sentinel Hardware Keys enable Contal OK to regulate their distribution channels through the use of Distributor Keys. The company is able to assign and securely embed encryption keys during the manufacturing process in order to control the creation of licenses through channels. Distributor Keys can enforce limits such as a maximum number of licenses or the creation of trial versions only.

Remote Upgrades

"We sought to make it as easy as possible for both our customers and ourselves when upgrading licenses, while maintaining a high level of protection for our application," said Mr. Skácel.

Sentinel technology allows software vendors to send updates to keys in the field in a secure, controlled manner. Updates are sent using the same high level of security as communications between the hardware token and the software application.

"Our implementation allows one Sentinel Hardware Key to manage licensing for all of our applications. Licenses are also used to control access to various feature components, version purchased, and number of users. Existing customers can easily upgrade or add new functionality. After the customer purchases the additional functionality, the upgrade is sent via e-mail," said Mr. Skácel.

Quick Implementation

The Contal OK development staff was also able to speed implementation by using Sentinel Business Layer APIs™, which provide control over license designs, while eliminating the need to spend time on lower level programming. Business Layer APIs are pre-configured, higher level APIs for popular license models, which typically reduce the programming time required by up to 60% or more.

"We are very satisfied with the protection provided by Sentinel Hardware Keys. The documentation was very descriptive, so implementation was fast and easy. We also have a very good relationship with our local dealer, ASKON International. Deliveries are always on time when we need them," said Mr. Skácel.

About SafeNet

SafeNet is a global leader in information security. Founded 25 years ago, the company provides complete security utilizing its encryption technologies to protect communications, intellectual property, and digital identities, and offers a full spectrum of products, including hardware, software, and chips. ARM, Bank of America, Cisco Systems, the Departments of Defense and Homeland Security, Microsoft, Samsung, Texas Instruments, the U.S. Internal Revenue Service, and scores of other customers entrust their security needs to SafeNet. For more information, visit http://www.safenet-inc.com/sentinel