

Sentinel RMS

Right for Your Customers, Right for Your Business

Overview

Sentinel RMS provides software vendors with a measure of control over their applications. Implementation of RMS provides a tie-in to your software licensing agreements in order to enforce the terms and conditions through which you manage your products. In addition to reducing the risk of piracy, RMS enables you to easily offer a variety of license models to flexibly price and package your products. Standardizing licensing with Sentinel RMS across all platforms and product lines also enables consistency in development processes, reducing development costs. Moreover, integration with your existing back-office systems can improve your fulfillment processes, further reducing costs.

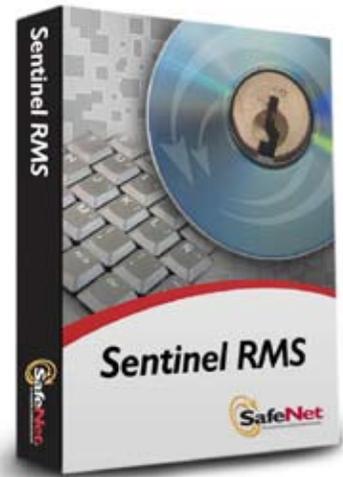
Piracy remains a significant threat to software vendors, with numerous studies finding billions of dollars lost every year. If only a fraction of unlicensed use is reduced, and a marginal increase in revenues results from flexible license models, a significant return on investment can be realized from license management.

Effective Management of Licensing Information

Sentinel RMS has extensive tracking and management capability, allowing you to gain valuable insight on customer use and entitlements. Improved management enables quick reaction to customers' needs and superior customer service. Sentinel RMS can be extended to integrate with your back office CRM/ERP systems to allow a tight coupling between electronic licenses and customer entitlements. By integrating with the corporate back office, Sentinel RMS can enable you to gradually consolidate on a single license management system, reducing burdens caused by multiple home-grown systems.

Flexible Licensing

With Sentinel RMS, you can quickly adapt to emerging trends in pricing by offering business models such as pay per use and subscription with no further development. Pricing models are separated from actual software, enabling you to test and implement new models. With flexible licensing, you can easily sell your products differently in various regions, as well as being a nimble, first mover in the market place. Offering new business models can both expand and better serve your customer base, increasing revenues.



Benefits

Increase revenue by flexibly pricing and packaging your products

Reduce the risk of piracy

Adjust the level of security at fulfillment time without incurring any additional development costs

Integrate with your back office CRM/ ERP systems to manage licensing and entitlements

Component-based architecture allows licensing functions to be individually customized and scaled according to your needs

Ensure that legitimate users never experience disruption

Management of Distribution Channels

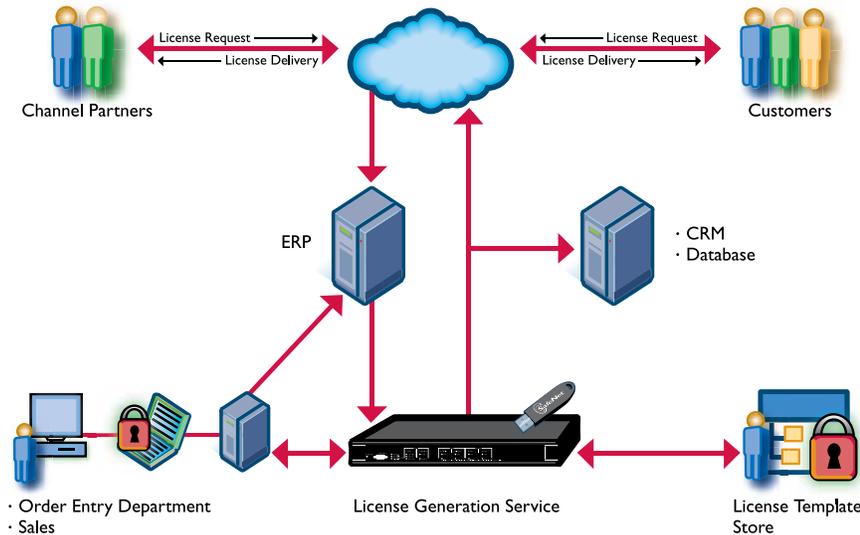
Using licensing technology also allows you to effectively manage partners in order to control the creation of licenses through your distribution channels. Only Sentinel RMS provides you secure role-based access control so you can easily separate the functions of license creation, generation and delivery. This allows stakeholders across the organization, including channels, to manage their respective stages of the licensing process.

Streamlined Fulfillment

Sentinel RMS can improve your fulfillment process by fully integrating with your existing back-office systems. Sentinel RMS is scalable, allowing you to grow from simple to complex deployments. RMS can begin as an independent system while slowly phasing into your operational processes. You can enable customer-driven fulfillment with no user intervention required, as well as extend fulfillment through your portal via RMS web-interface.



License Fulfillment Infrastructure



Technical Specifications

Operating system support includes Windows, Linux, Unix, and Mac. Please contact your local SafeNet office for further technical specifications.

Scalable Security

With Sentinel RMS, licensing can be enforced in a variety of ways, enabling you to control the level of transparency to end users. In addition, security can be easily adjusted at fulfillment time if needed, without having to incur any additional development costs.

Sentinel RMS uses industry standard cryptographic algorithms to implement shared secret challenge response to prevent common attacks. For added security and portability, you can also lock your licenses to a SafeNet hardware key.

Best User Experience

The RMS Development Kit provides you the tools to ensure reliable end user experiences, so you can effectively serve the consumer market where user satisfaction is vital. Only Sentinel RMS offers Grace Period Licensing™ (pat. pend.) that allows you to provide users with a grace period in the event of licensing problems caused by unintentional user error. With Grace Period Licensing from Sentinel RMS, legitimate users will never experience unnecessary disruption.

Minimal Customer Impact

End user frustration can add up to high support costs and revenue leaks. With Sentinel RMS, licensing can be a flexible, painless experience, while ensuring software protection. Sentinel RMS is designed to have minimal impact on your customer's IT department, eliminating disruption to your customer while maximizing your enforcement of your policies.

Sentinel RMS also allows end users to track and manage their entitlements of licensed software, enabling compliance. RMS helps keep the honest user honest by providing vital information on license expirations and usage statistics.

Superior Technical Support

The SafeNet Technical Services organization provides worldwide telephone, email and Internet-based support to our customers. Our SafeNet Service Guarantee ensures that you consistently receive the highest level of service. The Sentinel Integration Center provides online resources to assist your development staff through the implementation process.



www.safenet-inc.com

Corporate Headquarters:

4690 Millennium Drive, Belcamp, Maryland 21017 USA
Tel.: +1 410 931 7500 or 800 533 3958, Fax: +1 410 931 7524,
Email: info@safenet-inc.com

EMEA Headquarters:

Tel.: + 44 (0) 1276 608 000, Email: info.emea@safenet-inc.com

APAC Headquarters:

Tel.: + 852 3157 7111, Email: info.apac@safenet-inc.com

For all office locations and contact information, please visit
www.safenet-inc.com/company/contact.asp

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