



# Sentinel Keys Provide Vital Defense of Revenue for ECOSOFT's Cost Engineering Application

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**Héctor Sánchez Pérez**  
Operations Manager  
ECOSOFT

## Customer Profile

- Provider of integrated solutions for information management with software and market research

## Business Challenge

- Protect software from piracy
- Securely offer time-based license models

## Solution

- SafeNet Sentinel Hardware Keys

## Customer Profile

Founded in 1984, ECOSOFT provides integrated solutions for information management with software and market research. ECOSOFT's main focus is to address the business challenges of stakeholders in the construction industry. The company's family of software, OPUS, is the leading application for cost engineering, and construction scheduling and management for the AEC (Architecture, Engineering and Construction) industry in Latin America. OPUS is available through resellers in México, Spain, and twelve other countries in Latin America.

Currently, ECOSOFT has more than 75,000 users around the world, among them ICA (Association of Civil Engineers) and Volkswagen.

## Business Challenge

ECOSOFT needed to protect its software from piracy in order to reduce the risk of lost revenue. To maximize protection, ECOSOFT chose to use hardware tokens. Initially, the company used a device made in France called Protech to protect its software, OPUS, from piracy. In order to upgrade its software, the company was forced to follow a tedious and time-consuming process that required shipping tokens to France to be programmed first. "We got tired of the high cost and the inconvenience that the shipment of these devices to France presented each time that we had to upgrade the software. Additionally, it was not in our best interest to leave our software unprotected during the upgrade," says Héctor Sánchez Pérez, Operations Manager at ECOSOFT.

In addition to piracy protection, ECOSOFT needed to securely offer time-based license models, such as trial or subscription. The company required a solution to reduce the risk of time tampering: rolling back the system clock to cheat a time-based license.





## Solution

“We decided to test Sentinel Hardware Keys. We were more than satisfied with the ease and simplicity of implementation. The technical support we received during the implementation period was excellent. We have been using Sentinel Keys since 1989, and are more than satisfied with the products and the support SafeNet has provided us with,” says Mr. Sánchez.

Sentinel Hardware Keys secure OPUS from unauthorized use and distribution. Thanks to Sentinel Keys, ECOSOFT earns revenue for every copy of the software currently in use. Mr. Sánchez is confident that without the Sentinel Keys to secure its applications, ECOSOFT would not generate the software revenues they are rightfully entitled to, ultimately risking the stability of the business.

### **Flexible License Models**

The Sentinel Key’s virtual clock, V-Clock, enables ECOSOFT to offer new business models with enhanced control through time-based licensing. They can also now offer financing with payments up to twelve months without interest, opening new sources of revenue. “With Sentinel, we can now be more flexible and our resellers can sell our product on a trial basis for any number of days. If, at the end of the trial period, the user wants to buy it, we can remotely activate the license,” said Mr. Sánchez.

With the Sentinel V-Clock, it is possible to configure start and end dates to the established agreements between ECOSOFT and its clients. These agreements are between universities, such as Universidad Autónoma de México (UNAM), el Tecnológico de Monterrey, and with government entities like PEMEX and CFE, two of the largest state-owned companies in México. ECOSOFT programs the keys remotely and activates OPUS for the period of time established. Once programmed, they do not have to be concerned with activating or deactivating the license.

“SafeNet adapts to the changing needs of our industry, which is why we trust them to secure our software applications,” said Mr. Sánchez. “Recently, Aladdin tried to convert us to their software protection solution, but SafeNet has been an excellent and supporting partner of ours. For almost 20 years, not only has SafeNet provided us with impeccable technical support, but also considerate and professional support from sales staff who understand the software market and our customers’ needs,” concluded Mr. Sánchez.

### **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>.

