

# VSTEP Implements Sentinel Hardware Keys to Protect Software



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**Frank Dolmans**  
**Chief Marketing Officer**  
**VSTEP**

## Customer Profile

- Developer of simulators and virtual training software

## Business Challenge

- Securely protect high value software
- Remotely update licenses

## Solution

- SafeNet Sentinel Hardware Keys

## Customer Profile

VSTEP is the leading European developer of simulators and virtual training software. Using interactive 3D technology from the computer gaming industry, the company creates training applications and games that allow people to build their skills in a practical and cost effective way.

VSTEP develops professional training simulators for nautical colleges, emergency response teams, train drivers, safety officers and other professionals. Additionally, VSTEP also develops entertainment games. The company is headquartered in Rotterdam, The Netherlands and has provided solutions for customers like the Royal Dutch Navy, Port of Rotterdam, Falck/Nutec, Shell, DSM, Dutch Railways and many others.

## Business Challenge

Ship Simulator Professional v2.0 is a new milestone for flexible, low cost/high quality maritime training and simulation. The product features advanced ship dynamics and top of the line visuals, and comes with a database of highly detailed vessels and accurately recreated environments.

VSTEP had previously used a homegrown license key system for protecting their software. However, Ship Simulator Professional is a new, high value application. VSTEP made a significant investment in the development of the product. “We required better protection than license keys alone. To maximize the protection of our software revenue, we sought a third party, high security solution,” said Frank Dolmans, Chief Marketing Officer, VSTEP.

Ship Simulator Professional can also be further enhanced with additional simulator modules for specific training needs. VSTEP required a software licensing solution that would enable the company to control access to the various modules. Finally, VSTEP sought the ability to easily upgrade licenses remotely as customers purchased the software after installing a demo version, and as customers purchased additional modules.


## Solution

“We conducted research and evaluated several competitors. We found SafeNet to be the best and selected Sentinel Hardware Keys for protection of our software,” said Mr. Dolmans.

## Outstanding Support

“We were facing deadlines and needed fast responses. Speed of delivery was essential. SafeNet was very quick to respond with all the relevant information





we required. The product, support and follow up made SafeNet the best solution available,” continued Mr. Dolmans.

In addition to the prompt pre-sales support VSTEP received, the company has access to technical support via telephone, email, and Internet. Online resources are also available through the Sentinel Integration Center to assist with the implementation process. Mr. Dolmans describes VSTEP’s experience: “The product is very well constructed with helpful documentation. The implementation process was user-friendly,”

#### **Secure Remote Updates**

“VSTEP currently offers a downloadable demo that is protected by a time-limited electronic license code. Perpetual licenses are protected by Sentinel Hardware Keys. When customers purchase the product, the Sentinel Key is shipped to enable access,” stated Mr. Dolmans.

Customers can also purchase additional modules for Ship Simulator Professional to meet specific training needs. “The ability to offer secure remote updates is a very nice feature of Sentinel Hardware Keys. This will enable VSTEP to update existing hardware keys as customers purchase additional modules, without the need to ship a new key. We can also enable customers to try new modules before purchasing, which is helpful in our sales efforts.”

#### **World’s Most Secure Hardware Token**

Securing Ship Simulator Professional with Sentinel Hardware Keys, the most secure token on the market, assures VSTEP that their revenue is protected. Communications between the key and the application are secured through use of public key cryptography and 128-bit AES encryption. Middle-layer attacks, such as record and playback, and driver emulation are effectively stopped.

#### **Conclusion**

“We are very pleased with SafeNet and have had a very good experience with the company. SafeNet has been quick to provide us with all the info we required and follow up has been excellent.”

Implementation of Sentinel Hardware Keys enabled VSTEP to secure their revenue, control access to various modules, and flexibly update deployed licenses. Thanks to SafeNet’s prompt support and a user-friendly implementation process, VSTEP was able to meet their deadlines for a prompt product launch.

#### **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>.

