



## CASE STUDY

# INEA Looks to Sentinel HASP SL to Protect its KIBERnet Systems within Virtualized Environments

When their homegrown system could not scale to protect their software, INEA moved to software-based licensing, Gemalto's Sentinel HASP SL.

Based in Slovenia, INEA was established in 1987 by the Jozef Stefan Institute (IJS). The company was founded to further the transfer and use of research achievements by the Institute in the field of internal energy system management and industrial process control.

## The Backstory

As the leading company in Slovenia in the field of industrial automation, process computer control and manufacturing informatics, as well as the industrial energy sector, INEA needed a solution to protect their high-value intellectual property. The organization has completed more than 750 projects in the energy sector, and has sold more than fifteen thousand portable computers and several thousand pieces of automation equipment. INEA supplies solutions and products to the majority of large Slovenian companies including: Gorenje, Sava, Goodyear, Union Brewery, Acroni, Kolektor Group and many more.

## Challenge

As the company continued to grow, INEA found that their homegrown solution was not effective in protecting their software applications, including their high-value KIBERnet System, and began the search for a stronger, more flexible solution that could accommodate virtualized environments.

## Solution

Gemalto's Sentinel HASP SL provides INEA with the security they require in order to protect their software across four continents, while also giving them flexible license deployment.

## Rewards

Following the implementation of Sentinel HASP SL, INEA saw a dramatic increase of licenses sold, due to added security. They were also able to meet customers' needs, due to the solutions flexibility in offering custom license models and virtualized protection.

The company's KIBERnet Systems remotely manages electricity consumption and distributes generations across a network of industrial and commercial customer/generator sites to enable a more information-based and responsive electricity transmission and distribution network. This system is highly effective for the management of arising challenges in balancing supply and demand in the electricity sector.

## The Business Challenge

As INEA continued to expand into foreign markets, such as South Eastern Europe, Japan, Austria, and Germany, it became more apparent that their homegrown solution was not capable of protecting their software applications. Meanwhile, looking to reduce costs associated with purchasing and maintaining multiple physical machines, the company sought to make the transition to virtualized servers. However, realizing that virtualized environments are especially susceptible to license tampering, INEA sought a third party licensing vendor. "After evaluating several vendors, we found Gemalto to have the most reliable solution within virtualized environments, possessing the greatest number of features," said Aleš Bertalanič, Head of IT at INEA. Furthermore, the organization suspected that it was losing revenue due to an insufficient level of protection, and believed that the Sentinel HASP SL solution would increase revenue, by increasing license compliance.

## The Solution

INEA made the decision to implement Sentinel HASP SL into their software applications, including KIBERnet, for its robust level of protection. With the ability to support virtualized hardware, INEA knew that software licensing keys were the perfect choice to protect their solutions, while still supporting end users who did not have USB ports. In addition, the Sentinel HASP SL solution provided INEA with the flexibility to create custom licenses for their customers.

## The Rewards

Sentinel HASP SL provided INEA with the highest level of protection within virtualized environments, while still allowing for a flexible licensing model. Currently, INEA utilizes a perpetual licensing model structure with additional checking of source code available with HASP Run-Time API calls. However, Sentinel HASP SL makes it easy to offer additional licensing options in the future.

With the many features that Sentinel HASP SL possesses, the organization received the protection they needed, while increasing revenue due to higher levels of license compliance. The ability to update licenses remotely was also an asset to a company with customers located across the globe.

After evaluating several vendors, we found Gemalto to have the most reliable solution within virtualized environments, possessing the greatest number of features. With Sentinel HASP SL, we get the best licensing solution with the world's best protection against fraudulent use."

-Aleš Bertalanič, Head of IT, INEA.

## About INEA

The company INEA was established in February 1987 by the Jozef Stefan Institute (IJS). The company was founded as one of the Institution projects for furthering the transfer and use of research achievements of the Institute in the field of internal energy system management and industrial process control. The group of Inea's workers has had references and market experiences ever since 1979. INEA was set up with the intention to operate as a permanent partner of the Institute in the field of industrial process control and industrial energetics, however, the company has been in private property since June 1991. The present program of company's operations substantially exceeds the primary specifications. The scale of operations is increasing rapidly, and today INEA is the leading company in Slovenia in the field of industrial automation, process computer control and manufacturing informatic, as well as in the industrial energy sector. For more information on INEA's products, visit [www.inea.si/en/](http://www.inea.si/en/).

## About Gemalto Sentinel Software Monetization Solutions

Gemalto is the market-leading provider of software licensing and entitlement management solutions for on-premises, embedded, and cloud-based software vendors. Gemalto Sentinel is the most trusted brand in the software industry for secure, flexible, and future-proof software monetization solutions. For more information, visit: [www.gemalto.com/software-monetization](http://www.gemalto.com/software-monetization).

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