

# Thermo-Calc Switches from FLEXIm to Sentinel RMS for their Licensing Needs

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**Dr. Anders Engström**  
Director of Product Development  
Thermo-Calc Software

## Customer Profile

- Developer of complex software for computational thermodynamics

## Business Challenge

- Difficulty predicting licensing expenses with existing Acreesso solution
- Need to minimize charges for cross-platform support

## Solution

- SafeNet Sentinel RMS

## Customer Profile

Sweden-based Thermo-Calc Software is a leading developer of software and databases, in the area of computational thermodynamics, as well as simulation of diffusion controlled phase-transformations. The software performs complex computations for predicting how alloys will perform at different temperatures, and gives insight on how different elements interact when combined into alloys.

The first commercial license of Thermo-Calc was sold in 1984. Since then the software and databases have been continuously developed and are now used by industrial manufacturers, government research centers, and university materials science and metallurgy departments. Industrial usage of the software includes the areas of electrical and power generation, petrochemical sciences, geochemistry, manufacturing, semiconductors, metal processing, and research and consulting.

## Business Challenge

With the worldwide growth of usage within multiple industries and different sectors, Thermo-Calc needed to implement software licensing. The company required a means to effectively control access to their software in order to protect their revenue stream. Additionally, Thermo-Calc sought a licensing solution that would be easy for customers to use while never causing unnecessary disruption to legitimate users. Since licensing was not their core competency, Thermo-Calc looked to a third party to provide them with a licensing solution.

Thermo-Calc originally chose FLEXIm, a licensing platform developed by Acreesso, formerly Macrovision. However, over time Thermo-Calc became discouraged with Acreesso's inflexible license fee structure.

“We did not like the fact that our license fee was tied to our revenues”, said Dr. Anders Engström, Thermo-Calc's Director of Product Development. “This made us feel as if we paid the fee over and over. It also made it difficult for us to predict our costs.”

Other pricing issues continued to cause problems, including an unexpected maintenance fee price increase of 80% and hidden charges related to adding 64-bit support to the original 32-bit Windows and Linux licenses.

“We felt tied-in and in a situation where we continuously had to pay more and more”, continued Dr. Engström. “We were not able to get our concerns addressed, so we knew we needed an alternative licensing solution.”





## **Solution**

A SafeNet sales representative contacted Dr. Engström just as Thermo-Calc was starting to explore alternatives to using FLEXIm. In addition to seeking a more predictable fee structure, Thermo-Calc had specific technical requirements such as cross platform support. The representative travelled to Thermo-Calc's Stockholm office with one of SafeNet's senior sales engineers, listened to their needs, and gave a successful preliminary demonstration of SafeNet's Sentinel RMS license management platform.

### ***Multiple Licensing Options***

Thermo-Calc's business model required two types of licenses:

- License locked to the Ethernet-address of the specific computer (node-locked licensing)
- License locked to the Ethernet-address of the server (network floating license)

Sentinel RMS supports these license types, as well as a wide range of other complex models. After a detailed evaluation, it became clear that Sentinel RMS would meet all of Thermo-Calc's technical requirements. SafeNet was also able to present an attractive commercial offering with a pricing scheme that didn't penalize Thermo-Calc when their sales increased and didn't carry punitive charges for cross platform support.

Sentinel RMS is a comprehensive system that dramatically reduces or eliminates many of the costs normally associated with software license management. With RMS, software vendors can optimize the entire licensing lifecycle, from design to fulfillment to ongoing license management.

### ***Outstanding Support***

The SafeNet Service Pledge ensures that Thermo-Calc consistently receives the highest level of support. In addition to outstanding pre-sales support, the company has access to technical support via telephone, email, and Internet. Online resources are also available through the Sentinel Integration Center.

## **About SafeNet**

SafeNet is a global leader in information security. Founded more than 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

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