

Benefits

- Apply best practices to your licensing lifecycle
- Establish a licensing strategy consistent with business goals
- Develop a plan for license fulfillment and management
- Discover licensing alternatives in a workshop environment
 - Build a roadmap for a successful implementation of your licensing solution

Rights Management Professional Services License Lifecycle Assessment

Licensing Expertise

The License Lifecycle Assessment from SafeNet Rights Management Professional Services applies licensing best practices to your business in order to determine the optimal strategy to accomplish your product licensing objectives. On-site Consultants will guide a discovery process and create a roadmap for a successful license management strategy that increases revenue and reduces operational cost.

SafeNet Consultants provide your organization with insight gained from successful design and implementation of licensing systems. SafeNet professionals are backed by our license management expertise. SafeNet has been setting the standard for software licensing and protection since 1984.

Discovery

Our consultants will review licensing objectives and assess your organizational structure, products and goals. The license process flow will be defined and evaluated. SafeNet will work with internal stakeholders in all departments to identify their needs related to licensing. Through the discovery process, all organizational needs can be incorporated into the overall product licensing strategy.

Design

From the results of the discovery process, SafeNet will provide a complete analysis along with recommendations for improvement. Our Consultants will develop scenarios, testing them against licensing best practices. SafeNet licensing expertise will be applied to recommend the strategies that best suit your environment. Our design stage will consider software license models that allow you to price and package your products the way your customers want to buy and create new revenue opportunities. We will work towards a plan to bind your license management framework to all other

existing processes involved in creating and delivering software.

Design will also incorporate methods for significantly reducing operational costs, including integration with order entry and customer service databases. Tracking of licenses can be automated and SafeNet will also assist you in integrating or improving your current process for handling product upgrades and maintenance contracts. Workflow and required interfaces will be documented, as well as roles and responsibilities. This will also include a suggested network topology and recommendations for an API strategy for imbedding licensing protection into your applications.

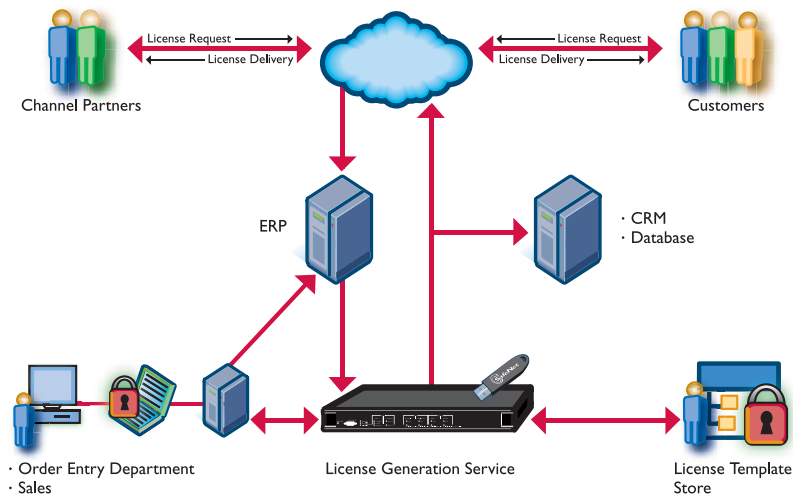
Strategy

At the conclusion of the assessment, SafeNet will present a strategy for the implementation of a licensing solution that is ideal for your business. SafeNet Consultants will establish an implementation plan that includes technological requirements, a timeline listing project activities and dependencies, and an estimated timeframe for implementation. Workflows will be captured along with points of interface with the licensing system. Throughout the process, licensing best practices knowledge will be transferred to your staff.

Compliance

There are a variety of tactics you can employ to ensure compliance with your software licensing policies and SafeNet will help you determine which methods are best suited for your products and distribution chain. If various security levels are required, SafeNet can recommend a strategy that will allow security to be altered at fulfillment time. With one comprehensive system, there is no need to implement different licensing calls to accommodate stronger security, for example, when distributing to regions of higher piracy.

License Fulfillment Infrastructure



Customer Impact

Without careful implementation, licensing can potentially create a disruption for legitimate users. SafeNet will help you consider the impact on customer satisfaction and implement licensing that does not prevent legitimate users from accessing their application. Fulfillment should also be easy and convenient for your customers, offering them numerous options for license activation such as phone, fax, email and Internet.

Distribution

A comprehensive software license management strategy automates the roles of all stakeholders involved in the license fulfillment process. In addition to providing Developers with the tools to implement licensing calls into applications and Product Managers with the ability to design license structure; order administration professionals, channel partners, and end-user should also be able to securely interact with the system.

Corporate: 4690 Millennium Drive, Belcamp, Maryland 21017 USA
 Tel: +1 410.931.7500 or 800.533.3958 email: info@safenet-inc.com

www.safenet-inc.com

Brazil +55 11 4208 7700
 Canada +1 613.723.5077
 China +86 10 885 19191
 Finland +358 20 500 7800
 France +33 1 41 43 29 00
 Germany +49 18 03 72 46 26 9
 Hong Kong +852.3157.7111
 India +91 11 26917538

Japan +81 45 640 5733
 Korea +82 31 705 8212
 Mexico +52 55 5575 1441
 Netherlands +31 73 658 1900
 Singapore +65 6297 6196
 Taiwan +886 2 27353736
 UK +44 1276 608 000
 U.S. (Massachusetts)
 +1 978.539.4800

U.S. (Minnesota)
 +1 952.890.6850
 U.S. (New Jersey)
 +1 201.333.3400
 U.S. (Virginia) +1 703.279.4500
 U.S. (Irvine, California)
 +1 949.450.7300
 U.S. (San Jose, California)
 +1 408.452.7651

U.S. (Torrance, California)
 +1 310.533.8100

Distributors and resellers
 located worldwide.