

Why do they call it a dongle?



He wasn't famous. He didn't drive a fancy car, but dressed in his favourite Comdex T-shirt and faded blue jeans, he set out to change the course of the computer software industry. Quite a task for a lonely software developer.

Sitting in front of his computer, drinking pots of



coffee and smoking cartons of cigarettes, he'd write

pages of code. It took time. Years in fact. But he did it. He wrote the most powerful computer program in the world. Now came the hard part. Selling it.

The most Powerful Program in the World

Determined to make those long years pay off, he called on every distributor, VAR and dealer in the world. He drove from Beantown to San Diego. Flew from Dublin to Borneo. Everyone loved the program.

So he sold a few. Only a few. Back in Boston he waited. After a long year

with only 13 orders he set out to see what happened.

As he drove across the country and flew around the world he discovered everyone knew about his program. Everyone had it too.

The Global Marketplace

From Paris to Prague, his program was everywhere in Europe. When he got off the plane in Hong Kong he found his program stacked to the ceiling in every computer store. Amazed in disbelief, he bought a hundred cartons of cigarettes and a hundred pounds of Indonesian coffee and flew back to Boston. Beaten, battered and bruised he went to the drawing board. This time he would really change the face of the software industry. He would develop a device that would prevent unauthorized distribution of software programs.

Call it What You Like

He developed a hardware key. His peers ap-

plauded his efforts. Finally, a solid solution for revenue protection. But he didn't know what to call it. He thought of naming it after an exotic place he visited in his travels. Madagascar was a bit too long, though.

"Name it after you, Don!", urged his peers. So he did. Soon everyone was calling the key a dongle, after Don Gall - the lonely software developer who did what he had to do.

You've Come A Long Way Baby

Today, dongles are different. Fact is, they've come a long way. Leading the industry with security solutions, Rainbow Technologies has changed the face of hardware keys. They work with multiple applications, are programmable and network ver-

sions control concurrent usage. And they're always transparent to the end-user.



Sentinel Family from Rainbow

Truth is, more and more developers are using keys. And the Sentinel Family is the most widely used in the world. In fact, over 30,000 developers use Sentinel from Rainbow. Why? They are simply the most effective, reliable and easy to implement keys on the market.

Learn more about securing your software and how keys provide developers with extra value. Call for a free copy of "The Sentinel Guide to Securing Software". And see how easy it is to install a hardware key into your application in just minutes. Try it with our low cost Sentinel Evaluation Kit. Order one for your DOS, OS/2, Windows, Macintosh or UNIX based application. And remember when you need a dongle, you need Sentinel - the only dongle Don Gall would use.

SENTINEL
SECURING THE FUTURE OF SOFTWARE

Some call it a dongle. Those who know, call it Sentinel.

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