



# ENIGMA DATA SOLUTIONS

## Enigma Data Solutions Replaces Macrovision's FlexLM with SafeNet Sentinel RMS

### Overview

Enigma Data Solutions Ltd. is a leading provider of archiving and ILM (Information Lifecycle Management) data management software. Its pedigree is in producing data management software for the oil, gas and petrochemical market, where managing large complex volumes of data has been demanded for many years.

The Enigma Data Solutions product family enables companies to compete more effectively by identifying and preserving data in the most appropriate storage according to its strategic value to the organisation. Enigma has in recent years harnessed its expertise to address the archiving and ILM demands in many other market sectors.

Based in the UK, Enigma has offices near London, England and in Houston, Texas.

Enigma Data Solutions offers three primary products focusing on data management:

- **IDS**, Networked Tape Library Virtualisation
- **SmartMove**, an ILM/Migration product
- **PARS**, an archiving product

In order to maintain control of their intellectual property Enigma Data Solutions previously used FlexLM from Macrovision to license these products.

### Business Challenge

As part of Enigma's product re-architecting towards J2EE (Java 2 Platform Enterprise Edition) and platform independence they required a licensing mechanism that is cost-effective, multi-platform, and language independent. Investigations showed that this would have required significant investment using their current licensing software vendor.

Enigma's customers operate in complex, global business environments and have been demanding suitably flexible solutions to deploy and monitor licensed products whilst honoring license agreements. Their main aim is to be able to use Enigma's products where and when the business requires it, and pay the right price for doing this.

*"The move to Sentinel RMS has made it possible for Enigma to cost effectively protect all of its intellectual property rights whilst providing our customers with very flexible deployment methods"*

**Peter Copley,**  
Managing Director,  
Enigma Data Solutions  
Ltd.

## Solution

After evaluating alternative solutions, Enigma selected SafeNet Sentinel RMS to replace Macrovision's FlexLM. The ease of integration of Sentinel RMS solution proved to be a significant advantage in switching from FlexLM. After purchasing Sentinel RMS for all their currently supported platforms, Enigma Data Solutions started integration into both of their Java products, SmartMove and PARS using the Sentinel Java API. Integration with IDS will follow soon using the Sentinel C API.

The APIs also gave Enigma the ability to construct flexible licensing modules so that licenses can be deployed in the most efficient manner and that license usage can be monitored. Sentinel RMS is currently in use within many organisations in the oil, gas and petrochemical space, further increasing Enigma's confidence in the product.

"The move to Sentinel RMS has made it possible for Enigma to cost effectively protect all of its intellectual property rights whilst providing our customers with very flexible deployment methods" Peter Copley, Managing Director, Enigma Data Solutions Ltd.

## Conclusion

The implementation of Sentinel RMS enables Enigma Data Solutions to ensure effective control over the licensing of its high-value data management software. By deploying Sentinel RMS, Enigma Data Solutions will be able to track and manage licenses throughout their entire product family.

The quality and speed of SafeNet's support enabled Enigma to integrate the Sentinel RMS solution into their products and go to market very rapidly.