

## Dynamic Survey Solutions

### Maintaining Security and Minimizing Customer Disruption While Upgrading Software Protection



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Cliff Harris  
President  
Dynamic Survey  
Solutions

#### Overview

Dynamic Survey Solutions, Inc. is the developer of the highly successful GPSeismic® suite of software applications. These applications are geared towards the seismic survey industry and support more than forty types of survey instruments ranging from GPS to conventional to inertial. GPSeismic® has been actively maintained and supported for over ten years and is the result of more than one thousand requests from their user base.

Dynamic Survey Solutions has been using hardware security to protect its software since 1993. As security technology progressed, Cliff Harris, President, conducted extensive research to evaluate various vendors. Dynamic Survey Solutions upgraded their software protection and eventually changed to the USB SuperPro key in 1998.

When implementing SuperPro, Dynamic Survey Solutions decided to lay out the memory in the key in order to allocate sufficient memory for seven years worth of applications – enough to accommodate the new version of GPSeismic that is released every May. A pre-existing memory area was programmed into the key for each new version so current customers can be easily upgraded without requiring shipment of a new key. Dynamic Survey Solutions need only send the necessary files, which enable an algorithm, in order to unlock that part of the key

In addition to the new major versions released every May, Dynamic Survey Solutions also sends interim releases several times throughout the year.

Mr. Harris has recently implemented the new Sentinel Hardware Key in an Interim release and states, "In my opinion, the Sentinel Hardware Key is the best solution out there to protect my software from piracy and prevent lost revenue. I certainly feel confident that I made the right decision. I am ecstatic with the product."

#### Business Challenge

For customer convenience, GPSeismic is available for web download. A programmed SuperPro key is required to activate the software. In upgrading their software protection to the new Sentinel Hardware Key, Dynamic Survey Solutions realized many customers would be disposing of their SuperPro Keys. While the company needed to ensure that the keys were properly disposed of, they did not want to force customers to ship them back. A solution was needed to minimize the risk of 'free' software becoming available through the acquisition of disposed SuperPro keys. This solution had to also minimize disruption to their user base.

#### Solution

Cliff Harris began working with the SafeNet engineering team to accomplish this objective. Mr. Harris states, "I worked with someone at SafeNet who is an excellent, really bright engineer. He pointed me in the right direction and together we were able to create a program using the SuperPro API that programmatically 'scrambles the brains' of the SuperPro key so it no longer functions." To upgrade the keys of the existing



GPSeismic user base, users will now receive a new Sentinel Hardware Key with a time limited license. Dynamic Survey Solutions wanted customers to have some time to be sure they are comfortable with the new hardware key. When the customer is ready to complete the upgrade, Mr. Harris emails a small executable file which destroys the existing SuperPro key, automatically creates an encrypted evidence file and emails that file back. After decoding it, Mr. Harris can view the evidence that the customer did in fact destroy the SuperPro Key and send the unrestricted Sentinel Hardware Key license.

for the increased security and product enhancements. A unique challenge was presented by the need to ensure that previously active security tokens were destroyed without placing undue burden on the customer. SafeNet engineering worked with Dynamic Survey Solutions to provide an effective solution. These collaborative efforts enabled the company to distribute Sentinel Hardware Keys while creating a seamless and simple process that eliminates disruption to legitimate users.

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Customers must first destroy their existing SuperPro key in order to fully upgrade to the new version of GPSeismic. However, because they are first provided with a time limited Sentinel Hardware Key, legitimate users will not experience any disruption. Mr. Harris describes his implementation support; "SafeNet has top notch people across the board. I think the world of the engineer and account manager who have helped me."

Mr. Harris, based in Vermont, collaborated with SafeNet engineers in both India and California, who assisted him during the implementation process. At one point, one engineer was even able to connect to Mr. Harris' machine in order to provide direct support. "I am so appreciative of all the work they've done with me. It showed the dedication that everyone at SafeNet has to satisfy the customer. They saved the day through their hard work. My customers who now have the new Sentinel Hardware Keys love them."

### Conclusion

Dynamic Survey Solutions has considerable experience working with hardware tokens to protect its software. After evaluating the new Sentinel Hardware Keys from SafeNet, they chose to upgrade to this new technology

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