

InishTech Customer Story

Customer:
Axceler

Location:
Woburn, Mass

Products:
ControlPoint™

Executive:
Stan Neumann,
Director of Engineering

Profile:

More than 2000 organizations worldwide rely on Axceler for their business operations. Axceler's hugely successful ControlPoint application enables the effective and efficient management of SharePoint environments.



Background

Axceler is a successful software company providing applications that enable the management and control of a SharePoint environment. ControlPoint is used by both IT staff and business administrators to analyze & make administrative changes to the environment. Often it will be used to assist in enforcement of governance policies. Stan Neumann takes up the story from here.

Requirement

"We were looking for a licensing tool that was well integrated into the Microsoft .NET environment and that provided easily managed trials as well as seamless transitions from trial to customer. We also wanted something that provided the ability to separately license individual features of the application and was flexible enough to offer both on-line activation as standard but off-line activation for the occasional customers with limited network connectivity".

Solution

"As a part of our install, we invoke a configuration and licensing module, that allows the user to both enter a license key and record that key for access throughout the SharePoint Farm - that module is also available if the user needs to update their license (e.g. if an evaluator wants to buy or if a customer wants to upgrade.)"

Benefits

"The InishTech service works very well. Security is key and licenses can be bound to a particular server so that we can be assured our customers are not either intentionally or accidentally violating licensing policies. But it's also flexible - normally our licenses are issued by our less-technical finance/operations staff, but we also need technical support staff to be able to issue or update licenses as needed. InishTech handles all this easily. "

"I'm particularly impressed at InishTech's approachability, and willingness to work with us on problem solving situations - we had one case where two software developers using SLPS deployed it in incompatible ways - InishTech worked closely with us to find a workaround that would allow our new software to work without invalidating the licenses that had previously been installed by the other developer - problem solved..."