



Protect Your Content. Protect Your Business.

Course Beetle, a UK-based training company, uses Vitrium Security Pro to protect its revenue-generating training content. The Vitrium DRM solution ensures their intellectual property is protected and only being distributed to their paying clients. As a result, Course Beetle has been able to expand its business during the COVID pandemic.

ORGANIZATION:
Reeves Consultancy & Training

INDUSTRY:
Education & Training

VITRIUM USER SINCE:
2020

COURSE BEETLE CASE STUDY



Company Overview

Based in the UK, the team at Course Beetle have over 30 years of experience in the specialist training provider field. They serve the practitioner community involved in the support of individuals with speech, language, and communication needs. As a training organization, they are guided by emerging research and development within their sector for the specialist training courses they provide.



The Challenge

“ The global pandemic forced us into the online space and we urgently needed to pivot from physical distribution to digital. ”

The Challenge

With the arrival of the COVID-19 pandemic, Course Beetle had to find an alternative to the physical training guides they provide, looking to manage the transition from paper-based delegate materials to fully digitized systems.

They needed a way to easily distribute their digital content to users, while ensuring their intellectual property was exclusive to their paying customers.

For Course Beetle, it was crucial to find a solution that enabled them to confirm that content had successfully reached their customers, and provided an exceptional user experience.



The Solution



Course Beetle now relies on Vitrium DRM to easily and securely distribute the training materials associated with their virtual live and “view anytime” courses. They protect their intellectual property, and keep their revenue secure.



Our priority is the peace of mind we get knowing that each client receives the training content they need and our valuable intellectual property is protected, without having to be extremely restrictive.

Dot Reeves
Course Beetle Company Director



The Solution

Vitrium DRM software enables Course Beetle to protect their digital training content while offering a highly professional experience to their customers. Their users enjoy a sleek, modern user interface, and can easily access content without the need to download any plug-ins or third party apps.

They rely on Vitrium's DRM settings & analytic tools:

- ✓ Copy and print limits
- ✓ Dynamic watermarks
- ✓ Expiry settings
- ✓ Group-specific permissions
- ✓ User activity log

The screenshot displays the 'Edit DRM Policy' interface. At the top, there are tabs for 'General Settings' and 'Advanced Settings'. Below the tabs is a blue header with a pencil icon and the text 'Edit DRM Policy' and a close button. The main content area is divided into several sections:

- Policy Name ***: 2022-01-07 Expiry
- Start Date**: Immediate [calendar icon] ?
- Expiry Date**: Never 07-01-2022 [calendar icon] ?
- Expiry After First Unlock**: Unlimited [input field] weeks [dropdown arrow] ?
- Offline Access**: Unlimited [input field] weeks [dropdown arrow] [print icon] ?

Device Limits

- Combined Limit**: Unlimited [input field] ?
- PDF (Adobe) Limit**: Unlimited [input field] [print icon] ?
- Web Browser Limit**: Unlimited [input field] ?

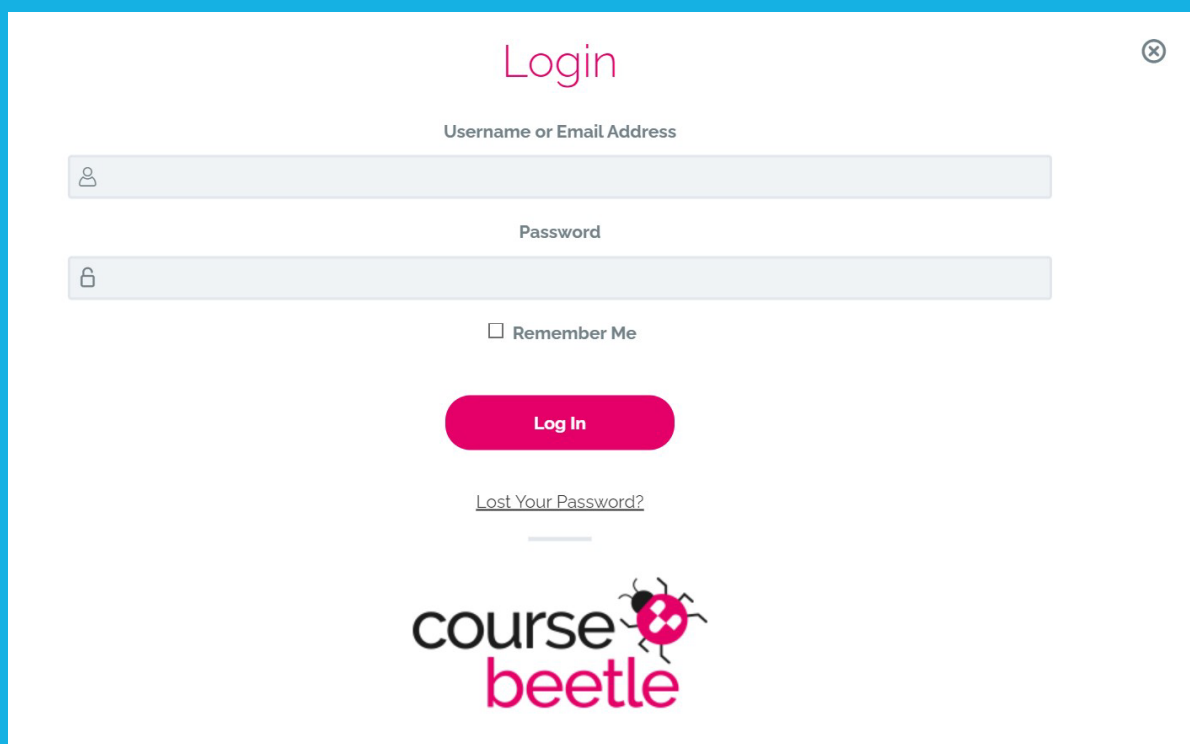
* indicates a required field

At the bottom right, there is a red button with a checkmark and the text 'SAVE & EXIT'.

They safely distribute content to their users via:

- ✓ Vitrium's fully customized portal
- ✓ Their own website
- ✓ Email with secure link

With Vitrium as their DRM solution, Course Beetle was able to make protected content directly accessible from their website. For their customers, the process of accessing their training courses is integrated and seamless.



The screenshot shows a login page for Course Beetle. At the top center is the word "Login" in a pink font, with a close button (an 'X' in a circle) in the top right corner. Below the title are two input fields: the first is labeled "Username or Email Address" and has a person icon on the left; the second is labeled "Password" and has a lock icon on the left. Below these fields is a checkbox labeled "Remember Me". A pink "Log In" button is centered below the checkbox. Underneath the button is a link that says "Lost Your Password?". At the bottom of the page is the Course Beetle logo, which consists of the words "course" and "beetle" in a sans-serif font, with a stylized beetle icon to the right of "course".

The Result

With the support of Vitrium, Course Beetle has:



Grown their sales and revenue streams significantly since going digital.



Faced COVID-19 challenges by finding a way to distribute digital content.



Have grown their user base 5x and expanded to offer on-demand video content.



Vitrium has taken our operations up a level and allowed us to resolve the protection & distribution problems we had. I would 100% recommend Vitrium, and I do so frequently. I don't think I have ever come across a company with such exceptional customer support!

Dot Reeves
Course Beetle Company Director

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