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DOULOS Case Study

Doulos uses Vitrium Security to protect the revenue from its copyrighted training materials.

ORGANIZATION:

Doulos

INDUSTRY:

Education & Training

LOCATION:

Ringwood, UK

CUSTOMER SINCE:

2014

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Company Overview

Doulos has set the industry standard for developing and delivering high quality training and know-how in electronic system design and verification for 25 years, covering languages and methodologies for system, hardware, and embedded software designers.

Key Challenges

Doulos couldn't have positioned themselves any better when they were on the cusp of going digital with their training program and deciding to distribute electronic copies of their training materials instead of dealing with the high costs of sending printed materials. Before they rolled out this new digital process to their students, they had already anticipated the need to secure their materials and implement an effective digital rights management (DRM) strategy, which included selecting the right tool that would be hassle-free for their students.

In their search for a suitable document DRM solution, they came across Vitrium Security. Their main objective for seeking out a DRM solution was to protect their copyrighted training materials,



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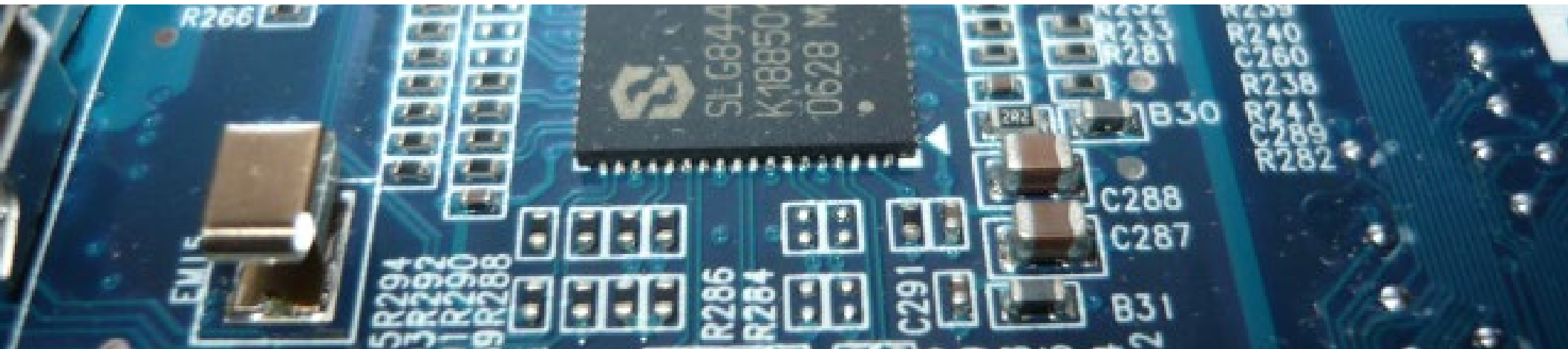
eliminating intellectual property theft and unauthorized file sharing, and preserving their revenue streams.

The Solution – Why Vitrium Security?

Finding the right DRM solution proved to be a more challenging endeavor for Doulos than they initially thought, primarily because they were looking for something that wouldn't be complicated for their students to use. "We wanted a solution that would provide a seamless reading experience for our students but also that would be easy for us to use and apply the right level of security to our documents to preserve our revenues," says Matt Bridle, Doulos' Online Training IT Specialist, "That's when we found Vitrium's PDF DRM solution. The solution had a nice, user-friendly interface, and the secured documents could be unlocked and viewed with Adobe Reader without the use of plug-ins or 3rd party applications. This was important for us and the primary reason for selecting Vitrium Security."



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New DRM Process

The Doulos team has developed a simple, yet streamlined process for working with Vitrium Security. They upload new training materials into the document security system whenever a new revision of an online course is to be taught, approximately 10 times per year. Each secured PDF document is then uploaded to their website and accessed by hundreds of registered students. They are able to provide their students with a straightforward way to access their digital training materials, while still preventing potential loss of revenue from copying and unauthorized file sharing. Vitrium Security ended up being this right fit.

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