



# THE INTERNATIONAL SOCIETY OF AUTOMATION

## Enterprise Case Study

The International Society of Automation uses Vitrium Security to ensure its intellectual property and copyrighted material are protected from being modified, copied, printed, or redistributed.

**ORGANIZATION:**  
The International Society of Automation  
**INDUSTRY:**  
Professional Association  
**LOCATION:**  
Research Triangle Park, North Carolina  
**VITRIUM SECURITY USER SINCE:**  
2014

## Company Overview

The International Society of Automation (ISA) is a nonprofit professional association that sets the standard for those who apply engineering and technology to improve the management, safety, and cybersecurity of modern automation and control systems used across industry and critical infrastructure. Founded in 1945, ISA develops widely used global standards, certifies industry professionals, provides education and training, publishes books and technical articles, hosts conferences and exhibits, and provides networking and career development programs for its 40,000 members and 400,000 customers around the world.

For engineers, technicians, and management engaged in industrial automation, ISA is the trusted provider of standards-based foundational technical resources, driving the advancement of individual careers and the overall profession.

## Key Challenges

ISA provides documents containing global standards, technical reports, and recommended practices to engineers, technicians, and management in the field of industrial automation. Amir Karshenas, IT and Software Development Manager at ISA, needed a way to secure this content in order to not only protect ISA's intellectual property and copyrighted material, but also to control distribution and ensure that important documents could not be modified, copied, printed, or redistributed. "The material is a source of revenue for ISA, so we needed to ensure that it wasn't freely available to users who haven't paid for the services we provide," summarized Mr. Karshenas.

ISA was looking to implement a Content Security solution that enabled the association to offer content through a subscription model, where paying members are granted access to a collection of the association's library of digital assets. Prior to learning about Vitrium Security, ISA did not have a solution, and for a short period, valuable content was unprotected and revenue was being lost.



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**Amir Karshenas**  
IT and Software  
Development Manager

## The Solution

ISA required a Content Security system that would support its existing online business model, with a paid 'Members Only' section, as well as an easy to manage solution for their IT department, and a pain-free experience for their members when accessing content. After exploring Content Security solutions in the marketplace such as Locklizard and Wondershare, Mr. Karshenas and ISA found in Vitrium a solution that matched all its project goals. "In addition to preventing sharing and copying of our content, Vitrium integrates with the authentication component of our public website. Plus, we found it extremely easy to use and manage. We chose Vitrium because it met our objectives and project goals considerably better than the other solutions we reviewed," concluded Mr. Karshenas.

Vitrium Security impressed ISA's IT Department as well as the Standards Group that manages the content they were looking to protect. By implementing the solution, they were able to secure and stop unauthorized sharing of content by distributing it as protected PDFs and Secure Web Links, in addition to controlling the content's printing and copying. ISA also made life easy for their customers as Vitrium enables Single Sign-On functionality and does not require users to download or install any plug-ins or additional applications when viewing content.



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## The Results

Mr. Karshenas was diligent in finding a solution that made life easier for both his IT Department and his customers. His investment in Vitrium Security delivered on that promise. “Vitrium’s Content Security solution has provided ISA with a low maintenance method for ensuring that our intellectual property is protected and secure,” says Mr. Karshenas, “it is easy for our customers to access our content, and I can rest safe knowing that the content is protected and that our small IT group can easily and effectively manage the system.”

With Vitrium Security Enterprise, ISA is quickly able to upload PDF files to their website, apply Vitrium’s security settings and DRM controls, and distribute to their paying audience as Secure PDF files or Secure Web Links. Vitrium Security integrates with ISA’s Personify application, an Association Management System (AMS), that manages the association’s member database and distributes Vitrium secured content through its online marketplace. “There wasn’t a single reason we chose Vitrium, there were many. Vitrium Security met all our needs and project goals better than any of the competition,” concluded Mr. Karshenas.

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