



KEYLOK'S SOFTWARE PROTECTION DONGLE, FORTRESS, SECURES IP FOR EEC ANALYZERT

"I didn't spend 10 years of my life developing the software so that it could be given away. I needed a better way to protect it," explains Clint Garrity, the CEO of EEC Analyzer. Garrity founded EEC Analyzer when he was inspired to combine his passion for high-performance cars with his skills as a software developer and systems programmer. EEC Analyzer is also the name of the application Garrity markets to do-it-yourself car enthusiasts and Dyno-shops, where auto technicians use it to analyze EEC (Electronic Engine Control) data logs and tune the performance of Ford automobiles.

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EEC Analyzer was developed to improve on the first commercial hardware product with tuning capabilities for EEC-supported

processors. "That was a useful tool, but I felt that I could add more 'bells and whistles' in my software application, regularly enhance it to keep up with user demands and make it hardware-agnostic."

Garrity found that someone had hacked an early version of EEC Analyzer, reverse engineered it, and was distributing it for free over the Internet. With the sting of lost revenue fresh in mind, he decided it was time to eliminate the risk to his intellectual property and the success of his company.

The search for a better way to protect EEC Analyzer started with a few important criteria. Foremost was that the software protection dongle couldn't be penetrated by sniffers and emulated, another way monetization can be undermined. Garrity also wanted to make sure that the license could be moved from one PC to another. The dongle's form factor was also critical.

The majority of EEC analyzer users work in rough conditions for computers – garages with cement floors, wrenches that slip from greasy hands, and engine compartments – so the dongle shouldn't easily be broken off.

CHALLENGE

- Maximize software revenue
- Prevent distribution of unlicensed software
- Cope with rough user environment

SOLUTION

- KEYLOK Fortress RS dongle
- CodeVault

RESULT

- Increased licensing revenue
- Hardware-agnostic USB licensing
- Growing user base



SOLUTION

Garrity chose KEYLOK's Fortress RS dongle because it features CodeVault, a security feature where application code is stored on the license dongle making it impossible to run ECC Analyzer without the dongle. The days of collecting one fee up-front for software have come and gone; ECC Analyzer maximizes revenue generated through usage-based licensing. By associating the vehicle ID number with the software license, Garrity is paid for every vehicle that the software is used on. Last but not least, being the size of a wireless mouse.

THE KEYLOK ADVANTAGE

"I can rest assured that once a dongle is programmed and sent out to a customer, I almost never have to deal with it again," Garrity says. "KEYLOK dongles are super high quality. Most of the dongles I have replaced were because they were dropped, or even run over!" A less feature-rich version of ECC Analyzer is available online, but 75% to 80% of his sales are high-functioning versions that are protected with a dongle.

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Garrity sums up his relationship with KEYLOK by saying, "The people have been great. They ship the next day after I order. I have recommended them to other developers and would do so again."

ABOUT KEYLOK

A privately-held company founded in 1980, KEYLOK is a trusted provider of hardware-based security devices (dongles) for software and systems manufacturers across hundreds of industries. For over three decades, KEYLOK has provided reliable and affordable security and licensing solutions for protecting intellectual property. KeyLok is headquartered in Denver, CO, with customers across the U.S. and around the world.

