



# CoreTEC Case Study

## Overview

CoreTEC Systems and Solutions, Ltd. is a specialized provider of Enterprise Resource Planning software serving microfinance institutions in Kenya, Tanzania, Ghana, and Nigeria. With double digit growth occurring year after year in the microfinance space, this is a rapidly expanding and complex market. According to a 2015 survey by responsAbility Investing AG, 70% of experts in this industry stress the importance of technology in enabling market growth and making it possible to offer microfinance services at lower costs. CoreTEC's clients require increasingly sophisticated tools to manage resources and Microsoft Dynamic AX, NAV, and CRM are popular products in the company's portfolio.

## Challenge

CoreTEC faced a persistent challenge with theft of intellectual property. Other vendors were replicating their proprietary source code, limiting the company's ability to maintain strong brand differentiation and competitive advantage. CoreTEC also needed to meet industry requirements that made database security mandatory for any solution offered to its customers. With a substantial customer base in a quickly growing industry, the company would benefit most from a software licensing option with redistribution rights included—rather than paying for individual licenses upon installation for each individual customer.

## Solution

CoreTEC was looking specifically for a database protection product that delivered on its promises. Upon deployment, DbDefence from Activecrypt successfully protected the backend of SQL databases for customers and blocked any unauthorized access. This solution resolved CoreTEC's challenges by keeping proprietary code private and making their product offering more secure for customers. With ongoing releases and patches that keep DBDefence up to date along with support needed for any upgrades, CoreTEC has been able to easily maintain this solution since its implementation. The price of a redistribution license plan was easily affordable and permits the company to distribute DbDefence to unlimited end users as they continue to grow their customer base, increasing ROI with no additional cost.

## **Key Benefits**

- Consistently fulfills product claims for effective database protection
- Safeguards intellectual property and trade secrets
- Helps clients meet standards for compliance within a highly regulated industry
- Provides seamless software integration with existing systems
- Supplies best-in-class support and ongoing upgrades
- Offers cost-effective licensing options to allow clients to scale effortlessly

## **Quote**

*“We used to have problems with people stealing our intellectual property. They were copying our source codes, making it difficult for us to market ourselves. Implementing DbDefence has solved this problem completely.”* – **Kennedy Satwa, CoreTEC Network and Systems Administrator**