

6Sigma.us case study

Elearning Security: Protecting training courses from unauthorized copying and distribution

Summary

6Sigma.us wanted to distribute their training courses over the web in a secure manner ensuring they could not be copied and distributed without their permission. They needed to make sure their content expired after 1 year of use, and that prints were limited to 2 copies. In addition, to discourage photocopying of printed material, they wanted to apply a secure watermark that contained user information to identify the source of any photocopies made.

" The implementation was very smooth indeed. We didn't miss a beat - and were up and running the same day. From a customer perspective our customers have not had any real issues with the project and all of them have been able to get their license registered and view files."

6Sigma.us backgrounder

6Sigma.us are a major training house delivering cutting edge development and training programs to attendees from over 1000 organizations. 6Sigma.us delivers online, onsite and open enrollment six sigma training and six sigma certification in Green Belt, Black Belt, Master Black Belt, Champion and Lean Six Sigma. They also offer White Belt and Yellow Belt training as required by organizations.

What was the motivator for 6Sigma.us to go DRM?

Our return on investment is not necessarily stated in terms of business growth, but also in reducing piracy risk and lost business. If clients are able to easily download, copy, and distribute our materials, then other potential clients would simply try to get by with those materials, and not purchase our courses. We have to achieve a sensible ROI on course development costs to be able to continuously invest in delivering top quality products to our customers.

What features were critical to 6Sigma.us?

- **Splash screen branding and unauthorized use message:** to customize documents to our business
- **Document Expiration:** we limit access to our training for 1 year, so the documents must also then expire after 1 year.



- **License Validity Check:** we want to be sure that our document is not passed around so we ask for a validity check each time the document is opened
- **Enhanced Screen Grabber Protection:** Since our materials are key to our success, it is very important that clients are prevented from readily grabbing images of them.
- **Limited Printing:** We give our clients 2 attempts to print a document; once again this is to limit and discourage sharing of our materials.
- **Watermarks:** Adding a personalized watermark gives customers an implied warning against photocopying

Has selecting LockLizard made things simpler?

Yes. We no longer have to send printed manuals to clients who may never use them in their learning. As a bonus, we can now charge for a separate set of printed manuals if the client wants them, otherwise they have the materials immediately once their account is setup. We like having the confidence that our materials are not being passed freely around the Internet and e-mail.

How was implementation?

Very smooth indeed. We didn't miss a beat - and were up and running the same day. From a customer perspective our customers have not had any real issues with the project and all of them have been able to get their license registered and view files.

How difficult was the evaluation?

It wasn't that difficult. We looked at others, but did not need to fully evaluate them because we knew that they did not do what we wanted.

What about LockLizard support?

We would have liked to comment, but we have not needed to use any technical support. So that's a difficult question to answer. Certainly the pre-sales support was excellent.

Would you recommend LockLizard to others?

Yes. Lizard Safeguard provides us with both copy protection and digital rights management. So our products can not only be protected from unauthorized copying, but also from being distributed without authority as well.



About Lizard Safeguard PDF Security

Lizard Safeguard PDF Security provides complete PDF document security with DRM controls and US Government strength, AES 256 bit, encryption. It protects PDF documents from copying, modifying, saving and distribution. In addition the IPR owner can control whether users can print protected PDF documents, and if so, how many times. Controls check how documents are used, by whom, for how long, and what can be done with them. Pricing starts from \$2495 for a subscription license.

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