



## Case Study | Agfa HealthCare

Wibu-Systems provides easy and secure access to Agfa HealthCare's digital radiography

### Best Practices: Pay-per-Use for Digital Computed Radiography (CR)

#### The challenge

Agfa HealthCare's Easy Payment Scheme for computed radiography offers a complete setup for digital imaging – including equipment and software – without upfront investment. Agfa needed a solution to protect its offer against fraudulent use.

#### The solution

For Agfa HealthCare's proprietary operating system, CodeMeter proved to be the fitting solution, offering protection through time-based licensing.

#### The success

CodeMeter prevents the illegal use of Agfa HealthCare's computed radiography solution, by enabling Agfa to deliver the software encrypted. Wibu-Systems guarantee the protection of Agfa's software assets, while offering easy software access to Agfa's end user.



#### Samith Kakkadan

##### Imaging Product Manager at Agfa HealthCare

"Wibu-Systems protects our Easy Payment Scheme for digital imaging against illegal and fraudulent use. The time-based licensing model allows the user to pay according to the imaging volume he needs – and also guarantees our return on the investment in the solution."

#### Louis Kuitenbrouwer

##### VP Imaging at Agfa HealthCare

"The low-end market for computed radiography is growing quickly. Small laboratories, orthopedic doctors and other healthcare facilities want to provide medical imaging, but often cannot afford the traditional upfront investment in hardware and software. Agfa HealthCare's Easy Payment Scheme, powered by Wibu-Systems' versatile license lifecycle management, provides digital imaging at an affordable and predictable price."

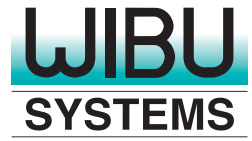


#### The customer

Agfa HealthCare is a leading provider of diagnostic imaging and healthcare IT solutions for hospitals and care centers around the world. The business group is a major player on the diagnostic imaging market, providing analog and digital technology, as well as IT solutions to meet the needs of specialized clinicians. Agfa HealthCare is also a key provider on the healthcare information solutions market, integrating the administrative, financial and clinical workflows of individual hospitals and hospital groups. Today, care organizations in over 100 countries rely on Agfa HealthCare's leading technologies, solutions and services to optimize their efficiency and improve delivery of patient care.

## Best Practices: Pay per Use for Digital Computed Radiography (CR)

### Wibu-Systems provides easy and secure access to Agfa HealthCare's digital radiography



#### Wibu-Systems and Agfa HealthCare

Too often, high infrastructure, equipment and service costs – combined with a slow return on investment – are preventing healthcare providers from adopting advanced technology. Agfa HealthCare has developed a solution that bundles technology and finance: providing easy and affordable access to digital imaging. This way, even facilities with a low volume of imaging benefit from higher quality images, increased productivity and a more efficient workflow, provided by computed radiography.

Wibu-Systems implemented a solution for time-based licensing that allows the healthcare providers to use the computed radiography package following Agfa HealthCare's Easy Payment Scheme. The solution fits the real financial flows of healthcare facilities of any size. They pay as they go, with a fixed down-payment followed by equal and regular instalments, keeping upfront capital investment low and cost management easy.

The use of affordable computed radiography is the first step from the analogue to the digital world. It offers higher quality imaging and more reliability at a lower cost. Computed radiography is an important driver in making medical imaging more accessible, especially for smaller healthcare facilities in emerging countries. However, the upfront capital investment in computed radiography equipment remains an important hurdle for healthcare providers with a relatively modest need for medical imaging. That's why Agfa HealthCare developed a new business model, allowing healthcare facilities of any size to start working with computed radiography at an affordable, predictable and limited upfront cost. All a healthcare provider needs is an internet connection and a debit or credit card. Agfa HealthCare first launched its Easy Payment Scheme for computed radiography in India.

When signing up for Agfa HealthCare's digital imaging solution, the healthcare provider gets a full digital package upfront, including all necessary equipment and software: digitizer, workstation, image processing software, imaging plates and cassettes and a tabletop direct digital imager.



Through a web-based interactive portal, the healthcare provider is invited to pay regular instalments. Each payment ensures the use of the system through to the next instalment date. Wibu-Systems embedded its licensing technology into Agfa HealthCare's solution. The Easy Payment Scheme is based on a payment platform, where the user pays for regular – typically monthly or quarterly – instalments. The payment platform is linked to an encryption platform. Upon completion of the payment, a ticket can be downloaded to renew the software license, releasing the software to be used until the next instalment is due.

Wibu-Systems proved to be the only company able of implementing the encryption and time-based licensing solution on Agfa HealthCare's proprietary operating system. Agfa, however, asked for a solution that would leave all options open. That's why Wibu-Systems offered a solution based on its CodeMeter Protection Suite, installed on a USB stick, combining strong protection functionality with ease of use. This way, CodeMeter acts as the ultimate insurance policy against the illegal and fraudulent use of Agfa HealthCare's Easy Payment Scheme. It offers Agfa HealthCare an easy way to control the use of the software and to protect its intellectual property against illegal or fraudulent use.

### About Wibu-Systems:

WIBU-SYSTEMS AG (WIBU®), a privately held company founded by Oliver Winzenried and Marcellus Buchheit in 1989, is an innovative security technology leader in the global software licensing market. Wibu-Systems' comprehensive and award winning solutions offer

unique and internationally patented processes for protection, licensing and security of digital assets and know-how to software publishers and industrial manufacturers who distribute their applications through PC-, embedded-, mobile- and cloud-based models.



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