CivilGEO® Unlocks New Revenue Streams with Hybrid Monetization

CivilGEO develops engineering design software for water resource management, including tools for floodplain mapping, hydrology and hydraulics modeling, and stormwater analysis.

The high-performance technology enables government agencies, engineering firms, and private consultants to accelerate complex workflows, automating manual processes to cut project delivery times by more than 50%.

Their leading applications – GeoSTORM, GeoHECRAS, and GeoHECHMS – use Revenera's flexible software licensing service, enabling CivilGEO to securely offer hybrid deployment models and rapidly scale their subscription-based business.

CHALLENGE

- Outdated back-office infrastructure exposed products to security risks

- Inability to operate in cloud environments alongside LAN and node-locked setups

- Developing a homegrown licensing solution would take approximately 12-18 months

SOLUTION

- Adopt Revenera's ISO/IEC certified monetization platform for enterprise-grade security

- Support flexible licensing with out-of-the-box functionality for diverse customer requirements

- Enable hybrid deployments and seamless license management as demand rapidly scales

BENEFITS

- Fully implementing Revenera was at least 6-12 months faster than building an alternative system

- Reduced technical debt empowers developers to focus on core product enhancements

- Access to usage insights with clear entitlement and renewal data fuels revenue growth

Channeling Growth

CivilGEO's mission is to help engineers work smarter, faster, and with greater confidence. Their range of intuitive tools simplify the challenges of designing advanced, sustainable water systems, providing accurate visualizations so users can make informed decisions.

By integrating Revenera's monetization technology, CivilGEO has streamlined operational overhead while improving flexibility, strengthening security, and reducing time-to-market for new releases.

Chris Maeder, Engineering Director at CivilGEO, states: "Before partnering with Revenera, we relied on a legacy crypto-based licensing system, which lacked modern features and relied on outdated technology that posed potential security vulnerabilities to our products. As our user base grew, the need for a robust, scalable solution became more urgent."

"Revenera's monetization platform supports our expanding operations while meeting stringent standards for security and reliability. It also provides the flexibility to migrate our licensing infrastructure to the cloud – enabling hybrid deployments across distributed environments."

**—CHRIS MAEDER,
ENGINEERING DIRECTOR, CIVILGEO**
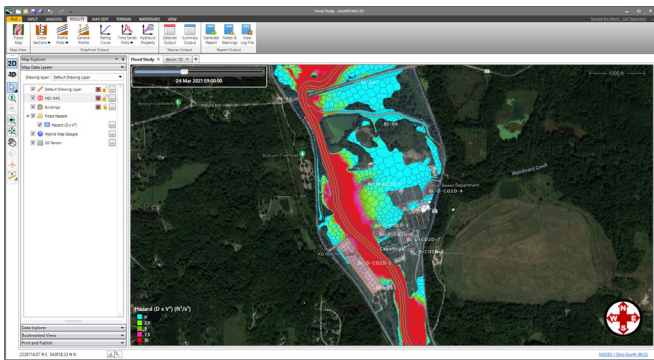
CivilGEO's applications ensure accurate flood hazard mapping.

Surfacing New Opportunities

In addition to selling node-locked licenses tied to individual machines, CivilGEO offers subscriptions for both LAN-based and cloud-connected floating access. This versatility is powered by Revenera's software licensing solutions, allowing CivilGEO to meet broad customer needs.
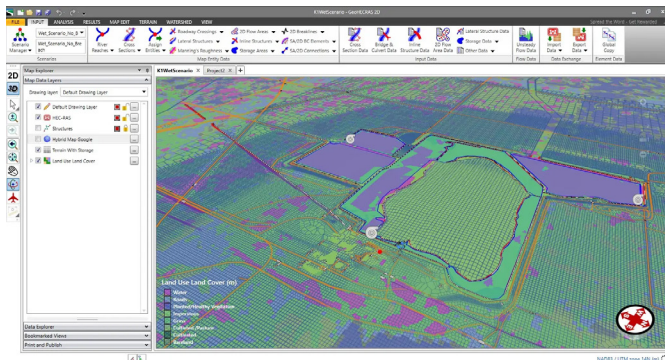
Chris continues: "Revenera serves as the foundation for addressing a wide range of deployment and user scenarios while maintaining precise control over entitlement management, usage, and renewals. This data directly informs future growth objectives.

"Our full migration to Revenera took just six months – a significant achievement compared to the estimated 12 to 18 months it would have taken to develop and deploy an equivalent solution in-house. This translated into tangible production time savings and improved internal productivity, allowing our team to stay focused on roadmap delivery rather than building and maintaining licensing infrastructure."

"We're extremely pleased with Revenera's monetization platform. It's allowed us to prioritize product innovation, leading to significantly improved customer outcomes. This reaffirms our decision as a strategic win for both the development team and the business."

**—CHRIS MAEDER,
ENGINEERING DIRECTOR, CIVILGEO**

Pipeline for Success

As demand for sophisticated water resource engineering rises, CivilGEO is committed to modernizing operations to serve the growing market.

Chris concludes: "The streamlined integration and licensing automation enabled by Revenera has contributed to measurable improvements in product delivery and customer experience. We now have a secure, reliable solution that is central to our growth strategy."

As CivilGEO explores moving toward SaaS-oriented models, such as usage-based pricing, Revenera continues to develop the agile monetization services to support their long-term, cloud-first goals.

If you'd like expert advice on improving flexibility and security for your hybrid strategy, please contact us today.

Extensive land use insights enable advanced resource modeling.

NEXT STEPS

Monetize What Matters and Provide the Best Customer Experience.

LEARN MORE >

Revenera provides the enabling technology to take products to market fast, unlock the value of your IP and accelerate revenue growth—from the edge to the cloud. **www.revenera.com**