



VITRIUM.COM

METCOM TECHNOLOGIES

Case Study

Metcom Technologies uses Vitrium Security to ensure its training materials are encrypted and not copied, printed or redistributed without authorization

ORGANIZATION:

Metcom Technologies Inc.

INDUSTRY:

Training for Mining & Engineering

LOCATION:

Grand Rapids, Minnesota

VITRIUM SECURITY USER SINCE:

2017

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Company Overview

Metcom Technologies is the world leader in training and knowledge transfer in mineral grinding circuits. Their comprehensive training program has proven to deliver improved grinding efficiency and lower costs to the mining and mineral processing industry.

Key Challenges

Metcom provides training designed for operations managers, plant metallurgists, and technicians that deliver the expertise needed to improve performance of plant mineral grinding procedures. With over twenty training modules and certifications aimed at engineers in the field of mineral grinding, Omar Arafat, Project Metallurgist & Business Development Manager at Metcom, needed to find a way to secure its revenue generating training materials. “We wanted to find a system that would ensure Metcom’s training materials were encrypted, and would prevent our intellectual property from being copied, printed, or shared,” says Mr. Arafat. “We were very concerned that our valuable copyright materials were at risk of being redistributed without authorization.”

Metcom looked to Content Security technology for a way to secure training materials and prohibit unauthorized access and distribution of training content. Prior to learning about Vitrium Security, Metcom relied on simple password protection through their website, which left the content at risk of being redistributed or posted online once it was downloaded.



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Omar Arafat
Project Metallurgist & Business Development Manager

Photo by Ben Cheung from Pexels

The Solution

Mr. Arafat required a system that would deliver robust security for training materials, ease of use for administrators, and a hassle-free experience for end users accessing the content. In addition to military grade encryption and password protection, Mr. Arafat was looking for a solution that would restrict printing and block copying of content. He didn't have to look far before he found what Metcom needed in Vitrium Security. "Vitrium was recommended to me, and as I learned more about it, I knew I had found what I needed to protect the investments we have made in our training programs" states Mr. Arafat.

The decision came down to finding the features and functionality Metcom needed to secure training materials without disrupting the workflows in place. With Vitrium Security, they were able to continue creating and selling PDF training materials, only this time training content was equipped with file level security and controls that travel with the content no matter where it goes. Secured materials are accessible through Adobe Reader as Protected PDF files or via a web browser as Secure Web Links. As such, Metcom customers were spared any hassle, as Vitrium does not require users to download or install any plug-ins or additional applications when viewing content.



"We can restrict the number of IP addresses per user so that the file cannot be shared with anyone outside of our company."





The Results

Metcom's training administrators upload training materials through Vitrium's intuitive application, automatically adding layers of security and controls with Vitrium's Digital Rights Management (DRM) features. Vitrium Secured PDF files are then uploaded to Metcom's website, adding the protected training materials to their document management system where customers are able to purchase, download, and access the content.

With Vitrium Security, Mr. Arafat was able to protect Metcom's entire digital library of training assets and more importantly, protect its revenue generating copyrighted intellectual property. "Vitrium provides extremely reliable content security, it's easy to use and fits with our processes and needs perfectly," concluded Mr. Arafat.

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