Autodesk
Design, Lifecycle and Simulation

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Mechanical Design & Drafting

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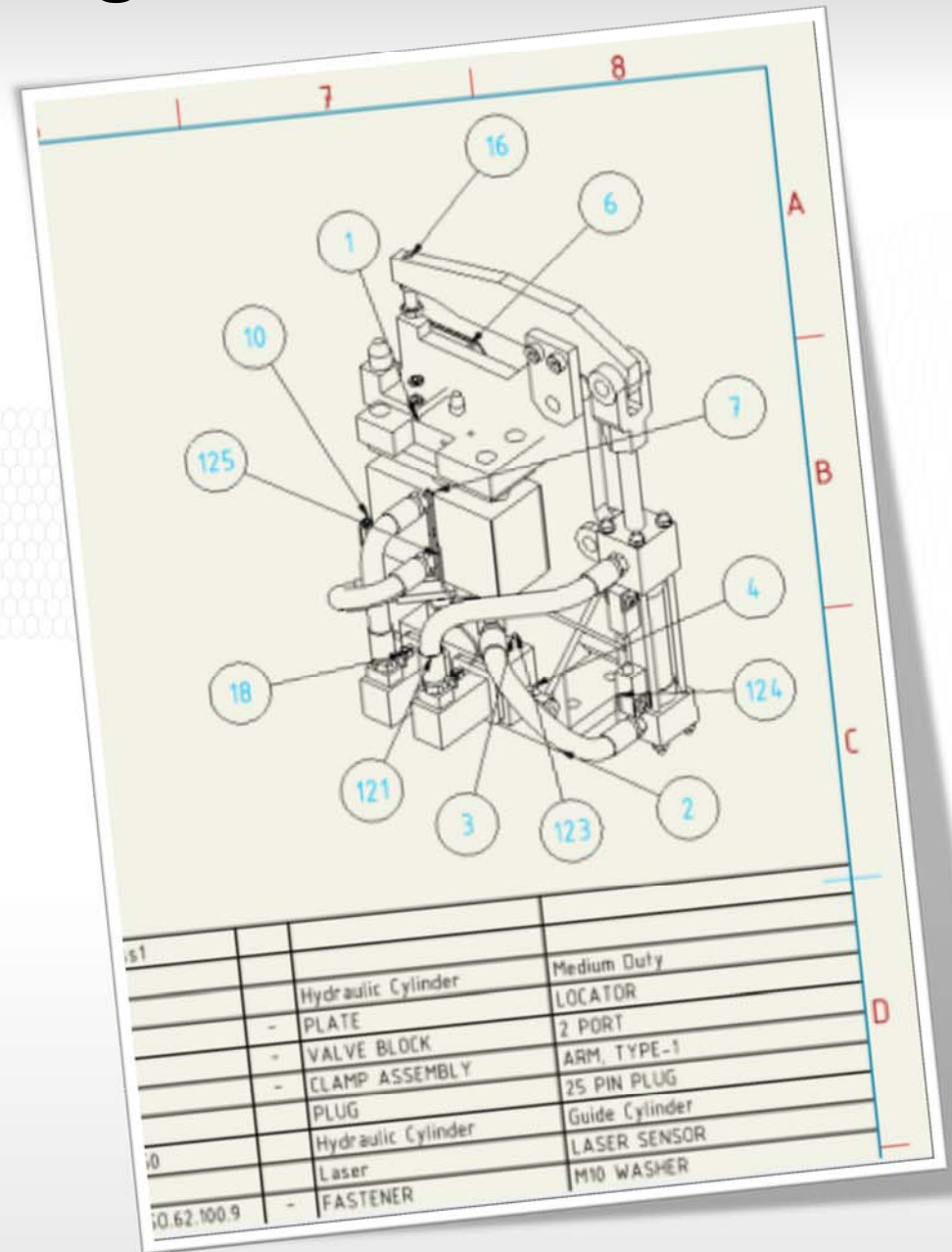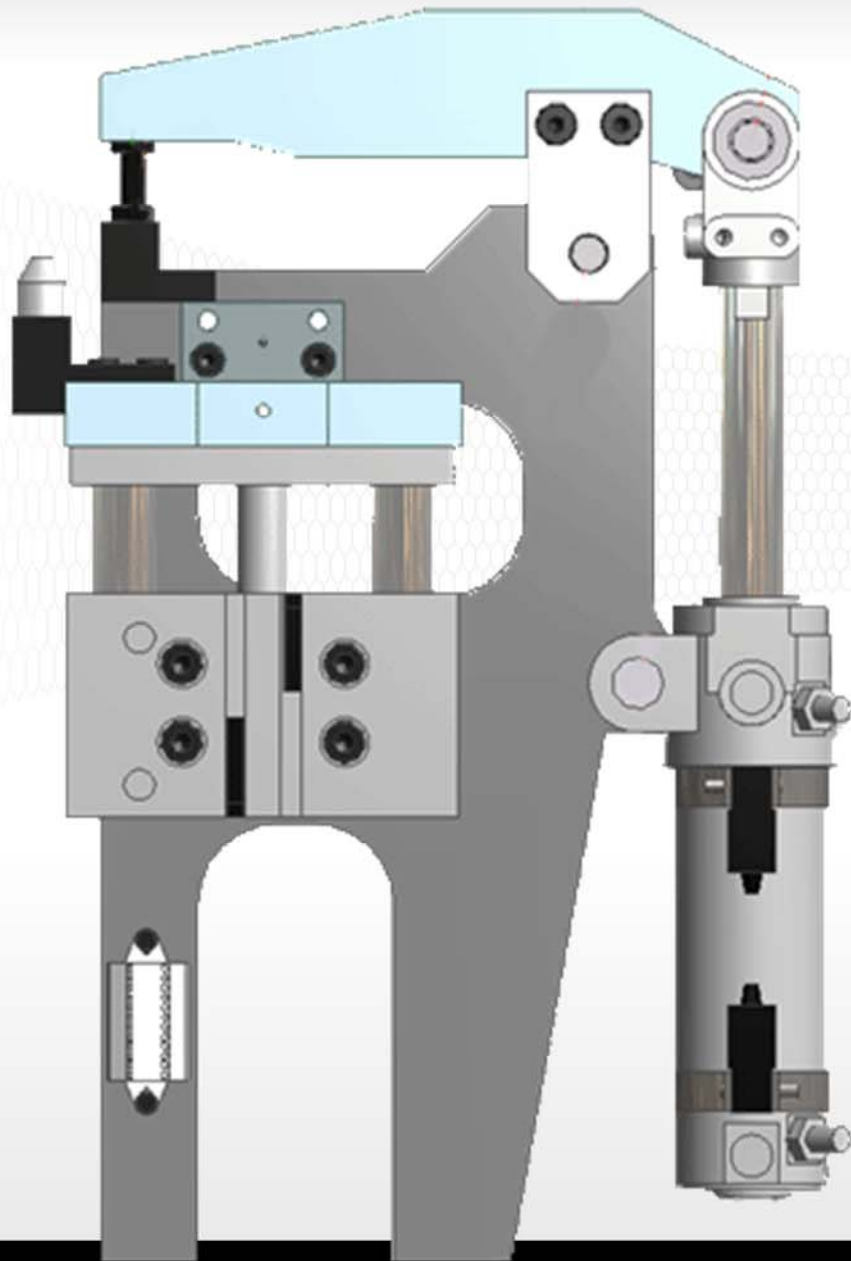
Concept
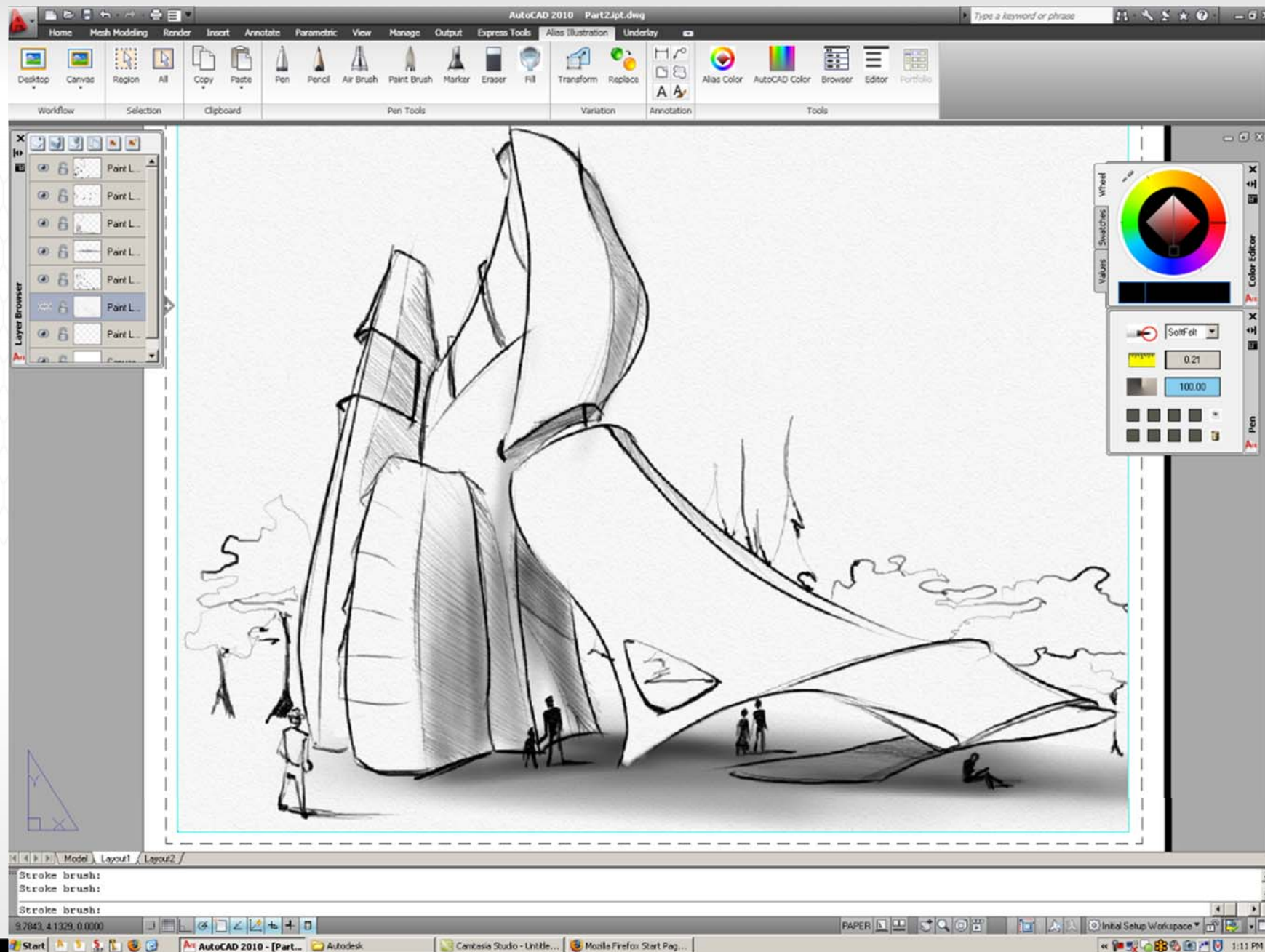
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Visualization

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Digital Factory

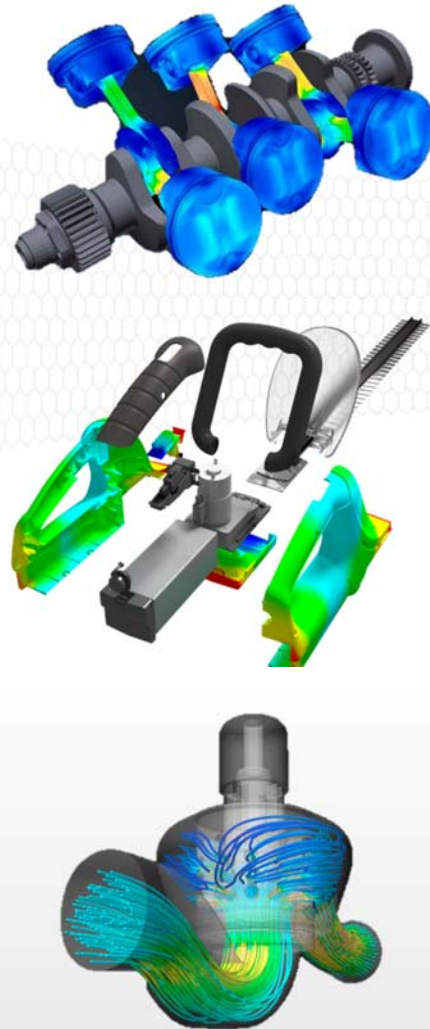# Design, Lifecycle and Simulation Business

Design

Simulation

Life Cycle

Manufacturing

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Autodesk Simulation

Will my part break?

Is my frame strong enough?

How do parts interact?

What happens when it moves?

Will it handle fluid pressure?

What happens when temperature changes?

When will it fail?

How light can I make it?

What happens if I drop it?

Will my part fill?

Can I produce parts faster?

Will it have defects?
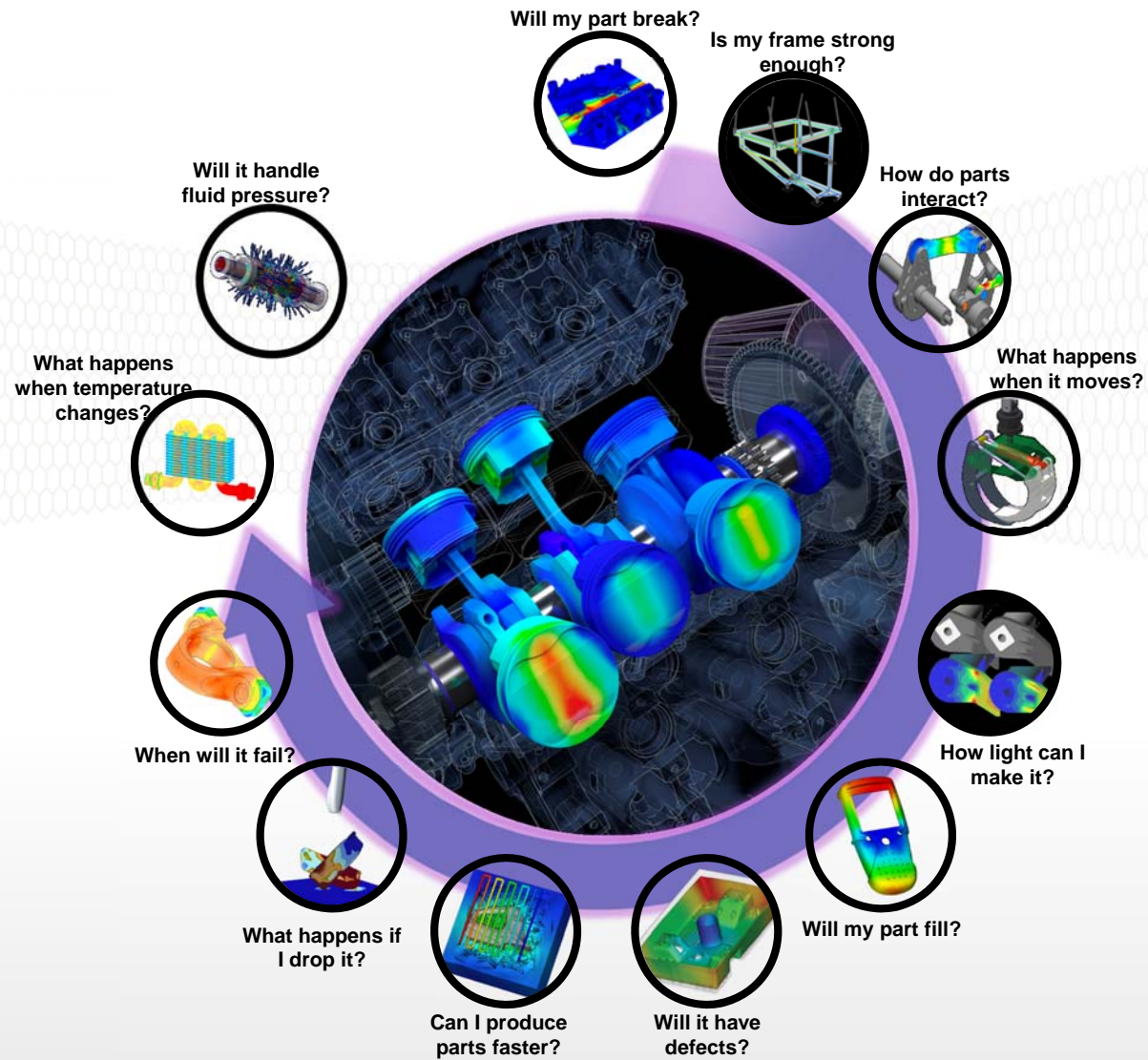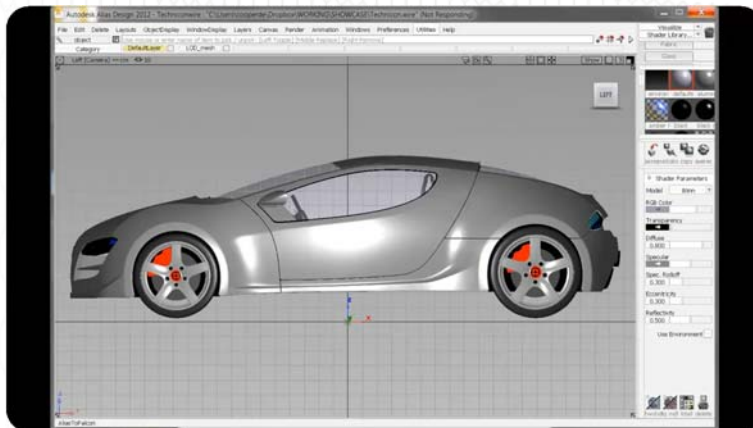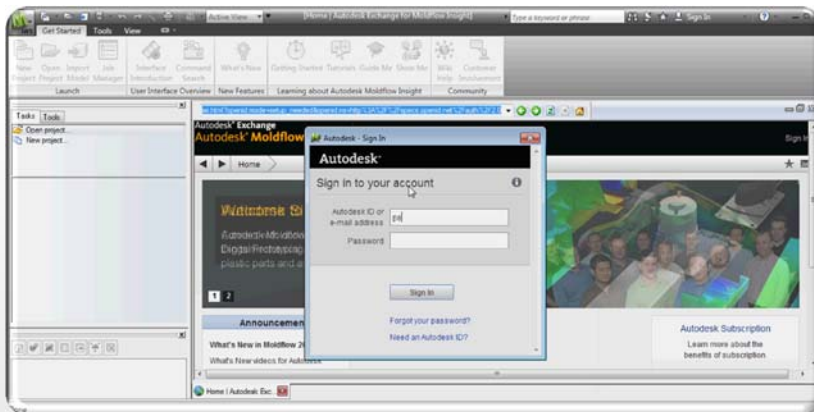
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Mobile

Real time simulation

Cloud based simulation

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Changing the Way Customers Work

"This might be the coolest iPad application in existence."

"This application is amazing!"

"Autodesk you rock!! Great job keep the apps coming."

"Always on" Wind Simulation
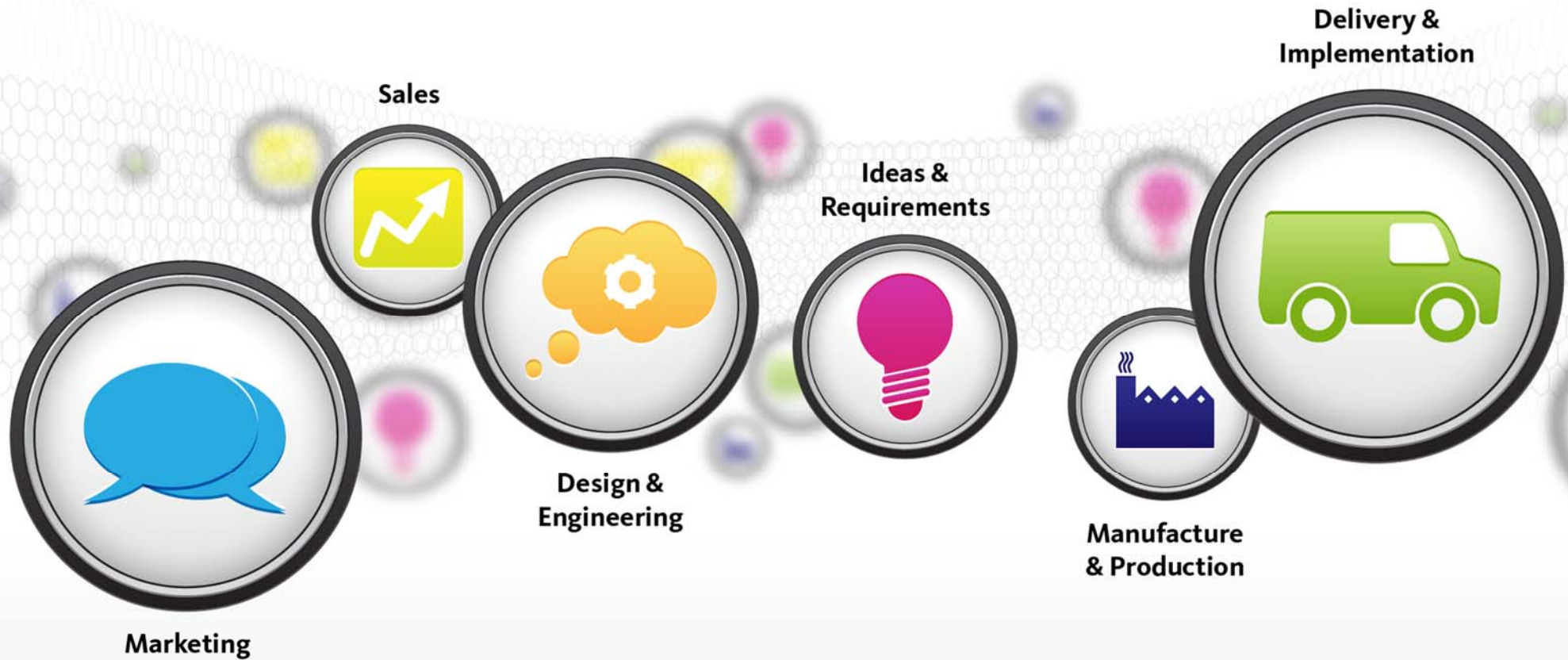## Digital Wind Tunnel

Autodesk PLM 360

Bring ALL required aspects of the lifecycle together
PLM should apply to more than mechanical engineering

Sales

Ideas & Requirements

Delivery & Implementation

Design & Engineering

Manufacture & Production

Marketing

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Support your business models and processes
Business needs should dictate models and processes, not IT systems
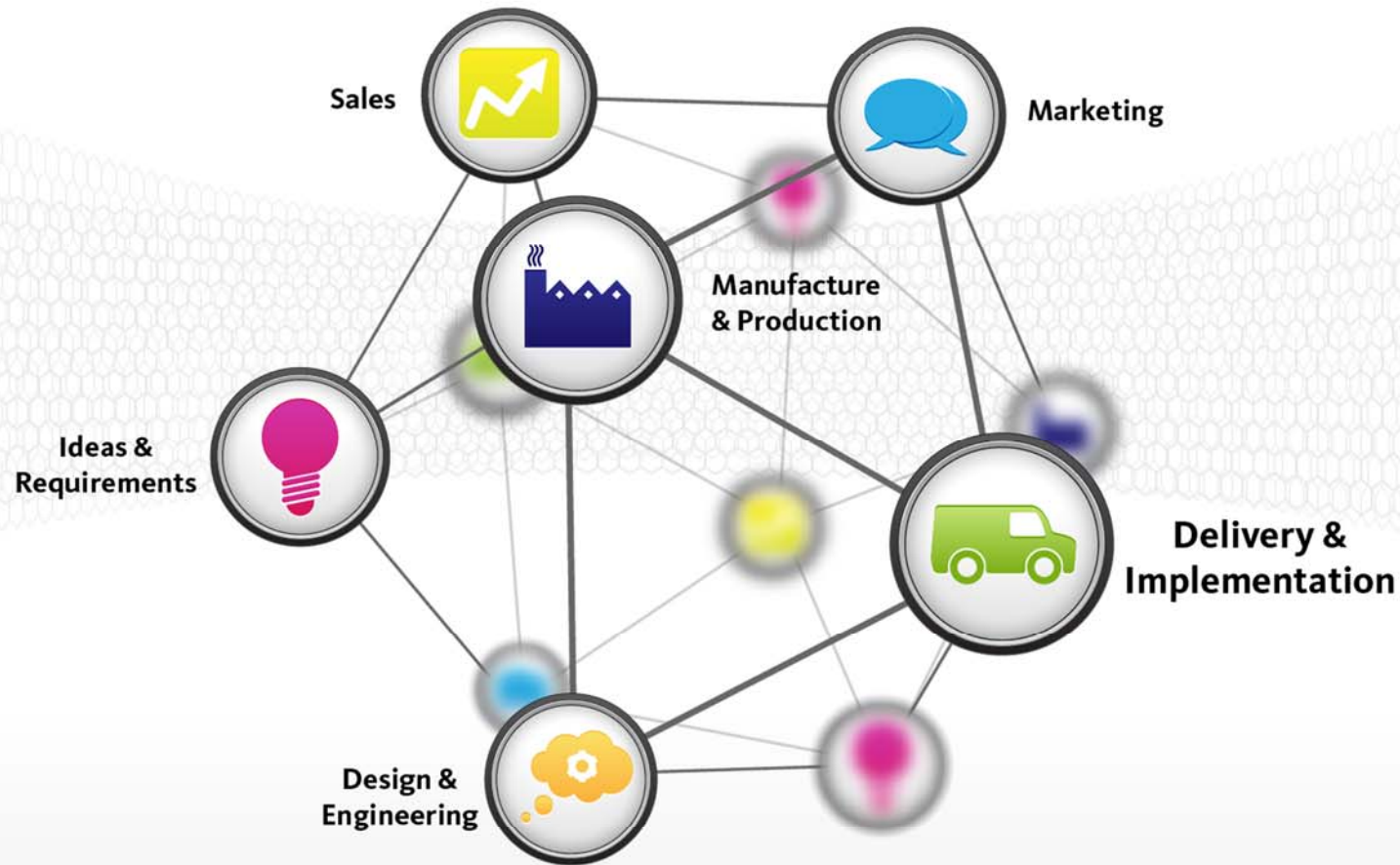
Easily adopted, implemented, supported & maintained

Pragmatic solutions, that can be rolled out, without the need for tremendous expenditure

Autodesk® PLM 360

Full Featured PLM for everyone

Procurement   Facilities   Sales   Service   IT   Executive

Product Management   Quality   Manufacturing   Engineering

Autodesk®

What makes Autodesk PLM 360 different?

Instant On!

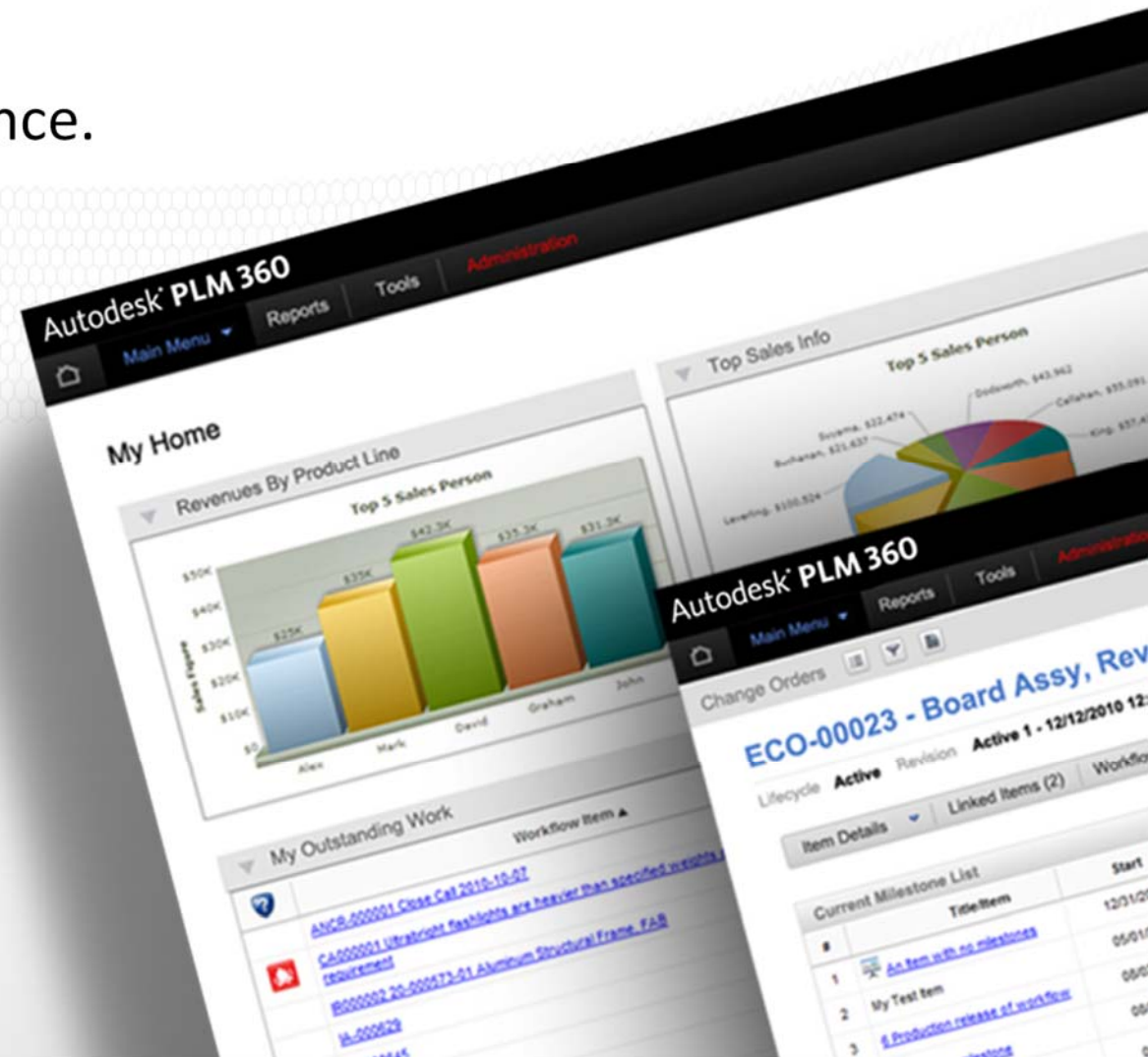Highly Current User Experience.

Ubiquitous Access.

Pre-Installed Apps.

Insanely Configurable.
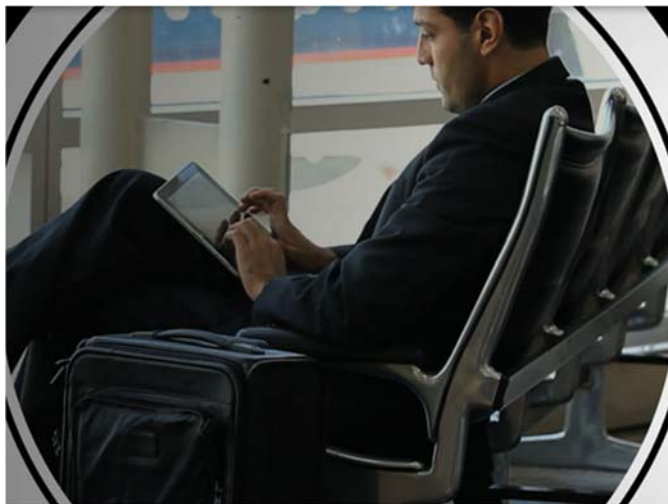
Integrated.

Subscription based.

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Ubiquitous Access

Pre-installed Apps

Program and Project Management

Program and Project Management
Requirements Management
New Product Introduction
Task Management
Project Costing

Engineering

Material Specifications
Program Management
Change Request
Item Master & Bill of Materials
Change Order
Design Review

Supplier Management

Sourcing
Warranty Recovery
Supplier Evaluations
Approved Vendor List (AVL)
Approved Manufacturers List (AML)
Request for Quotation (RFQ)

Quality and Compliance Management

Audit Management (ISO 9001, FDA)
Inspection Management
Nonconformance Management
Corrective Actions / Preventative Actions (CAPA)
Deviation Management
Document Control
Lessons Learned
ISO 9001 Manual
Materials Compliance

Operations

Equipment Calibration
Equipment Maintenance
Incident Reporting
Accident/Injury
Tooling Management

Service and Support

Complaints / Incidents
Return Merchandise Authorization (RMA / RGA)
Request for Information (RFI)

Sales & Marketing

Quote Process Management
Customer Management
Marketing Asset Management

AEC

RFIs
Bid Management
LEED Certification
Capital Asset Tracking

PDM Integration

Enterprise System Integration

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Insanely Configurable
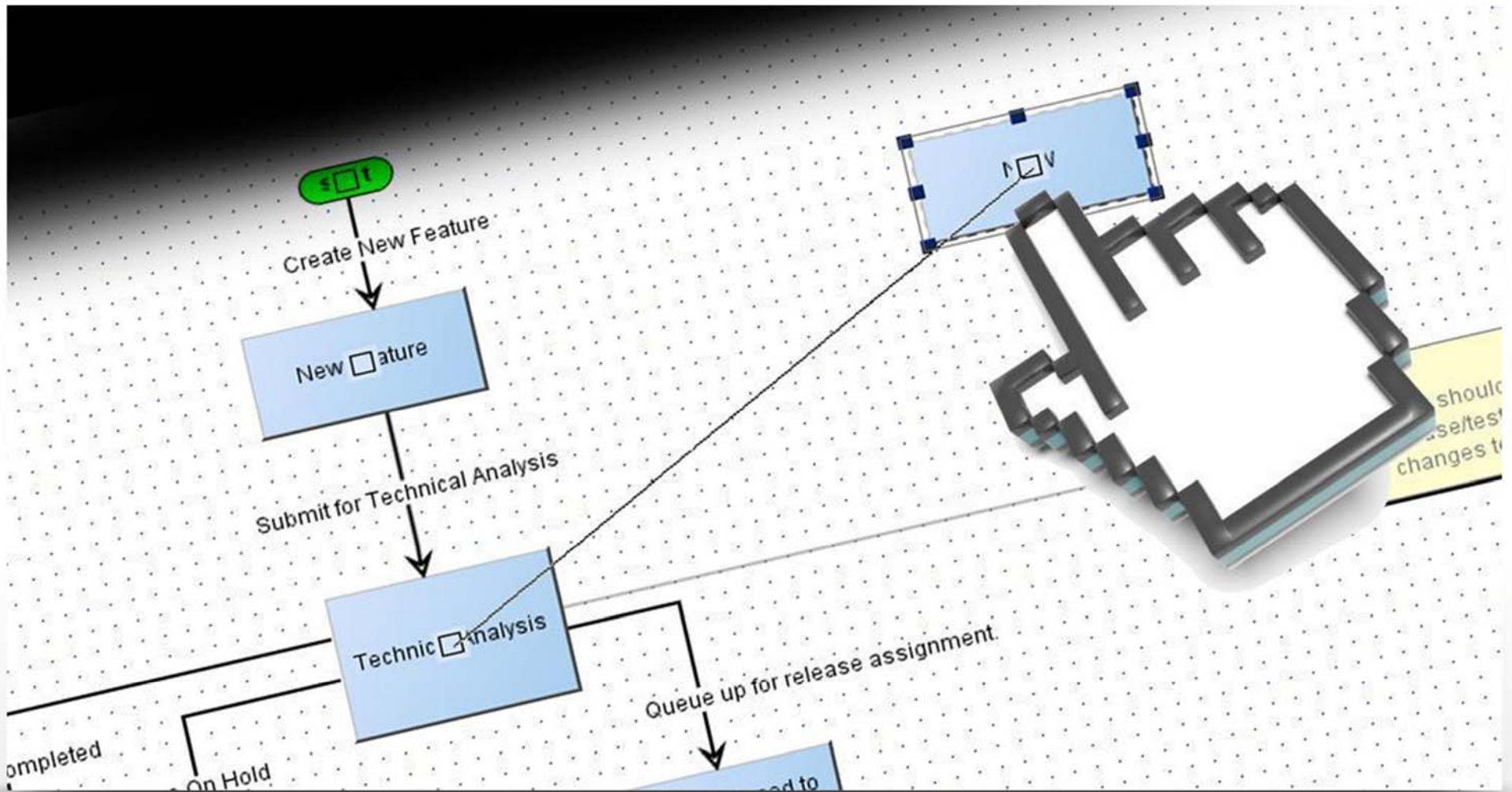
Complete PLM

Early Adopter Applications
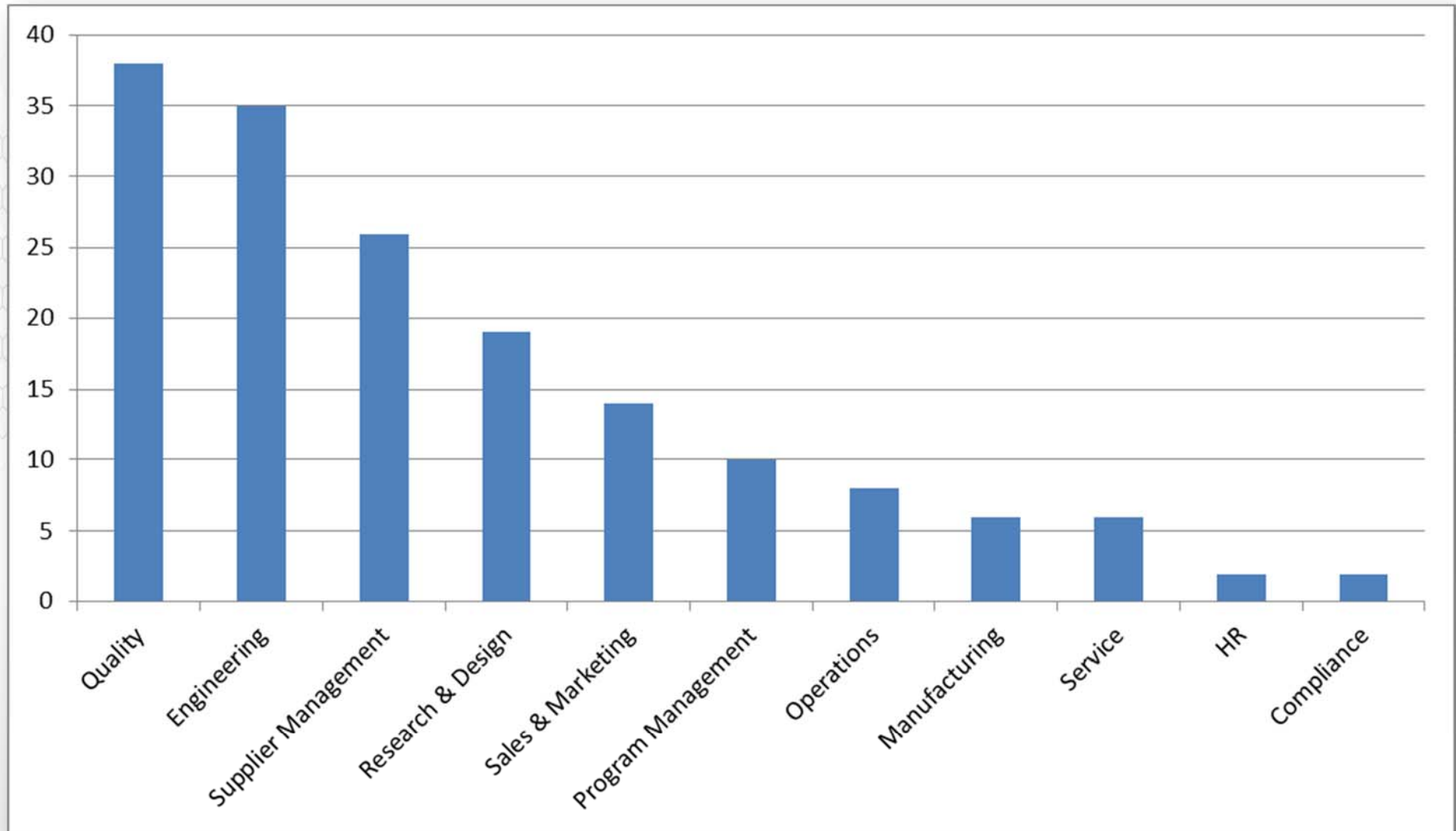
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PLM 360

200 user deployment of five common PLM modules

Content	Traditional PLM	Autodesk
Named-user Up-front Licenses	$1,500,000	$0
Hardware and Infrastructure	$1,000,000	$0
Implementation Services	$2,000,000	$100,000
Total Up-front Costs	**$4,500,000**	**$100,000**
Annual Maintenance/Subscription	$481,000	$180,000
Total Cost of Entry	**$4,981,000**	**$280,000**

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Selling to the Entire Enterprise

Role

Draft-person

Mechanical Engineers

Systems Engineers

Process Engineers

Designers

Electrical Engineers

Analysts

Research Engineer

Tech Writers

Field Engineers

Installation Technicians

Service Technicians

Sales Engineers

Industrial Engineers

Production Planners

Manufacturing Engineers

Facilities Engineer

Product Manager

Engineering Manager

Quality Manager

Service Manager

Procurement Manager

Sales Manager

% Total Manufacturing Employment

2%	9%	11%	12%	19%	29%	49%
Design Drafting	Engineering & Analysis	Industrial Design & Control Systems	Simulation	Installation, Maintenance & Repair	Production & Manufacture	Management & Support Roles

Occupational Distribution in Manufacturing based on US Bureau of Labor and Statistics, May 2010

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Conceptual Design

Detailed Engineering

Plastics

Data Management

Simulation

Documentation

AutoCAD & DWG Interoperability

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Digital Prototyping

Visualization

Electro-Mechanical Design

Tool Design

Routed Systems

Automation & Configuration

Marketing

Publish

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