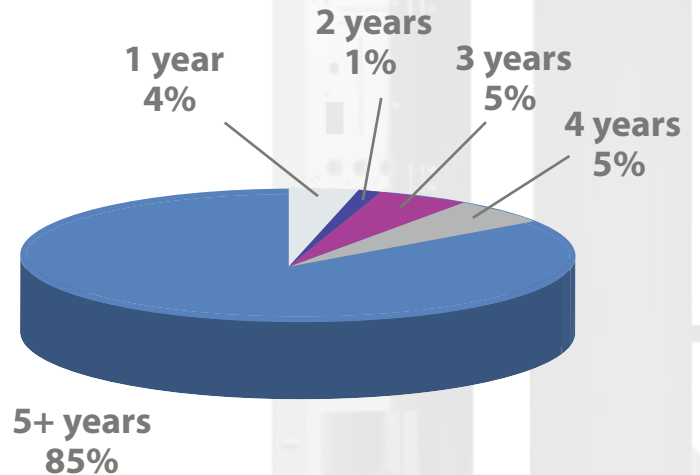


Users of 2D products, especially AutoCAD, tend to be skeptical of the true benefits of moving to 3D. We wanted to know exactly what kind of results our customers were getting after they made the switch, how hard it was, and how much their productivity increased. We surveyed all our previous AutoCAD users to find out.

Most people (85%) were long time users of AutoCAD

## Previous AutoCAD Experience Among Survey Respondents



## Most people saved 1.5 hours per day per engineer using 3D CAD versus AutoCAD.

*Question: How much time, per person, per day, would you say you save by using Alibre Design versus AutoCAD?*

Average Time Saved: 1.54 Hours

High: 6 Hours

## Most people saw an average cost savings over the life of a project of 19.08% using Alibre Design versus AutoCAD.

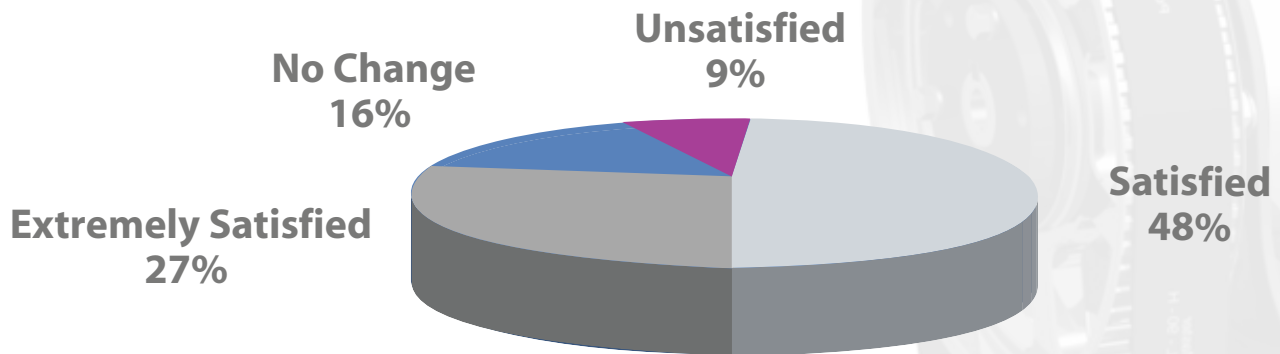
*Question: Please estimate the cost savings, in %, that you have experienced by saving time modeling in 3D with Alibre Design. Things to include in your estimate include faster time to market, ease of design changes, working less hours on a project, less waste, etc... Example answer: 20% cost reduction per project.*

Average Cost Reduction: 19.08% cost reduction

High: 95% cost reduction

**The vast majority of designers who made the switch are happy they did.**

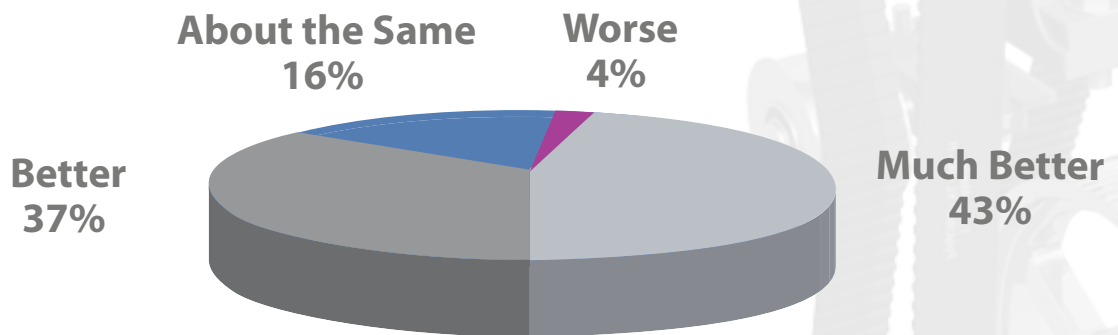
### Overall Satisfaction After Switch to Alibre Design from AutoCAD



**The vast majority of designers consider Alibre as a company to be much better than AutoDesk in terms of taking care of the customer.**

*Question: In terms of customer support, maintenance costs, and other qualities of a company besides the actual product, how would you rate your overall Alibre experience in terms of your previous AutoDesk experience?*

### How would you rate the Alibre experience versus the AutoDesk experience?



#### Survey Taker Comments on Customer Service:

"The ability to send an email with a question and have a real person call you within hours is a much welcome relief from what seems to be the industry norm."

"Autodesk arrogantly treats me like a cash source, Alibre treats me like a customer."

"On AutoCAD, dealers can't answer advanced questions and Autodesk won't answer questions."

## **Survey Takers Comment on the Transition from 2D to 3D CAD:**

"I found the transition incredibly easy. The tutorials and training videos brought me "up to speed" in a matter of hours (and this with no previous experience in parametric modelling). Designing in 3D has improved our ability to communicate designs to our customers by leaps and bounds. Using parametric design, changes can be implemented quickly and revisions can be forwarded to our customers for approval much faster than using our Autodesk product."

"I moved from Autocad to Solidworks and Inventor simultaneously. Because of customer requirements. So moving into ALIBRE DESIGN PROFESSIONAL was easy. Now I use all three CAD packages, depending on the project. I am very pleased with the ALIBRE. In fact I would say, for projects that are not customer specified, will all be done in ALIBRE."

"Alibre's ease of use has allowed me to do much more than design and create a part I need. It has allowed me to very quickly build and assemble all of the other parts in my assemblies which in turn has allowed virtual evaluation of my design. Now, trial and error at the machine shop has almost been eliminated. My first two projects almost paid for the software. Now, when I must use Autocad I am easily frustrated with the way it needs its inputs. "

