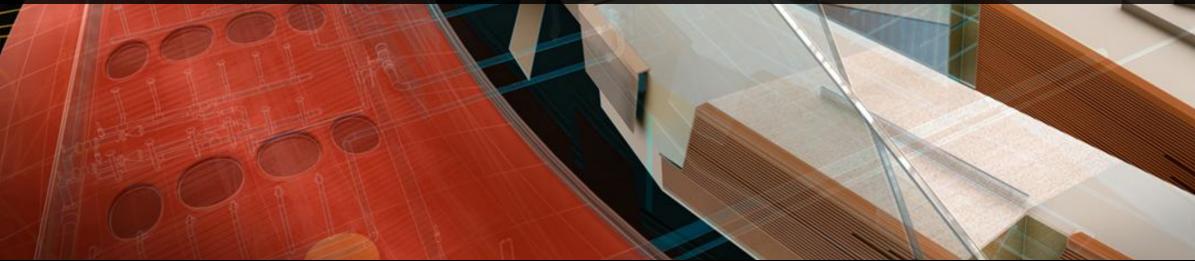
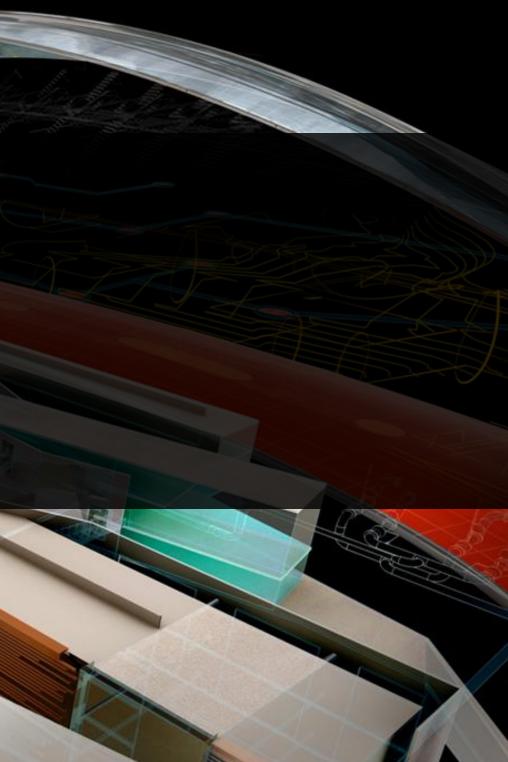
# Marketing

## **Chris Bradshaw**

Chief Marketing Officer





# \$14+Billion





# **Industries and Solutions**

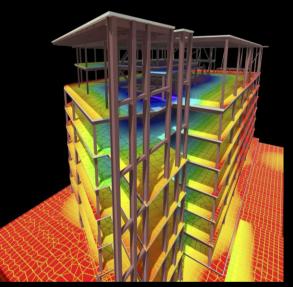
AEC



#### Manufacturing



## Building Information Modeling



## **Digital Prototyping**



#### M&E



#### Digital Entertainment Creation





# Traditional Customer Segments

#### Enterprise

500+ Seats

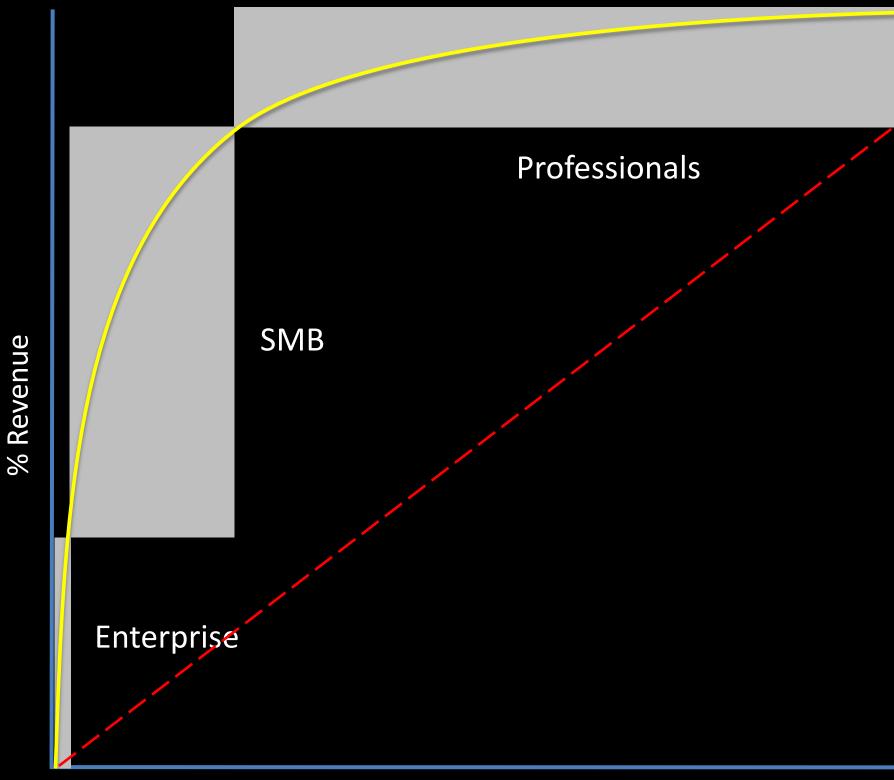
Small and Medium Business

5-500 Seats

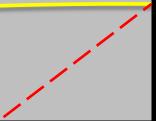
#### Professionals

1-5 Seats

#### Consumers



% Customers





# **Autodesk Customers**

#### Enterprise

500+ Seats 100s of accounts

#### Small and Medium Business

5-500 Seats 10,000s of accounts

#### Professionals

1-5 Seats 100,000s of accounts

#### Consumers

## **New Consumer Customers**









# **Autodesk Customers**

#### Enterprise

500+ Seats 100s of accounts

#### Small and Medium Business

5-500 Seats 10,000s of accounts

#### Professionals

1-5 Seats 100,000s of accounts

#### Consumers

2,500,000





# **AutoCAD LT: Professional Starts Here**

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#### Buy & Trial throughout • Email, Web, PR, etc.

rs AutoCAD® software has delivered lancing features. Now you can benefit from ftware's consistent 2D drafting focus with the kiping to increase your efficiency and accuracy 35%**.		
	View an Interactive Screencast	$\geq$
	Free Trial Download	>
Starts Here ftware's genuine DWG™ file format facilitates compatibility with one of the most commonly s, so your communication with clients and so y and accurate.	Locate a Reseller	
ts Here 10 uses the same technology that is in AutoCAD by millions of professionals to assist in efficiently creating, documenting, and sharing		
sellers. Promotion valid until January 15, 2010.		

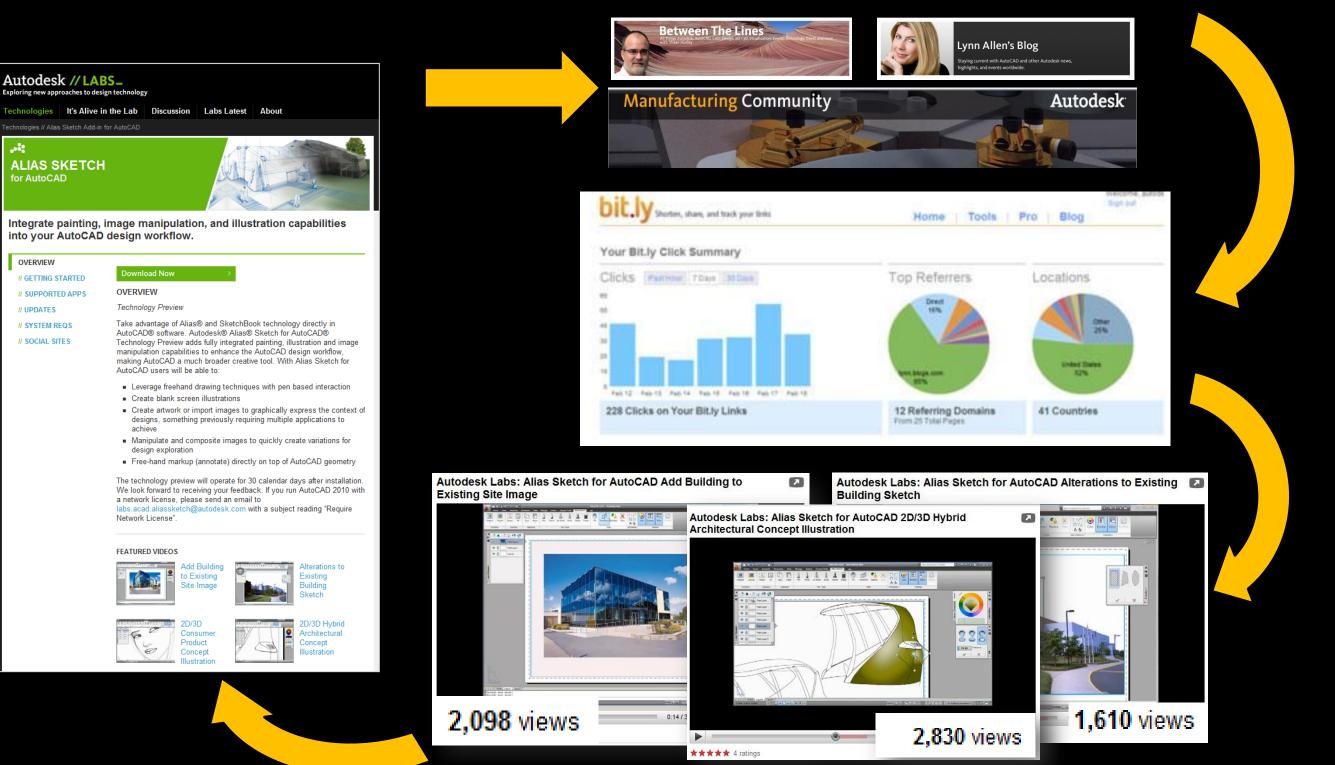
# AutoCAD LT: Trial to Buy





# **Social Media** New marketing and tracking









# **ADSK iPhone Application**







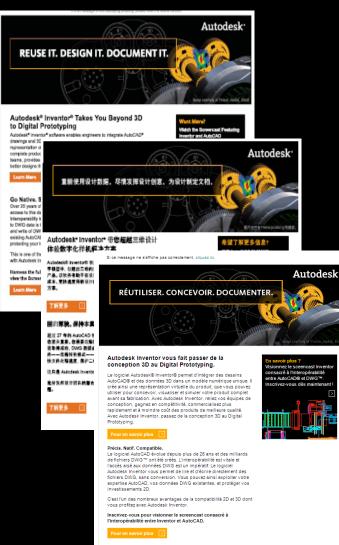




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# Inventor Global Campaign Consistent Awareness

#### Email



#### Online



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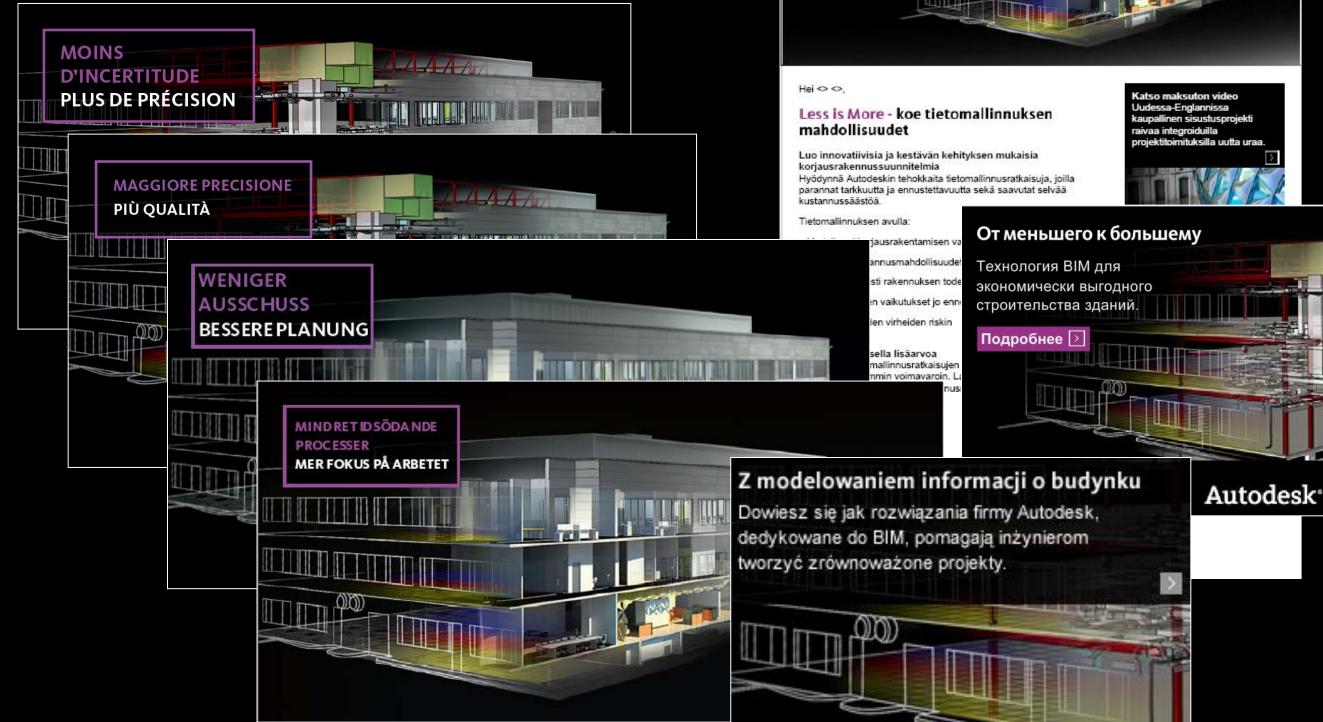
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# **BIM Global Campaign Consistent Awareness**





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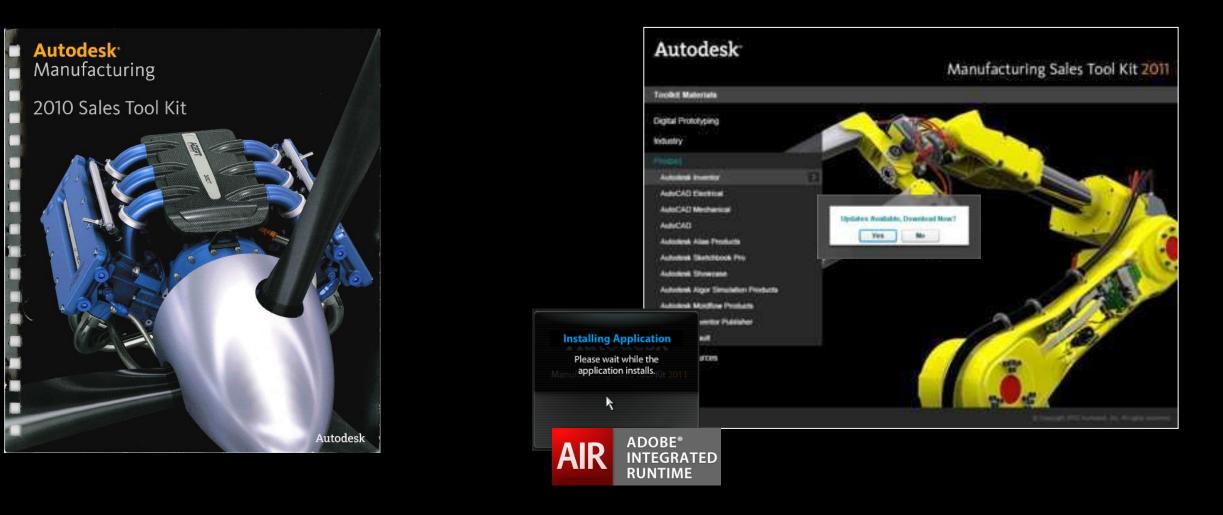
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서울 강남구 삼성동 15.+1 아센티워 17층 1701호 대표이자는 배트릭윌리엄스 사업자동론번호 : 270+31-3434-3430

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# **Manufacturing Sales Toolkit Evolution** Ensuring maximum impact



2009 •

- 323 pages
- Global Freight \$
- Static

2010

- **Electronic only**
- **Desktop RIA**
- Updates automatically



# Enterprise

-



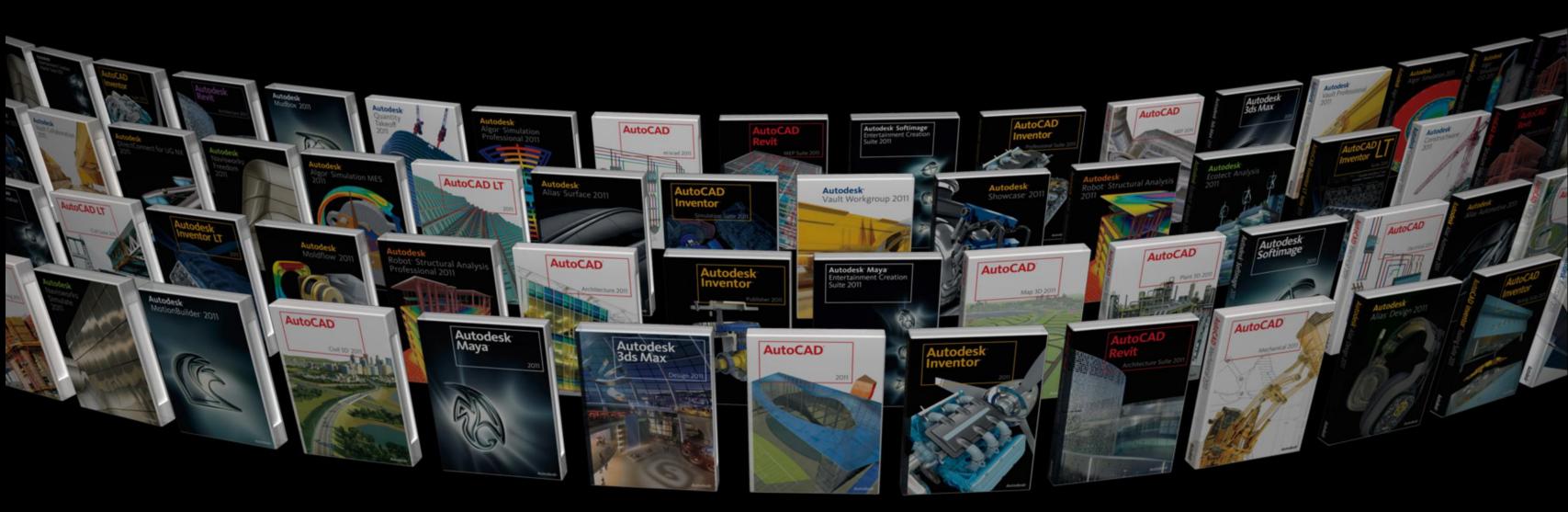


# Marriott



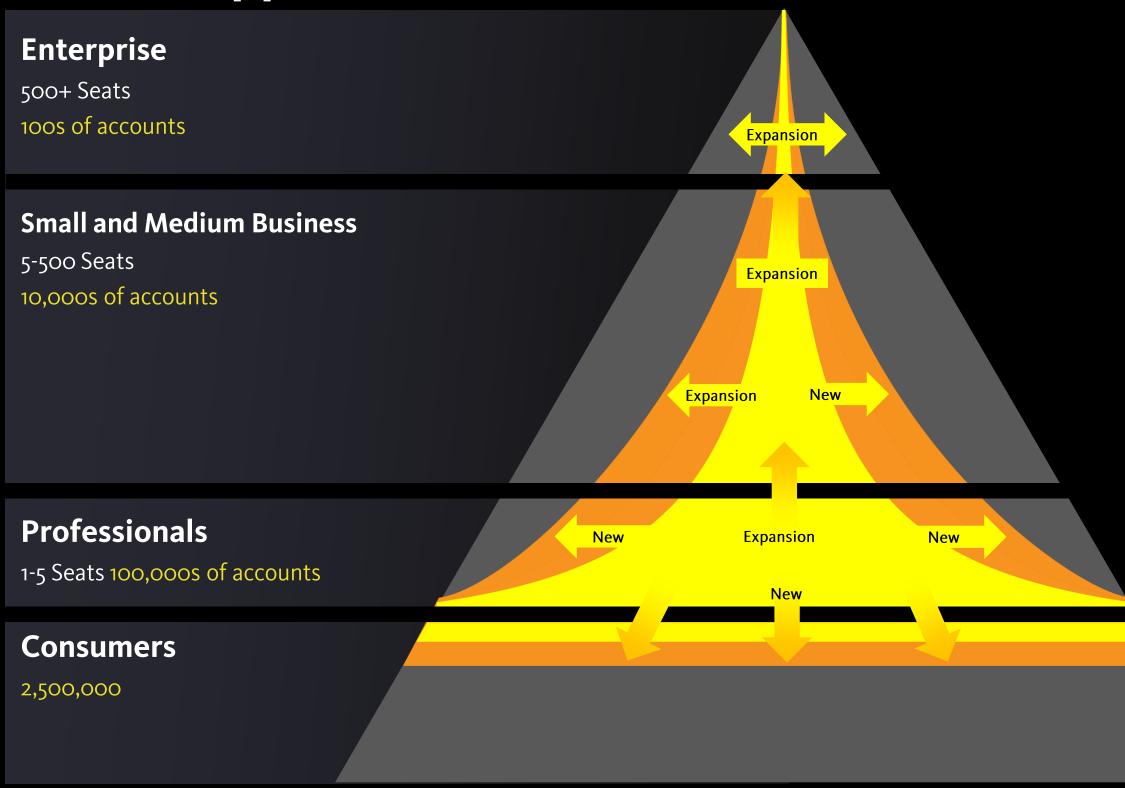


# **Product Portfolio**





# **Growth Opportunities**



#### New

- Competitive Wins
- New Accounts
- Portfolio Expansion
- Emerging Markets

#### Expansion

- Account Business Growth
- Competitive Displacement
- Portfolio Expansion
- Subscription



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