



Customers Embrace the Autodesk Subscription Program to Maximize Their Software Investment and Improve Efficiency

September 25, 2002

SAN RAFAEL, Calif., Sep 25, 2002 (BUSINESS WIRE) --

Two Global Consulting Services Companies Purchase Subscriptions to Support and Maintain Nearly 2,000 Autodesk Licenses

Autodesk, Inc. (Nasdaq:ADSK), the world's leading design software and digital content company, today announced that the Autodesk Subscription Program, a unique software delivery and maintenance program, has been garnering outstanding international support in North America and Europe. Black & Veatch, a leading global engineering, construction and consulting company based in the United States, and U.K.-based Atkins, one of the world's leading suppliers of technology-based consulting and support services, together purchased subscriptions for nearly 2,000 Autodesk solutions in order to maximize software investment and improve the efficiency of their software management. Thousands of other customers in the building, manufacturing and GIS space have also become members.

"The growing success of the Autodesk Subscription Program is recognized by customers as an easy, affordable way to gain access to the most advanced design technology and to stay one step ahead of the competition," said Jeff Drust, vice president of e-business at Autodesk. "Black & Veatch and Atkins, two major Autodesk customers, join many thousands of manufacturing, engineering and infrastructure management companies in Europe and North America already benefiting from the broad range of advantages offered by the Autodesk Subscription Program."

The Clear Customer Advantage

The Autodesk Subscription Program allows Blatch & Veatch and Atkins to protect their original investments in Autodesk software and to plan and manage their budgets more efficiently without having to make separate allowances for upgrade costs. In addition, as new software upgrades and feature-enhancing extensions are automatically delivered as part of the program's annual fee, the companies reduce the time spent on administering licenses.

"We were drawn to the Subscription Program for the enhanced control and access it provides," said Joel Dunn, CAE support team manager (B&V Solutions Group) for Black & Veatch, one of the program's first subscribers. "The program allows us go to one place to increase our productivity and keep us running as efficiently as possible. It allows us to easily track our licenses, to access training when needed, and to keep everyone up to date through periodic extensions and instant upgrades."

Black & Veatch has purchased subscriptions for more than 900 Autodesk software licenses, including AutoCAD, Autodesk Architectural Desktop, Autodesk Land Desktop, Autodesk Map, Autodesk Civil Design, Autodesk Field Survey, Autodesk VIZ and Autodesk Raster Design.

"The use of design software from Autodesk has been central to our approach for many years across a wide spectrum of disciplines, from building design to transportation engineering," said Richard Mountney, portfolio owner, Group IS, Atkins. "The Subscription Program gives us the flexibility to be in control -- to take up new software releases as and when we need them and to know in advance exactly what we will be paying and when."

Atkins has subscriptions for more than 1,000 Autodesk software licenses, including AutoCAD, Autodesk Architectural Desktop, Autodesk Land Desktop and Autodesk Map.

Subscribers can view their subscription account at their convenience through the web (www.autodesk.com/subscription). This site provides secure access to subscriber-only product and design content, and offers a single, lifetime contract number to manage software. The site also provides e-learning courses, product tips, tutorials, online training and support, and local industry links.

Other customers who are enjoying the benefits of the Autodesk Subscription Program include: Tyco International; Alcatel; Volvo AB; TRW, Inc.; Ove Arups; Proctor & Gamble and Siemens AG.

Availability -- Continuing Subscription Momentum

"We mapped clear objectives for the first 18 months of the Subscription program based on a rolling implementation around the world," said Mike Sutton, Autodesk executive vice president of business operations. "We are exceeding our goals with more subscription licenses overall than we had planned."

Autodesk will continue rolling out the Subscription Program to customers in Asia Pacific, Eastern Europe, the Middle East, Israel, Turkey, Africa and then Latin America.

About Autodesk

Founded in 1982, Autodesk, Inc., is the world's leading design software and digital content company. Autodesk offers solutions for professionals in building design, geographic information systems, manufacturing, digital media, and wireless data services. By delivering progressive products and services, Autodesk helps customers create, manage, use and maximize the value of their digital data throughout the lifecycle of their projects. For more information about the company, see www.autodesk.com.

Autodesk, AutoCAD, Autodesk Architectural Desktop, Autodesk Land Desktop, Autodesk Map, Autodesk Civil Design, Autodesk Field Survey,

Autodesk CAD Overlay, Autodesk VIZ, Autodesk Raster Design and VoloView Express are either registered trademarks or trademarks of Autodesk, Inc., in the USA and/or other countries. All other brand names, product names, or trademarks belong to their respective holders.

CONTACT: Autodesk
Dawn Holstein, 415/507-6554
dawn.Holstein@autodesk.com

URL: <http://www.businesswire.com>
Today's News On The Net - Business Wire's full file on the Internet
with Hyperlinks to your home page.

Copyright (C) 2002 Business Wire. All rights reserved.