

Image courtesy of ADEPT Automotive (Pty) Ltd.

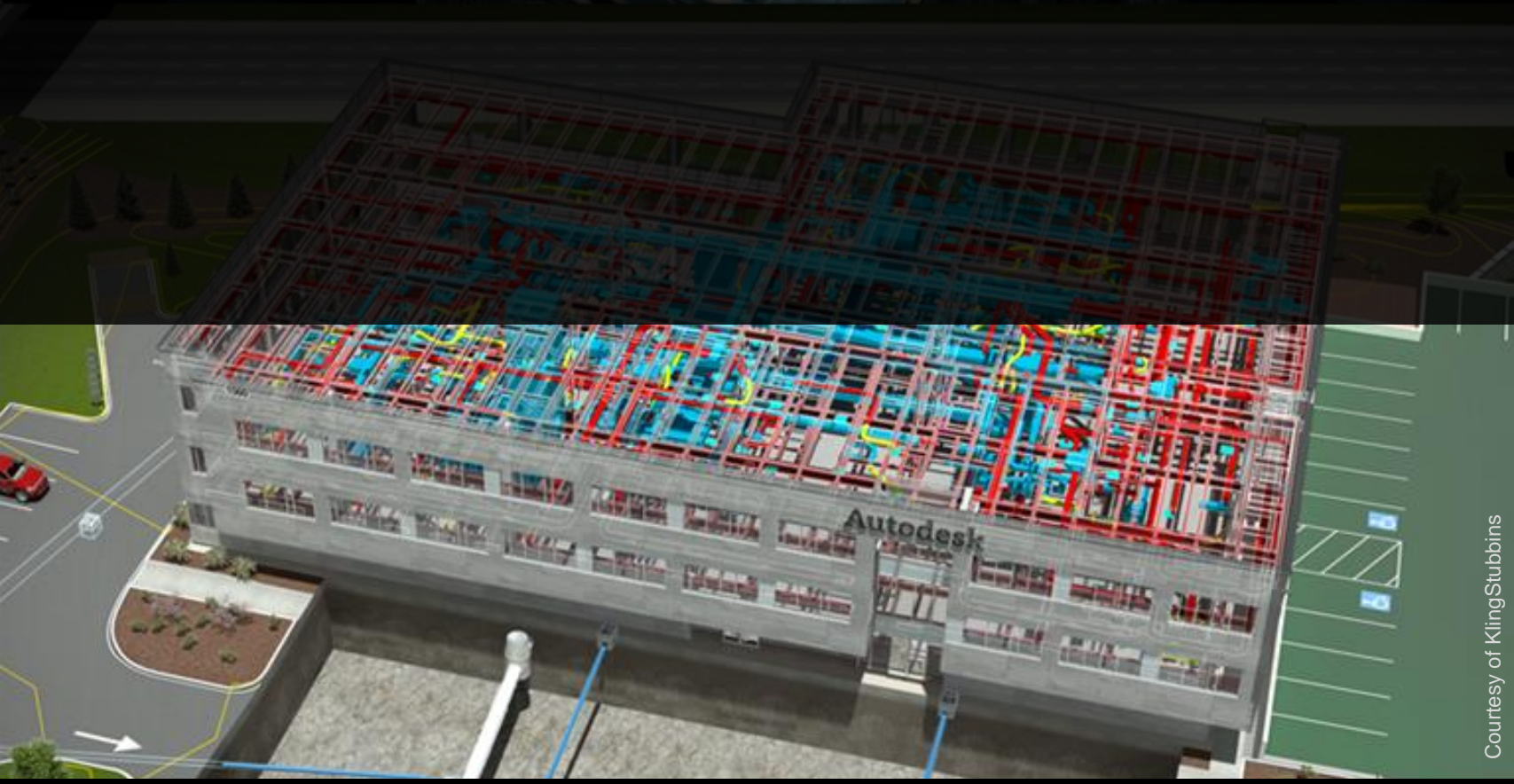
Increasing Sales Capacity and Capability

Ken Bado

Executive Vice President, Sales and Services



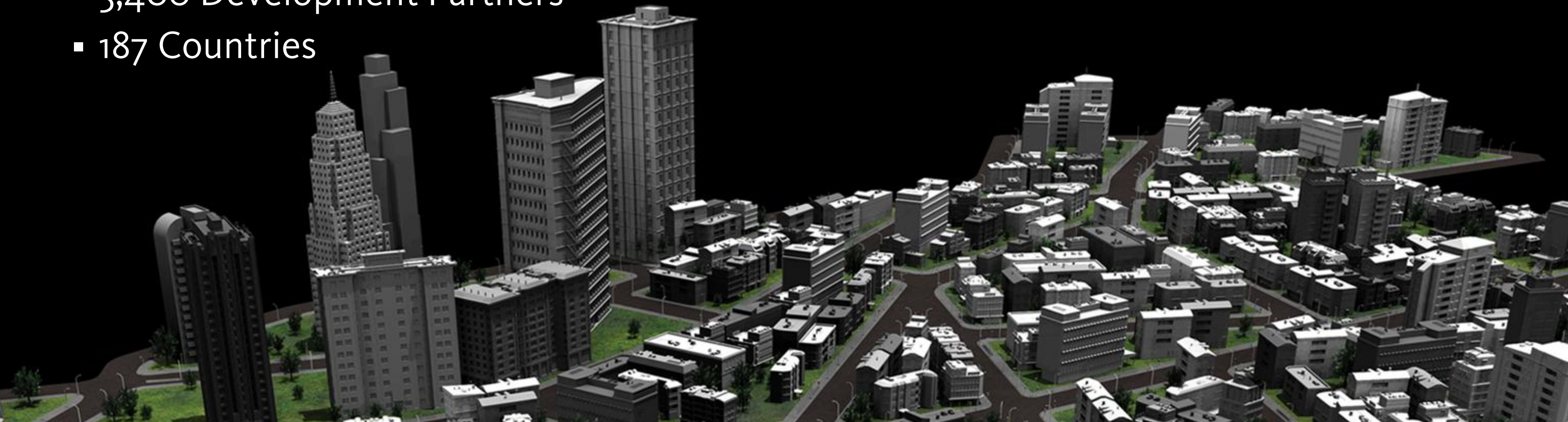
Image courtesy of Genesis-design GmbH / Munich



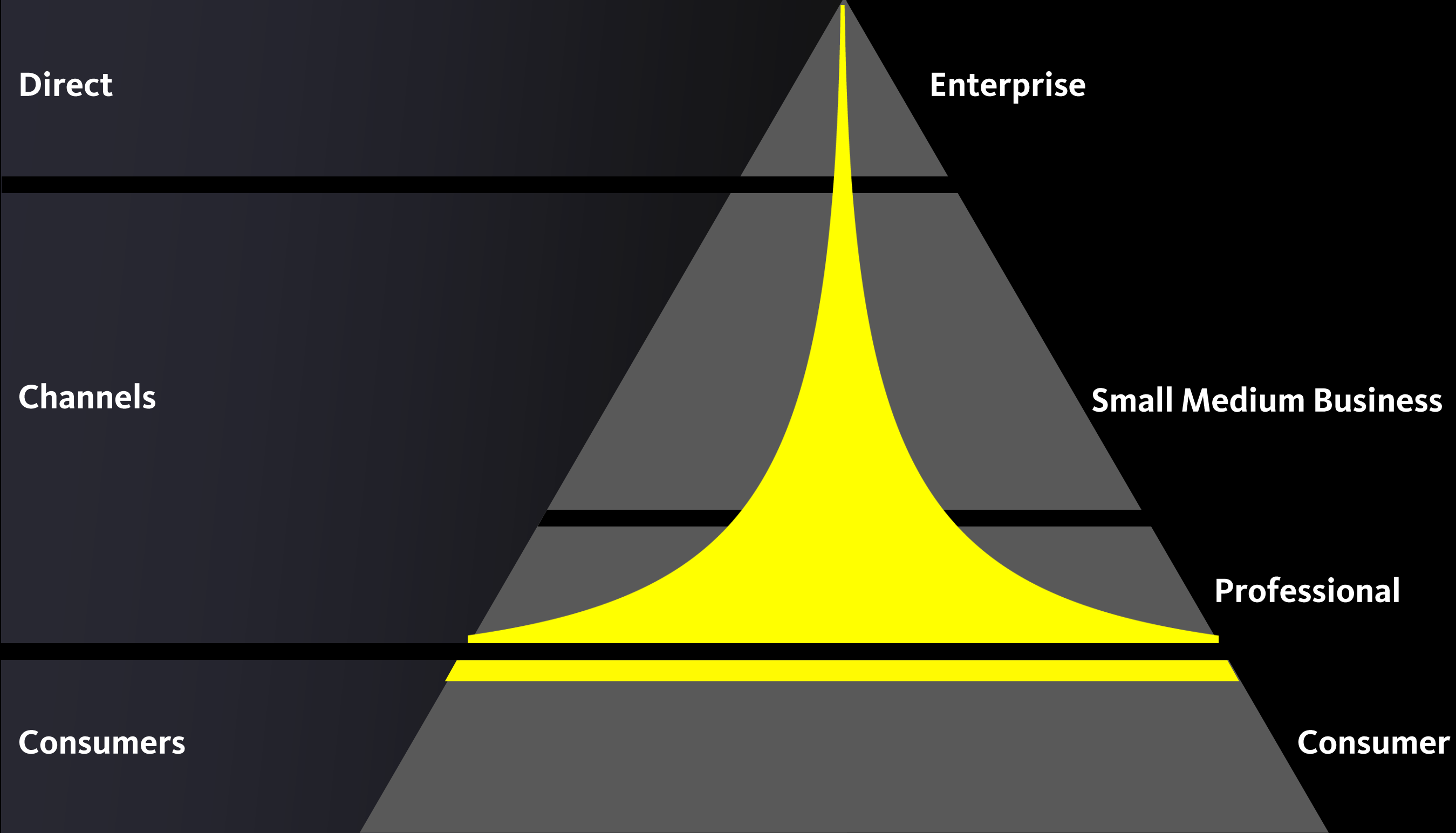
Courtesy of KlingStubbins

Global Business Ecosystem

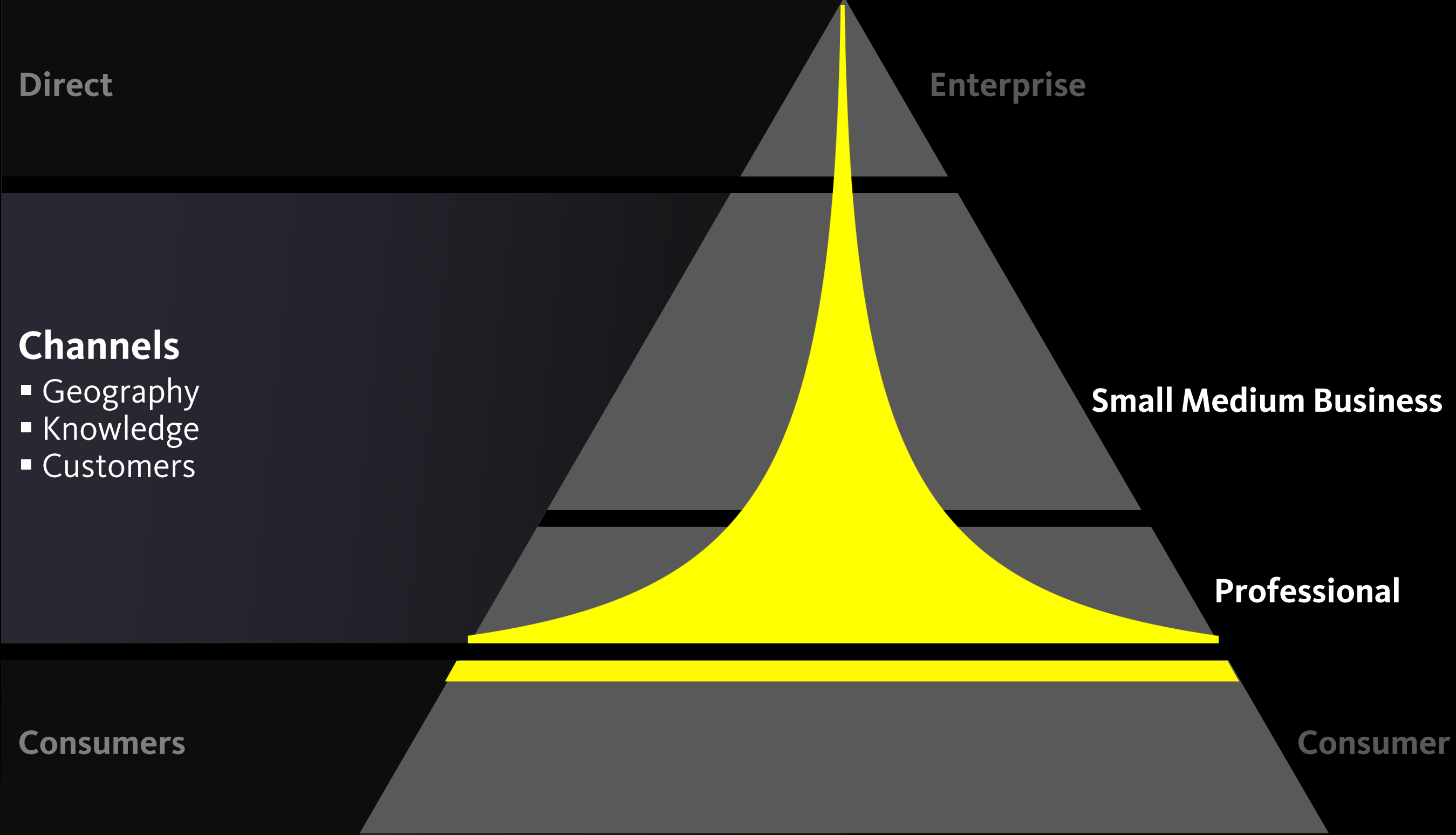
- 1,900 Autodesk Sales, Support, and Consulting
- 2,000 Channel Partners
- 2,000 Authorized Training Centers
- 3,400 Development Partners
- 187 Countries



Sales Model



SMB Sales Model



Resellers Drive Growth and Expansion

CAD-Q


MASTERGRAPHICS


TECHNOLOGIES

KarelCAD


AVATECH
SOLUTIONS®

Abitat S.I.T.

Enterprise Sales Model

Direct

- Dedicated Resources
- Proven Approach
- Focus on Customer Solutions

Enterprise

Channels

Small Medium Business

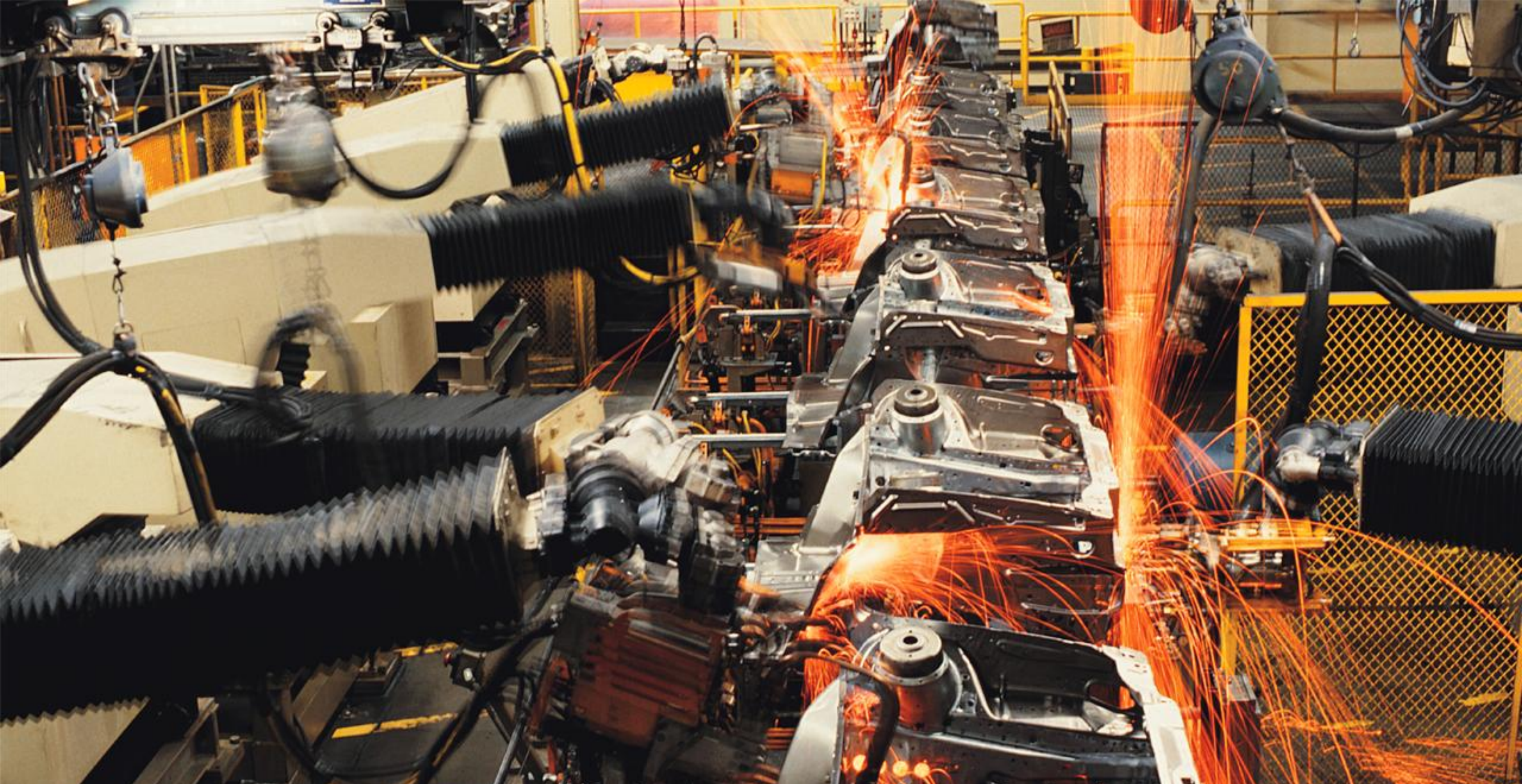
Professional

Consumers

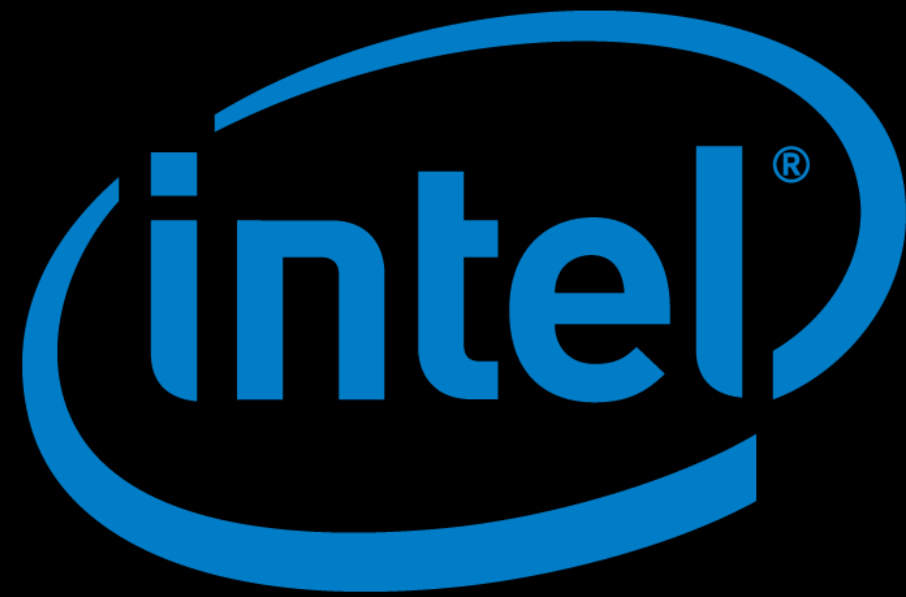
Consumer

Expanding Penetration Enterprise-wide





Enabling Transformational Growth

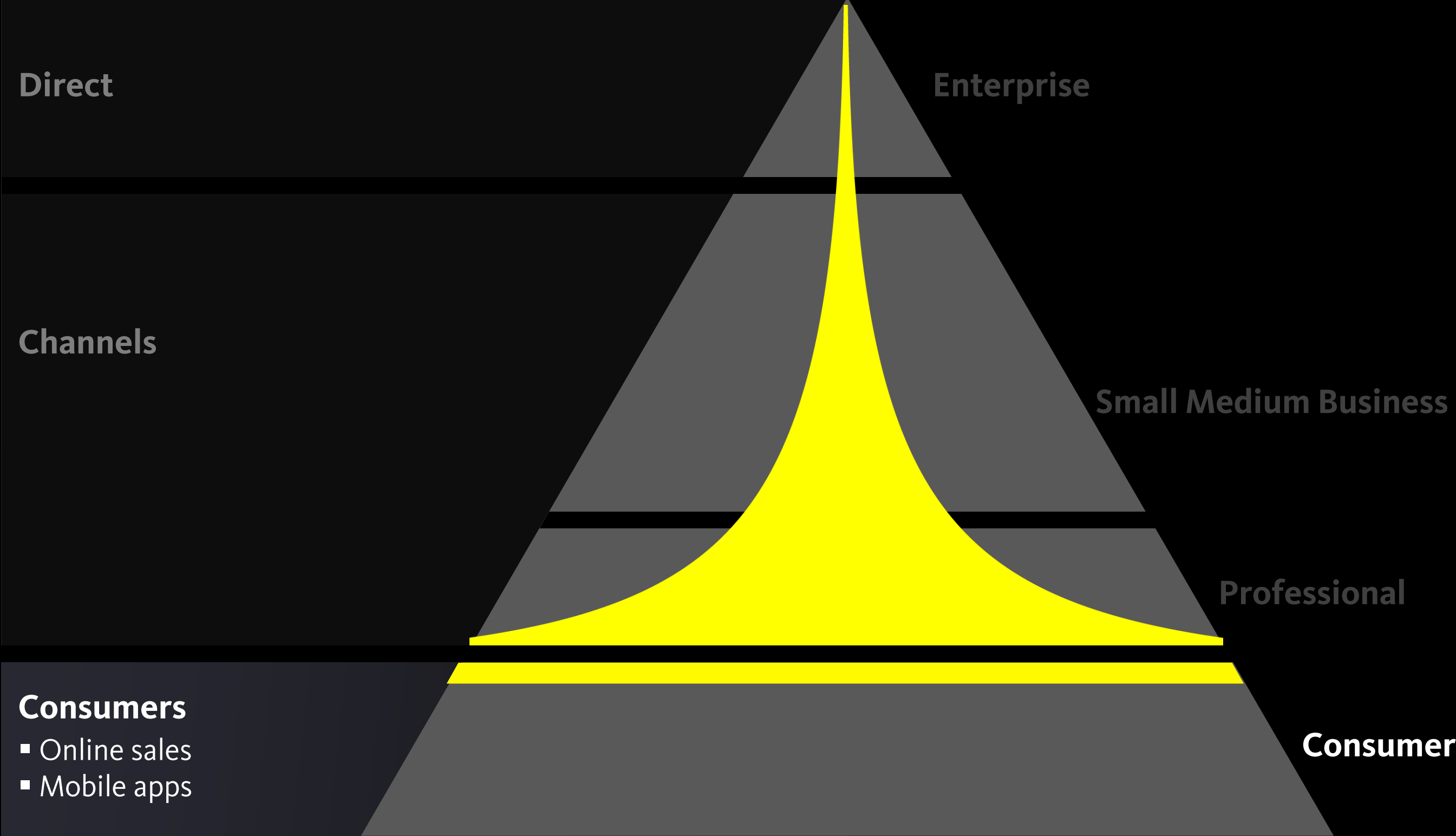




Enabling Transformational Growth



Consumer Sales Model



Emerging Countries: Unique Opportunities – Flexible Model



Path to Growth

- Expanding capacity and capability
- Growing the customer base
- Scalability



\$14+ Billion

Autodesk®

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