



WEBINAR SERIES

SESSION 1

# New Autodesk® Licensing Types and their Impact on Your Organization

*By Linda Cole*

Thursday, 10 March 2022 | 9:00 - 9:30 AM CST

# New Autodesk® Licensing Types and their Impact on Your Organization

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## About the Speaker



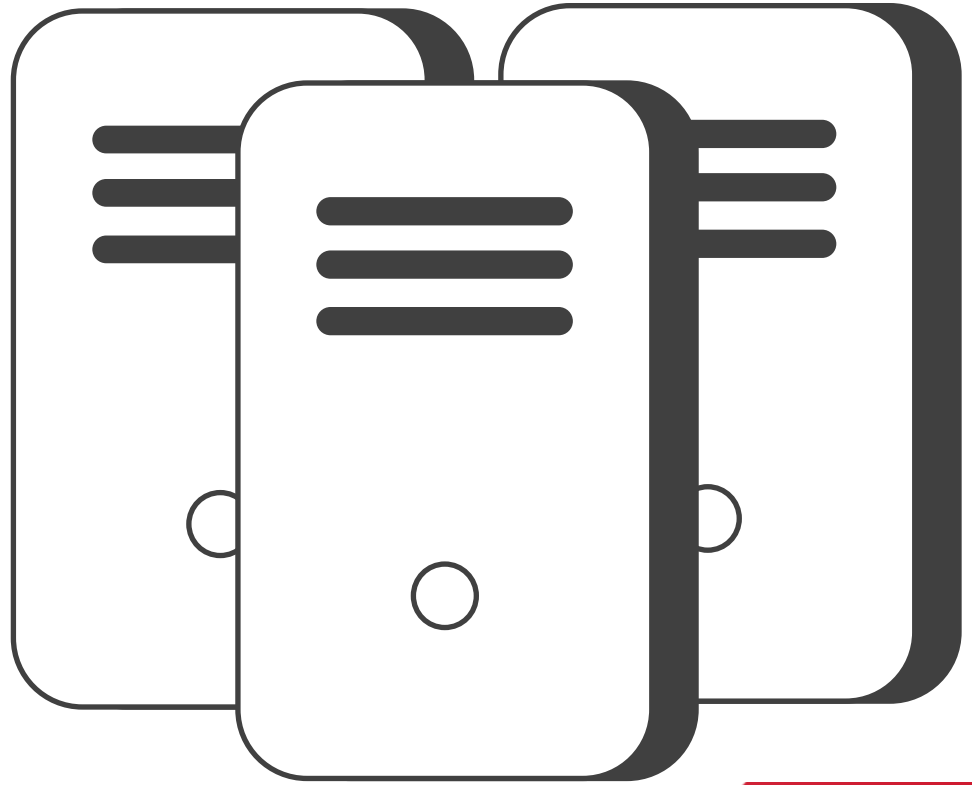
25 years of experience:

- Sales
- Business Operations
- Service Management
- Project Management
- Process Improvement
- Marketing
- Management

# Agenda

1. Introduction Autodesk Licensing
2. Potential Impacts to Your Organization
3. Best Practices in Managing Licenses
4. Customer Examples
5. Next Steps

# License Types



# License Types

## Autodesk A360 SaaS



# License Types

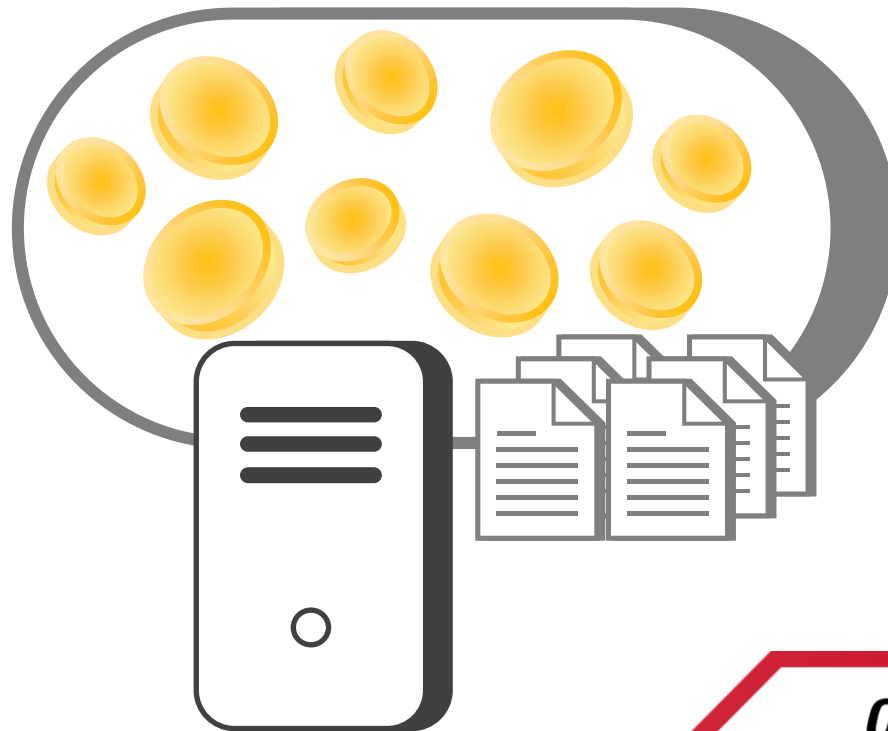


**Autodesk  
Stand Alone**

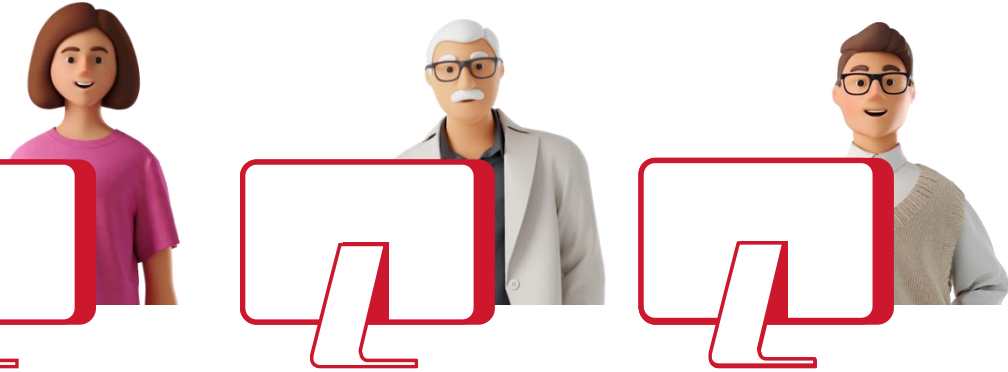
# License Types

## Enterprise Accounts – Token Flex

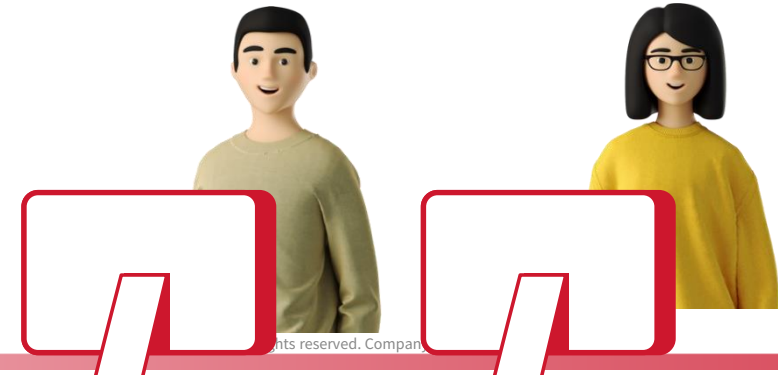
**Token Flex**



# License Types



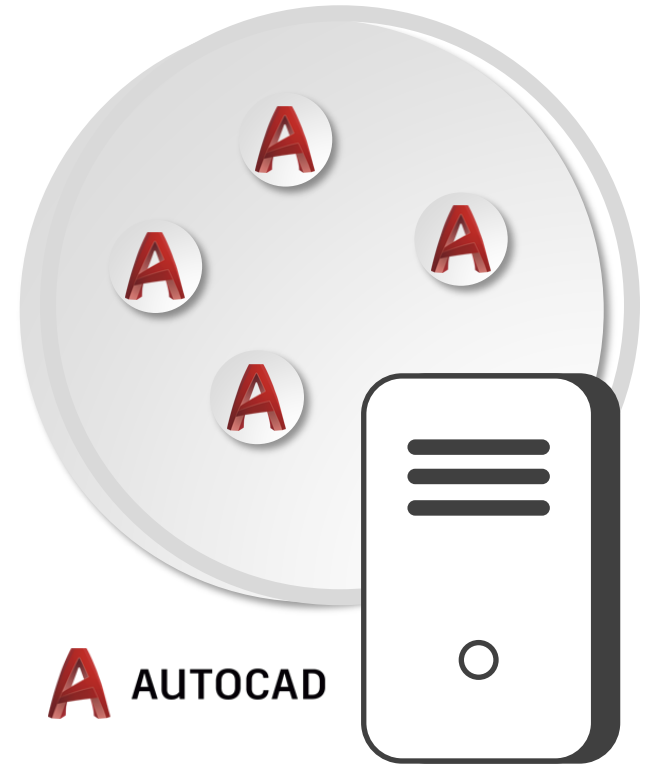
**Concurrent  
Licensing**





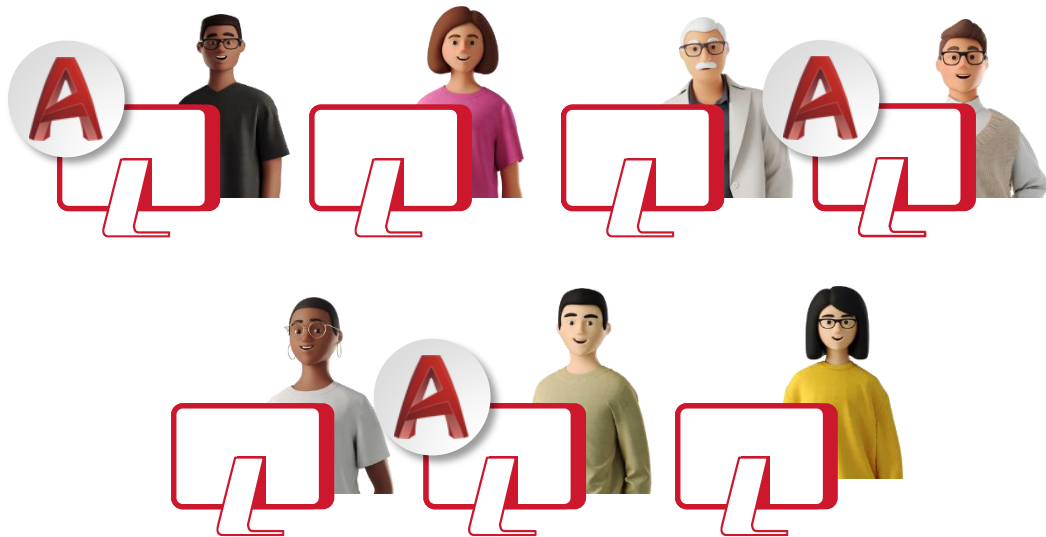
# License Types

## Concurrent Licensing



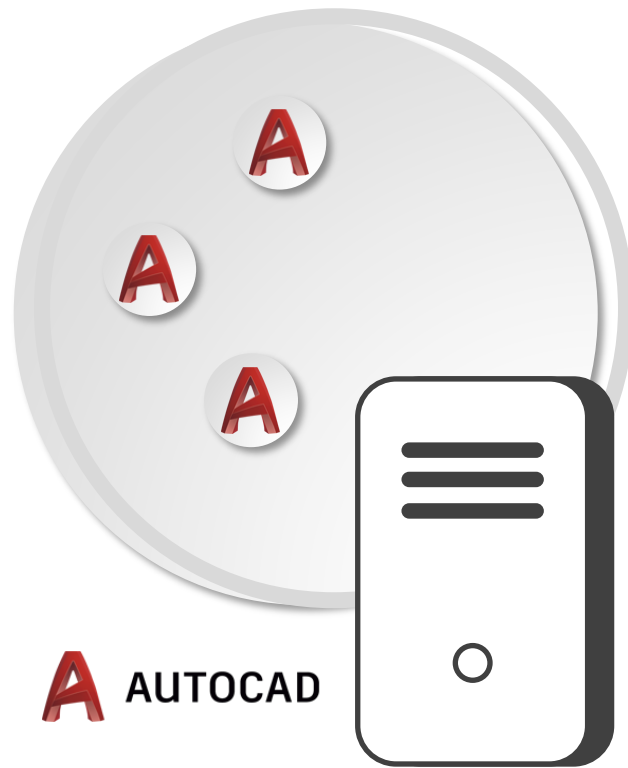
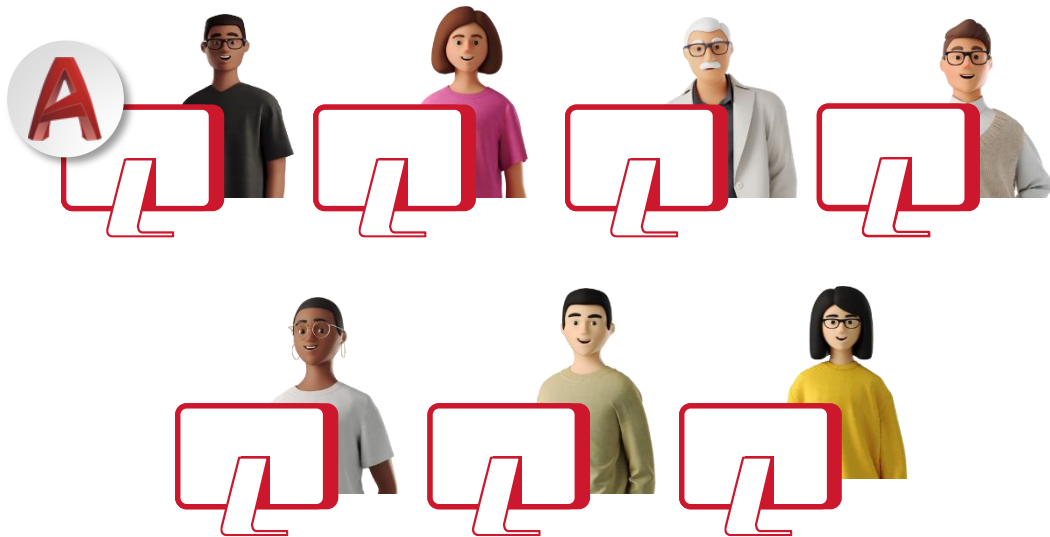
# License Types

## Concurrent Licensing



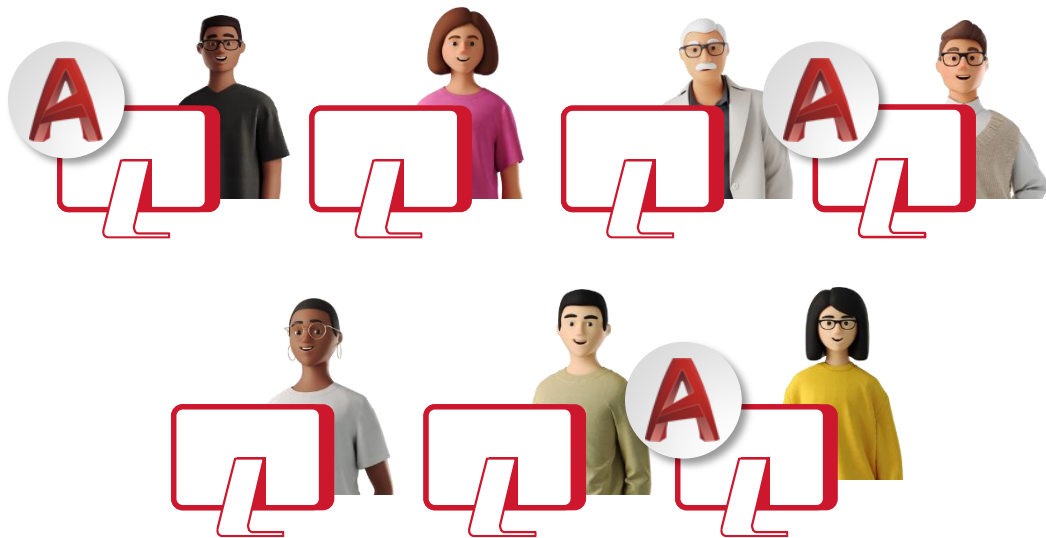
# License Types

## Concurrent Licensing



# License Types

## Concurrent Licensing



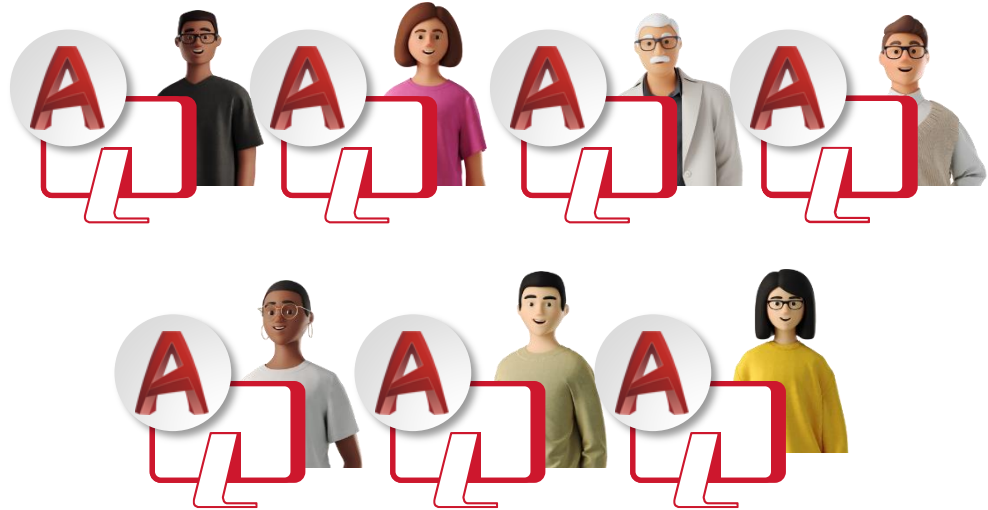
# Named User Subscription

## License Types



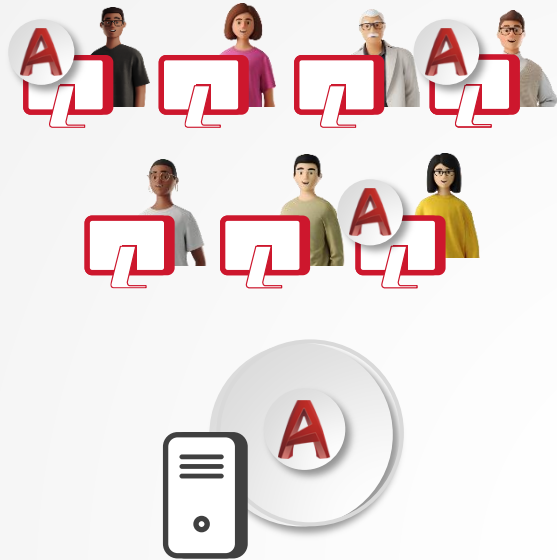
# License Types

## Named User Subscription



# License Types

## Concurrent Licensing



## Named User Subscription



# Changes in Autodesk Licensing



# Changes to Autodesk Licensing

- SMB & Large Customers
  - Incentives to go direct
  - Conversion from maintenance & support licenses or multi-user subscription to Named User Subscription
    - Monthly, Annual or Multi-year option
  - 2 for 1 trade-in's
  - NEW Autodesk Flex for occasional users
  - Discounts for 3-year subscriptions

# Named User Subscription

## Monthly Subscription

- Only available direct purchase
- Ability to easily respond to short term project or staffing needs

## Annual Subscription

- Save 33% over monthly fees

## Multi-year Subscription (3-years)

- Save additional 5% over annual fees



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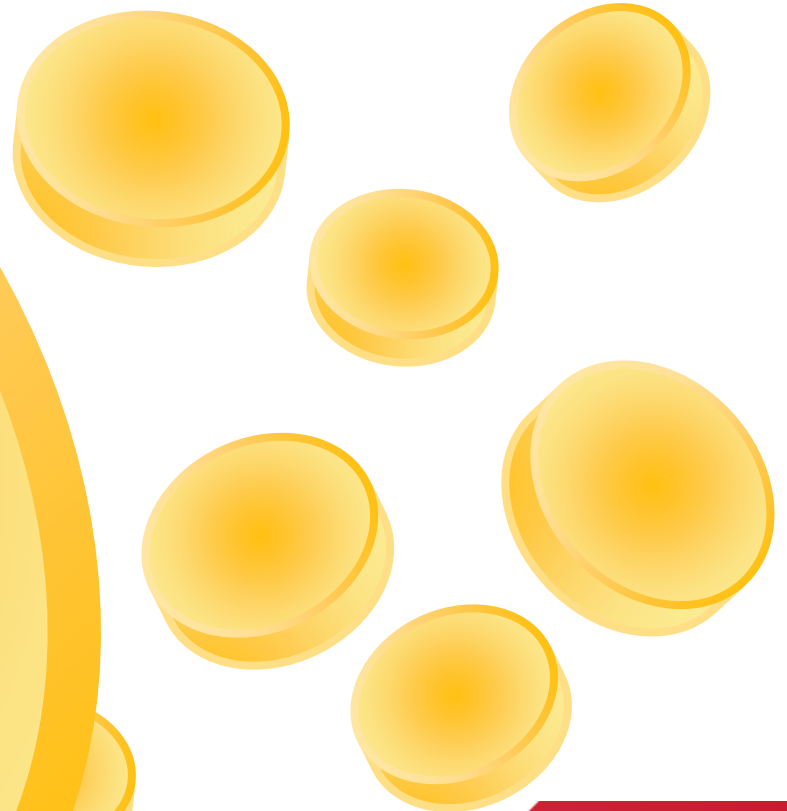
# Named User Subscription



- Deployment options:
  - Individually at the desktop
  - Script-based deployment for multiple users/devices
- May be installed on up to 3 devices but only have one active session running at a time
- Renewals via portal
  - 10% discount IF you renew and pay in advance
- Covers up to 3 versions back

## Autodesk Flex

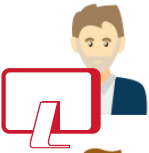





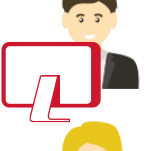





- New model for occasional users
- Purchase tokens in batches
  - Expire 12 months from purchase date
  - Larger batches reduce per-token cost
- Tokens expire after 24/hours
- Only pay for what you need
- Easy to calculate with usage data
- No penalty for purchasing additional tokens



# Autodesk Flex



# Autodesk Flex

	<b>A</b>	<b>AUTOCAD®</b> 7 tokens \$21	
	<b>I</b>	<b>INVENTOR®</b> 8 tokens \$24	
	<b>R</b>	<b>REVIT®</b> 10 tokens \$30	
	<b>3</b>	<b>3DS MAX®</b> 6 tokens \$18	
	<b>M</b>	<b>MAYA®</b> 6 tokens \$18	
	<b>F</b>	<b>FUSION 360®</b> 2 tokens \$6	



# Daily Token Weight

Product name	Tokens per day	Estimated cost per day (USD)*
Advance Steel	8	\$24
AutoCAD Architecture	7	\$21
AutoCAD Electrical	7	\$21
AutoCAD for Mac	7	\$21
AutoCAD Map 3D	7	\$21
AutoCAD Mechanical	7	\$21
AutoCAD MEP	7	\$21
AutoCAD Plant 3D	7	\$21
AutoCAD Raster Design	4	\$12
Civil 3D	9	\$27
Fabrication CADmep	4	\$12
FeatureCAM Ultimate	30	\$90
Flame	18	\$54
FormIt Pro	1	\$3
HSMWorks Ultimate	16	\$48
InfraWorks	7	\$21
Inventor CAM Ultimate	16	\$48
Inventor Nastran	10	\$30
MotionBuilder	6	\$18
Mudbox	1	\$3
Navisworks Manage	9	\$27
Netfabb Ultimate	55	\$165
PowerInspect Ultimate	26	\$78
PowerMill Ultimate	47	\$141
PowerShape Ultimate	17	\$51
Project Explorer for Civil 3D	1	\$3
ReCap Pro	1	\$3
Robot Structural Analysis Professional	11	\$33
Structural Bridge Design	7	\$21

- Use it or lose it
- Autodesk Token calculator available



# ROI Token vs NUS

Product	Tokens/Day	Cost per Day USD	Annual Subscription	# Token Days/Annual Subscription
3DS Max	6	\$ 18	\$ 1,700	94
Maya	6	\$ 18	\$ 1,700	94
Advance Steel	8	\$ 24	\$ 2,200	92
Inventor	8	\$ 24	\$ 2,190	91
Civil 3D	9	\$ 27	\$ 2,430	90
InfraWorks	7	\$ 21	\$ 1,825	87
Revit	10	\$ 30	\$ 2,545	85
AutoCAD	7	\$ 21	\$ 1,775	85
Fusion 360	2	\$ 6	\$ 495	83
Flame	18	\$ 54	\$ 4,415	82
Mudbox	1	\$ 3	\$ 90	30
NETFABB Ultimate	55	\$ 165	\$ 4,635	28



Updated:  **>50 user** to qualify

Provides **S**ingle **S**ign **O**n (SSO)  
Version **>** 2018

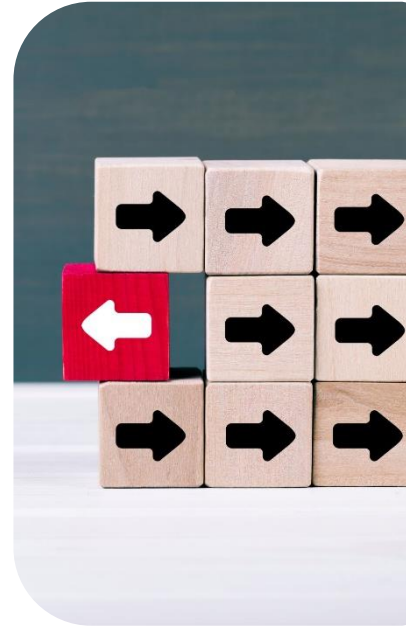
**24/7** Live Support

Basic **U**sage Reporting

## **Named User Subscription (Premium)**

# Potential Impact to Your Organization

- Unplanned cost increases Autodesk licensing
- Potential compliance issues
  - Only 1 active session
  - Region of use
- May change payment methods
  - CC, Paypal
  - ACH or Financing may be arranged
- Encourages Shadow IT behavior



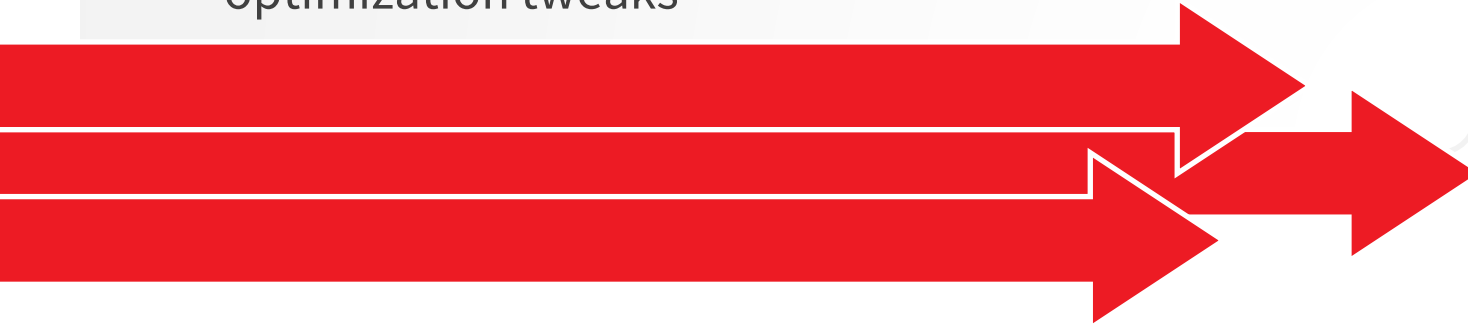
# Potential Impact to Your Organization

- Lose visibility of actual usage – elapsed time
- Limited visibility in organization – access via Autodesk Portal
- Requires connectivity
  - Tokens 24-hours
  - NUS – 30-days



# Best Practices

- Consolidate all Autodesk portals into a single account
- Align your subscriptions and payments dates
  - Adjust so all subscriptions have the same term
  - Change payment methods, if needed so they are the same
- Do not convert all users to Named User Subscription
  - Utilize Autodesk Flex
- Review usage data on a monthly or quarterly basis for optimization tweaks



# Power BI Reporting



# Power BI Dashboard



ApplicationName

- ☐ (Blank)
- ☐ Advance Steel
- ☐ Architecture
- ☐ AutoCAD
- ☐ Civil 3D
- ☐ Electrical
- ☐ Inventor LT
- ☐ Map 3D
- ☐ Mechanical
- ☐ MEP
- ☐ Navisworks Manage
- ☐ Plant 3D
- ☐ Raster Design
- ☐ ReCap Pro
- ☐ Revit
- ☐ Robot Structural Analysis Professional

Date

1/1/2021

1/1/2022

Usage by current license type

Named Users

46

Max Concurrent Users

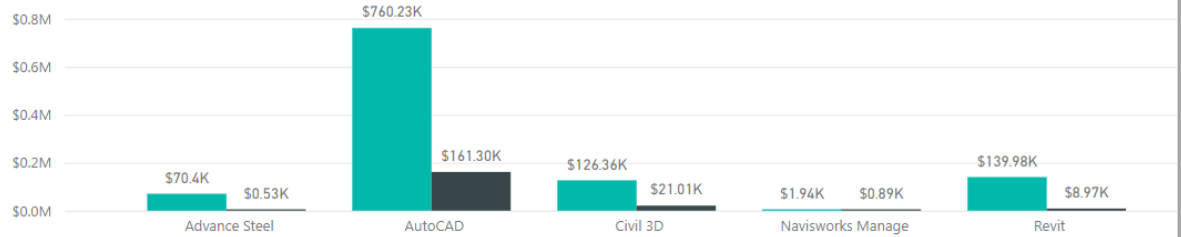
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Stand Alone

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Cost Comparison

100% Named User (teal) Named User and Flex (dark grey)



Single Features

Name	Distinct Users	Suggested Named User	Suggested Flex User	Flex Total	All User Cost	Suggested Flex Cost	Suggested NU Cost
Advance Steel	32		32	176.00	\$70,400	\$528	
Architecture	36	36					
AutoCAD	647	47	600	35,358.00	\$760,225	\$106,074	\$55,225
Civil 3D	52	6	46	2,142.00	\$126,360	\$6,426	\$14,580
Electrical	2	2					
Inventor LT	6	6					
Map 3D	2	2					
Mechanical	220	220					
MEP	2	2					
Navisworks Manage	2		2	297.00	\$1,940	\$891	
Plant 3D	83	83					
Raster Design	19	19					
ReCap Pro	3	3					
Revit	55	1	54	2,142.00	\$139,975	\$6,426	\$2,545
Revit Package	4	4					
Robot Structural Analysis Professional	36	36					

# Power BI Dashboard



ApplicationName

- ☐ (Blank)
- ☐ Advance Steel
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- ☐ Revit
- ☐ Robot Structural Analysis Professional

Date

1/1/2021

1/1/2022

Usage by current license type

Named Users

40

Max Concurrent Users

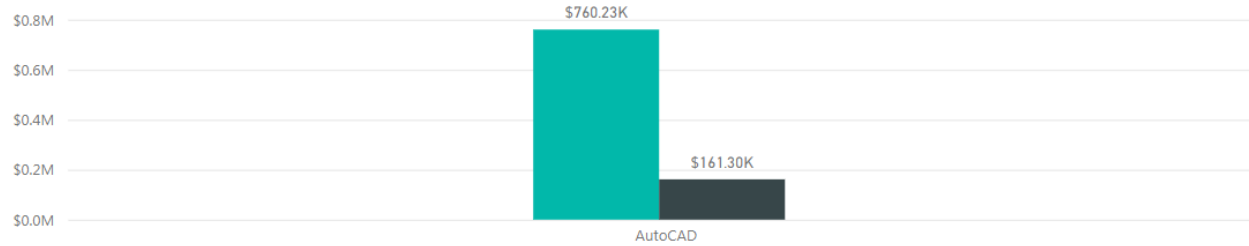
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Stand Alone

22

Cost Comparison

100% Named User Named User and Flex



Single Features

Name	Distinct Users	Suggested Named User	Suggested Flex User	Flex Total	All User Cost	Suggested Flex Cost	Suggested NU Cost
AutoCAD	647	47	600	35,358.00	\$760,225	\$106,074	\$55,225



# Power BI Dashboard



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- ☐ Revit
- ☐ Robot Structural Analysis Professional

Date

12/31/2020

1/1/2022

## Suggested Named Users

Suggested Named Users based on  
this criteria:  
User24h >= 66

Suggested Named User

47

## Suggested Flex Users

Number of Flex Users

600

Flex Needed

35.40K

Name	User Name	Elapsed Time	Days Since Last Use
AutoCAD	adam.hall	2,890.23 h	97
	annie.garrett	1,879.83 h	97
	antonio.gutierrez	2,229.86 h	97
	billy.olson	1,786.85 h	97
	carol.george	1,759.14 h	97
	charles.wagner	2,993.35 h	97
	cynthia.flores	3,812.85 h	97
	deborah.morris	5,092.50 h	97
	earl.morrison	2,171.23 h	97
	frank.lynn	7,770.26 h	97
	george.foster	11,718.86 h	97
	george.harrison	2,745.22 h	97
	gregory.mills	1,897.53 h	97
	gregory.williamson	3,606.36 h	97
	irene.carpenter	3,601.07 h	97
	jacqueline.bailey	5,717.66 h	97
	james.bishop	6,061.81 h	97
	jerry.coleman	2,215.08 h	106
	jerry.mills	7,488.71 h	97
	jimmy.martinez	2,982.00 h	97
	jimmy.miller	2,143.51 h	97
	joseph.pierce	2,749.78 h	97
	joshua.ellis	1,901.60 h	97
	joshua.lawson	1,767.22 h	99
	judith.morris	8,708.87 h	97
	judy.wagner	4,609.70 h	97
	julia.hansen	1,593.19 h	97
	katherine.morales	6,218.81 h	104
	katherine.welch	3,112.78 h	97
	kenneth.green	1,877.47 h	97
	lillian.garcia	1,619.20 h	98
	lisa.scott	7,129.44 h	97
	mark.burton	2,355.97 h	99
	martha.howell	3,294.53 h	97
	matthew.gomez	2,434.19 h	97
	michael.qilbert	1,682.05 h	97

Name	User Name	Elapsed Time	Days Since Last Use	User-24h	Flex
AutoCAD	aaron.allen	249.29 h	195	11	66.00
	aaron.murray	68.25 h	97	3	18.00
	alan.burton	158.68 h	408	7	42.00
	alan.freeman	184.51 h	105	8	48.00
	albert.campbell	33.83 h	376	2	12.00
	albert.hicks	1.83 h	106	1	6.00
	albert.long	114.54 h	114	5	30.00
	albert.mccoy	116.22 h	97	5	30.00
	albert.mcdonald	15.44 h	371	1	6.00
	alice.gomez	32.46 h	100	2	12.00
	alice.scott	1,542.89 h	100	65	390.00
	amanda.burke	176.30 h	97	8	48.00
	amanda.mcdonald	11.42 h	299	1	6.00
	amanda.reyes	61.73 h	105	3	18.00
	amanda.wilson	9.01 h	414	1	6.00
	amy.hart	1,310.98 h	131	55	330.00
	amy.kim	0.32 h	352	1	6.00
	amy.owens	1,139.65 h	98	48	288.00
	amy.perkins	3.40 h	97	1	6.00
	andrea.crawford	36.83 h	97	2	12.00
	andrea.diaz	623.64 h	104	26	156.00
	andrea.hamilton	232.68 h	97	10	60.00
	andrea.reyes	745.78 h	99	32	192.00
	andrea.watson	159.89 h	181	7	42.00
	andrew.castillo	11.82 h	97	1	6.00
	andrew.fox	320.35 h	97	14	84.00
	andrew.medina	218.97 h	217	10	60.00
	andrew.payne	27.48 h	113	2	12.00
	andrew.wagner	31.96 h	97	2	12.00
	angela.carroll	95.66 h	97	4	24.00
	angela.dunn	61.16 h	412	3	18.00
	angela.lee	347.86 h	97	15	90.00
	ann.austin	351.37 h	281	15	90.00
	ann.bennett	133.20 h	145	6	36.00
	ann.bishop	112.25 h	99	5	30.00

# Next Steps

Next Series – talk about how to analyze usage data

## Session 1

**New Autodesk®  
Licensing Types  
and Its Impact to  
Your Organization**

## Session 2

**How to Evaluate Your  
Autodesk Portfolio for  
an Optimized Licensing  
Position**

Thur, 31 March 2022  
10:00-10:30 AM CDT

We will help you quickly identify data anomalies for better decision making to aide in license and cost optimization.

<https://bit.ly/OpeniT-WebinarSeries-Session2>

## Session 3

**Deep Dive into Your  
Autodesk Portfolio  
to Maximize ROI  
on Software Investments**

Thur, 28 April 2022  
10:00-10:30 AM CDT

We will provide a wide overview of various optimization levels you can do on your portfolio.

<https://bit.ly/OpeniT-WebinarSeries-Session3>

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# Dedicated to Optimizing IT Assets

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