

OPEN LETTER

TO: Andrew Anagnost, President and Chief Executive Officer, Autodesk
SUBJECT: Open letter that reflects Brazilian architecture and consulting engineering firms perspectives on Autodesk in 2020

As a representative of more than 30.000 architecture and consulting engineering firms in Brazil, Sinaenco (National Association of Architectural and of Consulting Engineering Companies) join in the initiative of the Royal Institute of British Architects - RIBA in the request for dialogue and understanding with Autodesk regarding its business practices.

A recent survey carried out by Sinaenco with its affiliated companies, coinciding with the terms indicated in the document prepared by RIBA, showed dissatisfaction with Autodesk price policies. For those surveyed, the company has continuously increased the cost of acquisition of its products without compatible innovation and increase in performance.

Because of volatile exchange rates between the US Dollar and the Brazilian Real, acquisition of Autodesk products is comparably more expensive, directly increasing operating costs of architectural and engineering companies in Brazil.

Another major source of dissatisfaction is the commercial strategy of selling individual product licenses at prices that are slightly inferior to the prices of products identified as "collection" or "suites", forcing the purchase of software of no interest to the buyer. As a matter of fact, different software included in a "collection" cannot be used simultaneously, therefore the combined purchase of additional software rarely is cost productive for companies.

Also, the replacement of perpetual licenses for subscription licenses obligates companies to pay for renewals with no clear improvement in productivity features or overall quality of the product, consequently increasing overall cost of architectural and engineering services rendered.

In addition, the recent change from 'multiuser' to 'named user' licenses requires one license per registered user. Companies will need to subscribe to more licenses than would naturally be necessary considering the usual practices of design firms, as well as construction supervision personnel. It is our understanding that a 'multiuser' license format is more appropriate to architecture and consulting engineering companies as it allows flexibility to users, in addition to traceability when sharing.

As Brazil initiates the use of BIM software in the public sector, the interests and possibilities of architectural and consulting engineering, construction and utility management companies must be thoroughly discussed with Autodesk, in order to develop the process guaranteeing the use of adequate tools with compatible costs.

It is our understanding that the only way to avoid market dominance or a monopoly is with interoperability of the various software with similar or complementary functions, either through IFC or any other tool that allows integration and compatibility among them. Without interoperability, BIM loses its main role: sharing information.

In conclusion, Sinaenco expects a proactive posture from Autodesk in order to work in cooperation. We are certain that in this manner we will create the necessary synergy to achieve our common goal: to always deliver the best engineering design.

Yours sincerely,

Carlos Roberto Soares Mingione
President of Sinaenco