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# Versa CAD

Versatile Computer Aided Design

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## Happy Holiday Season

All of us at Archway wish you and yours a very merry Christmas and happy New Year. All the best in 2004.

## Upcoming Events

Feb 6	VersaCAD user meeting	Internet
Feb 16-18	EAST Conference	Little Rock
Mar 4-6	CITEA	Riverside
Mar 8-10	EAST Conference	Sacramento
Mar 22-25	Westech	Los Angeles

## VersaCAD Virtual User Meeting-Feb 6

We had our first VersaCAD user meeting over the web in July 2003 and our next is planned for February 6, 2004. Please mark your calendar and plan to spend an hour or two with us. There is no cost. You will call an 800# and go to a website to see the slides & demos. Email us if you would like to be included.

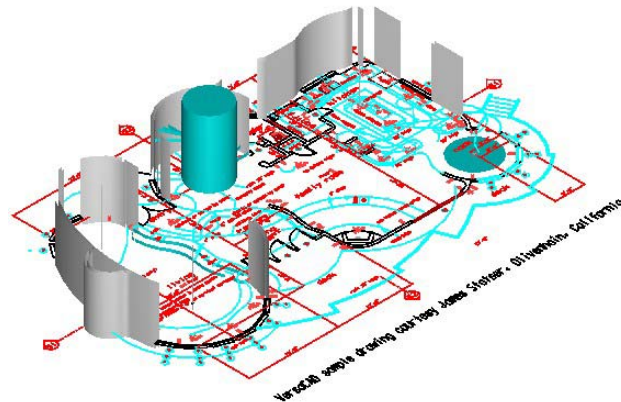
## VersaCAD 2003.9 Features to Checkout

There are three features included in VersaCAD 2003.9 for Windows that really set it apart from other CAD software:

1. Press F11 and see the new VersaCAD Explorer. This function will bring up all your libraries organized similar to Windows Explorer. No other CAD has this feature that allows you to get at 1000s of symbols with less than 3 clicks. This makes VersaCAD the most productive software for any application that is heavily symbol oriented such as schematics, layouts and more.



2. The way that Z coordinates are handled is unique. If you want to do your work in 2D, but, you want a 3D model from time to time, then just enter the z coordinates to objects a group at a time or add the z to your symbols (like doors or windows). When you send your drawing through dxf or dwg to a 3D software such as Rhino 3D (3DJoy for the Mac), your drawing will extrude all by itself. A small pamphlet on how to do this is available on request.



FLRPLAN.DWG After shading in Rhino 3D

3. The batch translator capability is second to none and enables converting batches of older VersaCAD, DXF, DWG or IGES of any release level to any other of the same product or to and from VersaCAD.

Many translators with less capability sell for as much as VersaCAD.

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## Who's who at Archway Systems

<b>Arlene Black</b>	Admin and sales
<b>Tom Lazear</b>	Admin, Sales and training
<b>George McMeans</b>	Sales & training in Nor. Cal.
<b>Mike Lazear</b>	Programming & support
<b>Sandy Lazear</b>	Accounting
<b>Jeff Martin</b>	Civil Consultant and training

<b>Erik Wordal</b>	Training in Cal coastal
<b>Rick Plummer</b>	Mftr consultant and sales
<b>Greg Crossley</b>	Central Calif office
<b>Josh Lazear</b>	Webmaster
<b>Dan Lazear</b>	Administration
<b>Greg Hamano</b>	Support & Training
<b>Oscar Diaz</b>	Solid Edge Training

# REPORT

## EVER CHANGING CAD WORLD

As the CAD market continues to mature, all sorts of changes are taking place.

The MCAD market (mechanical CAD for manufacturing) continues as the largest segment of CAD. Geographically, usage seems to be moving out of the U.S. With manufacturers moving engineering to India, Russia, Philipines and the like, the software is sure to follow. The high end suppliers of MCAD remains Dassault ( France) versus EDS (Texas). EDS is in the process of "spinning off" their CAD operation under a new name: UGS PLM Solutions (means Unigraphics Product Life Cycle Management). Since the MCAD part of EDS is \$1billion it is one of the largest of the MCAD companies (if not the largest) but \$1billion is a small part of EDS' overall \$20 billion of business. Spinning it off will make the company more fleet of foot to compete with Dassault. At the midrange of MCAD it is still Solid Works versus Solid Edge versus Inventor. All three claim to be number one which probably means the market is evenly split. At the low end, CADKEY was just acquired by a Japanese company. We believe UGS PLM Solutions is the right choice since: a) they are large and profitable, b) they own the most popular and capable kernel (Parasolid) as well as the applications (Unigraphics and Solid Edge), c) their products are great and d) their products are standard at the top of the U.S. manufacturing food chain (ie GM, Ford, GE, Boeing Military, .....

Product Design is a category that is not widely understood and is probably the least matured. This is software that is used by people who style cars, jewelry, boats, shoes and many consumer products. Here is where form wins out in the form versus function debate. Some of the largest product design firms are in Irvine CA: Toyota Design, Volvo, Volkswagen, and contract product design firms such as Phillips Design, reportedly the largest of its kind. These firms use a mixture of software including Softimage, Maya or 3D Studio at the top end. More recently the improved midrange is very hot: Rhino 3D, Solid Thinking and others. Rhino 3D and its rendering package called Flamingo is the standard for such as Bombardier, Adidas, Nike, Seattle boat designers, Phillips and many more. Rhino 3D is also popular with schools as a software for introducing students to 3D and it works very well as a 3D supplement for VersaCAD. VersaCAD Mac and 3DJoy are great for the Mac platform.

Architectural CAD, or more properly AEC CAD, is that which is used by designers in the architect-engineer-construction community. This category is roughly 15% of the total CAD market and has always been hotly contested. At the production end architects and others use AutoCAD, VersaCAD, MicroStation or one of the other drafting software. For 3D building modeling (or the new name given it: BIM Building Information Modeling) the serious 3D players are: MicroStation Triforma, AutoCAD Architectural Desktop, and ArchiCADD. During the last year, Autodesk purchased Revit as their premier architectural modeling software. In addition to these products which can be used for modeling anything from homes to high rise, there is a plethora of lower end 3D software: Chief Architect, SoftPlan, and Sketchup would be three. These have emphasized ease of creation of a 3D model that can be good for concept modeling, but, they lack the production design/drafting tools for that part of a project. Some architects we know have two products, for example, Chief Architect to do the 3D concept modeling and for presentations and then VersaCAD for doing the production design drafting. This combination can be very cost effective and productive. Others use MicroStation Triforma for the 3D modeling and then can produce the production work in the same software. MicroStation also has 3D applications for Structural and HVAC. Recently Bentley has introduced versions of their Triforma that allow it to be used in the way that best meets the style of the user, for example, it can be used as 2D only or 2D-3D where the work is done in 2D, but, Z coordinates are automatically added and the result is a free 3D model.

Another big change in the 3D Architectural market is the entry of well known architect Frank O. Gehry into the CAD reseller business under: Gehry Technologies. Their mission is to introduce Catia (originally developed for airplane design) as an architectural modeling software along with content developed at Gehry. This will be the most expensive solution for an architectural firm and probably will appeal only to the largest firms that see eye to eye with Gehry's way-out curvature design style. Time will tell.

Civil engineering software is another area where there have been some changes. Bentley Systems really dominates the area of road and rail design, two of the hottest construction categories at the moment. Bentley's MicroStation is the standard CAD in 48 of the 50 states as well as the federal DOT. In addition, Bentley's InRoads is the most comprehensive road design software on the market and is standard at 25 DOTs. Also, Bentley owns Geopak (standard at 15 states) and MX which is popular in Europe and standard in at least one state. During the past year, Autodesk acquired CAiCE which is standard in one state. Watch for market battles in this segment since infrastructure design is hot in every state.

## Training Class Schedule

Archway offers a variety of training classes in our brand new training room using the latest of each software. Classes are 1 to 4 days in duration and cover subjects in depth using certified materials. Classes are offered in Solid Edge, SolidThinking, Rhino, MicroStation and VersaCAD. All classes are 8:30 am to 5 pm at our Huntington Beach training center or can be delivered on-site. Upcoming classes:

MicroStation V8 User Update 2<sup>nd</sup> Edition- Covers V8 and V8.1 new features. This is a revised, one day class. Course includes a workbook. Cost is \$300. Jan 13, Feb 3, Feb 24, Mar 30

MicroStation V8 Admin Update 2<sup>nd</sup> Edition- Covers V8 and V8.1 for administrators. This is a revised, two day class. Cost is \$1000. Feb 4-5

InRoads Basics- This is a Bentley certified, 4.5 day class using Bentley's InRoads 8.2 training manual. Cost is \$1650 including course book and instruction. Next class Jan 26-30.

Moving to MicroStation- Covers all of the basics of MicroStation 2D. This is the fundamental class in Bentley's certified course series. Instructors have been certified by Bentley. Course includes a workbook developed by Bentley. Cost is \$900. Next class Jan 14-16, Feb 4-6, Mar 2-4

Productive MicroStation. Covers advanced production features in MicroStation. Cost is \$1200. Jan 12-14

MicroStation Basics. A quick, 2 day course in MicroStation 2D that is tailored to a discipline, eg Civil, Architectural or plant. Fee is \$600. Jan 15-16, Feb 12-13, 19-20 25-26.

VersaCAD/Rhino Quickstart- Learn VersaCAD basics plus new translator and Library manager. Then, learn how to move files to Rhino and create other 3D models. Two day class, \$495. TBA.

Rhino Level 1 training- Three days on how to model in Rhino 3D. Cost is \$695. Next course Dec 16-18

Rhino Level 2 training- Three days on advanced modelling in Rhino 3D. Cost is \$695. Next course Feb 9-11

Solid Edge Basics - The goal of this 3 day course making the student ready for productive work with an introduction to Part, Assembly, Draft and Sheet Metal modules of Solid Edge. At \$995 this is a very cost-effective and quick way to get started in Solid Edge. Discounts are available for instructors and multiple students. The fee includes a workbook and lunch on all days. Dec 15-18, Jan TBA

## Solid Edge Version 15 Ships

With new customer and industry-driven enhancements, Solid Edge V15 delivers the most productive and robust innovations in the manufacturing CAD industry. New capabilities in drafting, sheet metal, motion, assembly, and standard parts will appeal to thousands of customers designing machinery and equipment. V15's Rapid Blue surfacing for designing consumer products has powerful new super-productive features for creating vents and mounting bosses and there are new applications for plastic

mold design. Solid Edge Insight continues to mature with enhanced Product Management and collaboration capability, providing even small manufacturers with an easy-to-implement, robust, secure and effective data management system. Stop by our office and see V15 in action by attending our free monthly hands-on workshop on Friday, December 19<sup>th</sup>. Lunch is included and we'll send you home with a free 30 day trial of the software.

## So Cal Campus Tour

During the week of October 13, 2003, Archway toured six Southern California campuses and presented CAD software to over 300 students and faculty. Attendees were given an update on CAD sources and uses and were given free demonstration software of their choice from VersaCAD, Rhino 3D, MicroStation v8.1, Solid Edge and Softimage. Over 1000 CDs were handed out. If you are an instructor and would like a presentation at your school, give us a call.

## NEWS FROM VERSACAD USERS:

### JaKay Signaling Corporate License

Jakay Signaling of Independence MO recently implemented a VersaCAD Mac Unlimited Corporate License giving them the right to install VersaCAD Mac on all their computers. A recent comment from Derek Lehman: "We have completely installed VersaCAD 2001 on all of our machines now and my boss Greg is loving it! He is really excited about all of the new capabilities that it comes with and the speed at how it operates now. He is also excited that it has given us capabilities in the office to change procedure and possibly save money in the area of paper usage. Thanks for all your help!" Thank you Derek.

### VersaCAD Used to Design Instruments

Trent Wells, Jr. of Trentwells Company, Coulterville CA recently sent us a letter with these comments: "I want you to know that some of the world's most widely used Neurosurgical Surgery Instruments for placing probes or electrodes deep in the human brain through a small hole in the skull were designed using a VersaCAD system."

### VersaCAD Used to Design \$40million per year

John Beckwith Jr., President of Design Resources says "We design over \$40million of constructed value with two VersaCAD seats including a recent 270 unit apartment site"

### One PC, Many Users

Applica U2 enables a PC to support more than one keyboard/monitor/mouse combination. The product at \$250 is a board that goes in the PC, a CAT5 cable, and a box into which your monitor, mouse and keyboard connect. The \$250 avoids having to purchase a second PC and allows you to have more than one user using the same software on the same computer. Consequently, fewer computers to manage and fewer computers and licenses to buy. We see this as very useful in the academic environment and for applications that are primarily data look-up, inquiry systems. Email for more information.

### Academic Adobe and Macromedia

Archway is now an authorized academic reseller for all Adobe and Macromedia products including: Photoshop, Illustrator, Director, Flash, and more. Please call or email if you have any needs in this area.

## ARCHWAY'S PRODUCT LINE

Archway is a full service provider of technical software and hardware serving the Academic, Architectural, Civil and Mechanical Engineering Markets.

### PRODUCTS

#### CAD/CAM SOFTWARE:

- VersaCAD Win & Mac
- MicroStation and applications
- Civil Engineering
- Solid Edge
- Plassotech FEM
- Solid Thinking
- Mech Soft
- AutoCAD LT

#### GRAPHICS /ANIMATION

- Softimage
- Masterpiece (inside MicroStation)
- Rhino 3D
- 3DJoy for Mac
- Walkinside
- ArchVision
- Virtual STEP, 4D CADD

#### COMPUTER PERIPHERALS

- Projectors
- 3D MicroScribe digitizer

#### BOOKS

- MicroStation Quickstart
- Rhino Training Guide
- VersaCAD Training Guide
- Mastering VersaCAD

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### SERVICES

- Training
- Phone support
- On-site support
- System Integration
- Networking
- Customizing
- Consulting
- Contract software development
- Web page development
- CAD file translation

### Softree-Road Design

If you design roads or streets and you would like a road design software, but cant afford the higher end products, here is an answer for you. We bumped into Softree at the APWA conference in San Diego a couple of months ago. We were so impressed we signed up to represent them. Check it out at

[http://www.softree.com/products/v4\\_RoadEng\\_Civil\\_Info.pdf](http://www.softree.com/products/v4_RoadEng_Civil_Info.pdf)

Price is only \$3420. Easily passes files to and from VersaCAD, AutoCAD and MicroStation. Standard at U.S. Forest Service. Give us a call or email if you are interested

### Rhino 3D Holiday Special

Rhino 3D is rapidly becoming the most popular pure 3D software for Windows. It has become the standard for 3D modeling for product design such as shoes, jewelry, boats and even autos and airplanes. Architects use it for making 3D models of their 2D designs. Also excellent for introducing students to 3D. Archway is offering a 30% discount until January 15 on commercial licenses. Normally \$895, price to Jan 15 just \$649. Rhino+Flamingo +Penguin bundle, normally \$1295, just \$995.

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