

# PowerMill, PowerShape, PowerInspect to Fusion 360 FAQ: Packaging Changes

**CONFIDENTIAL: For Autodesk Direct Sales and Autodesk Partners Only**

Table of contents

<b>SUMMARY</b>	<b>1</b>
<b>1. Packaging Changes</b>	<b>2</b>
1.1 What is changing for PowerMill, PowerShape, and PowerInspect? .....	2
1.2 What is included in these new offerings? .....	2
1.21 What is the Fusion 360 - Machining Extension & the Fusion 360 - Additive Build Extension? .....	2
1.3 Are PowerMill, PowerShape, or PowerInspect an entitlement to Fusion 360? .....	2
1.4 How will new subscriptions to PowerMill, PowerShape, PowerInspect be sold from September 14, 2020? .....	2
1.5 Will Standard, Premium and Ultimate tiers for each product be available as a new subscription? .....	2
1.6 Will 'Fusion 360 with PowerMill/PowerShape/PowerInspect' multi-user licenses be available as a new subscription? .....	2
<b>2. Price List Changes</b>	<b>2</b>
2.1 What are the pricing details for the new offerings? .....	3
2.2 Who can sell the new Fusion 360 with PowerMill, Fusion 360 with PowerShape, Fusion 360 PowerInspect offerings? .....	3
2.3 Are these new offerings available on the eStore? .....	3
2.4 What is happening to pricing exceptions? .....	3
2.5 Are there any changes to the sales regions the new offerings are available in? .....	3
2.6 Is there any impact to M2S pricing? .....	3
2.7 Are there changes for customers on an Autodesk Enterprise Business Agreement? .....	3
<b>3. Customer Impact</b>	<b>3</b>
3.1 How and when will existing subscribers move to the new offerings? .....	3
3.2 What is the impact to existing PowerMill/PowerShape/PowerInspect maintenance customers? .....	3
3.3 Do user reassignments happen automatically for named user subscribers that are migrated? .....	3
3.4 Do migrated named user subscribers need to take any action? .....	4
3.5 Will customer migrations be completed by Tuesday September 15 <sup>th</sup> , 2020? .....	4
3.6 Is there a summary of the repackaging and migration changes for customers? .....	4
<b>4. Communications</b>	<b>6</b>
4.1 When will Autodesk sales and partners be notified of this change? .....	6
4.2 When will customers be notified of this change? .....	6
4.3 How are customers being notified? .....	6
4.4 Is there guidance on how to communicate directly with customers? .....	6
<b>5. Common questions</b>	<b>6</b>
5.1 Do the education community continue to get access to PowerMill/PowerShape/PowerInspect? .....	6
5.2 Is there going to continue to be a 30-day trial for PowerMill/PowerShape/PowerInspect? .....	6
5.3 Are the new offerings called extensions for Fusion 360? .....	6
5.5 Does this affect how post-processors are delivered? .....	6

## SUMMARY

### Background

Autodesk brings together established and proven manufacturing technology through the MAKE portfolio. These products provide manufacturers the advanced manufacturing solutions required for solving complex challenges. This technology is backed by our global team of direct and indirect channels, providing the expertise needed to help industrial manufacturers integrate, optimize, and automate their manufacturing.

As we continue to grow the MAKE business using this powerful combination of technology and distribution, it's important that we acknowledge the existing challenges broadly with technology in the design and manufacturing industry today.

As this industry has grown, so has the presence of task-based products. These are products that have been developed with the end-task in mind (e.g. CAD/CAE/CAM). The challenge here is they fail to sufficiently consider the needs of the people that must use this technology as part of a product development process. As such, these products can often bring about major sources of friction:

- **Data:** Businesses create and consume huge amounts of data often in different formats. The incompatibility of different formats necessitates data translation that can result in information loss. This inhibits automation at a larger scale.
- **Experience:** Users may require more than one product to do their job. Products that have different user experiences and are niche in their application. This creates an exponential learning curve and increases the need for in-depth domain expertise, against an ageing workforce.
- **Technology:** Customers often rely on tools from different vendors in order to take a design through to manufacturing. Self-selecting the right technology is a complex process and these tools are delivered today with inflexible business models that do not cater to flexible usage.

### Our Path Forward

To address these challenges and capitalize on an ongoing convergence of design and manufacturing, the need to connect and automate design and manufacturing processes to reduce iterations, errors, and delivery times is critical. Additionally, advancements in cloud computing and mobile technology, in combination with automation, are bringing new means of agile, collaborative working to manufacturing.

To take advantage of this shift we built Fusion 360 to re-imagine the product development process and provide people with access to their data in a connected, flexible, and seamless way.

- We're bringing together technology that's previously been delivered separately.
- We're investing rapidly in intelligent means of automation.
- We've architected the software for collaboration as a natural part of design and manufacturing.
- We're providing extensibility to 3<sup>rd</sup> parties using an established technology platform through Autodesk Forge.

This positions our customers to work in new ways in an industry where no other software vendor has this type of planned out strategic approach. We want to provide this technology to our customers so they can begin to take advantage of the next generation workflows available in Fusion 360.

As such we will be repackaging PowerMill, PowerShape and PowerInspect under the Fusion 360 brand to help create more awareness of this direction, to provide more benefits to our customers, and seed a natural path to Fusion 360.

This packaging change provides access to broader tools across design and manufacturing, as well as our innovations with intelligent automation. In addition to retaining use of the original product, we will be including our latest manufacturing developments through both Fusion 360 and select Fusion 360 extensions as part of named user subscriber benefits, so customers can continue to access the technology that they rely on today, as well as technology that will shape their work tomorrow.

**Please read the FAQ for more details regarding this change.**

## 1. Packaging Changes

### 1.1 What is changing for PowerMill, PowerShape, and PowerInspect?

From September 14, 2020 new subscriptions of PowerMill, PowerShape, and PowerInspect will be available under the Fusion 360 brand. There will be four new Fusion 360 offerings created that include entitlements to these respective products:

1. Fusion 360 with PowerMill Standard
2. Fusion 360 with PowerMill Ultimate
3. Fusion 360 with PowerShape
4. Fusion 360 with PowerInspect

These new offerings will provide our customers continued access to the technology that they rely on today, as well as access to the technology that will shape their work moving forward.

### 1.2 What is included in these new offerings?

1. Fusion 360 with PowerMill Standard
  - a. **Included:** PowerMill Standard, Fusion 360, Fusion 360 - Team, Fusion 360 - Machining Extension, HSMWorks
2. Fusion 360 with PowerMill Ultimate
  - a. **Included:** PowerMill Ultimate, Fusion 360, Fusion 360 - Team, Fusion 360 - Machining Extension, Fusion 360 – Additive Build Extension, HSMWorks
3. Fusion 360 with PowerShape
  - a. **Included:** PowerShape Ultimate, Fusion 360, Fusion 360 - Team, HSMWorks
4. Fusion 360 with PowerInspect
  - a. **Included:** PowerInspect Ultimate, Fusion 360, Fusion 360 - Team, Fusion 360 - Machining Extension, HSMWorks

### 1.21 What is the Fusion 360 - Machining Extension & the Fusion 360 - Additive Build Extension?

The Fusion 360 - Manufacturing Extension will be split into two extensions to separate the existing machining and additive capabilities. Customers will be able to access this technology according to their existing product offering, when it becomes available.

### 1.3 Are PowerMill, PowerShape, or PowerInspect an entitlement to Fusion 360?

No. Specific tiers of these products are only available within the four new offerings mentioned in (1.1). Prospects or customers **cannot** subscribe to a standalone version of Fusion 360 and receive an entitlement to any tier of PowerMill, PowerShape, or PowerInspect.

### 1.4 How will new subscriptions to PowerMill, PowerShape, PowerInspect be sold from September 14, 2020?

New subscriptions are only available through the relevant 'Fusion 360 with PowerMill/PowerShape/PowerInspect' offerings.

### 1.5 Will Standard, Premium and Ultimate tiers for each product be available as a new subscription?

No. PowerInspect Standard and Premium, PowerMill Premium, and PowerShape Standard and Premium will not be available as new subscriptions. The remaining product tiers are available through the new Fusion 360 offerings per (1.1).

### 1.6 Will 'Fusion 360 with PowerMill/PowerShape/PowerInspect' multi-user licenses be available as a new subscription?

No. 'Fusion 360 with PowerMill/PowerShape/PowerInspect' will be available as a named user license type only.

## 2. Price List Changes

## 2.1 What are the pricing details for the new offerings?

Material Name	Subscription Term	Business Type	License Type	Global Reference Pricing	US – USD
Fusion 360 with PowerMill Standard	Annual, Multi-Year	New, Renew	Named User	\$6,155.00	\$6,465.00
Fusion 360 with PowerMill Ultimate	Annual, Multi-Year	New, Renew	Named User	\$9,225.00	\$9,685.00
Fusion 360 with PowerShape	Annual, Multi-Year	New, Renew	Named User	\$3,280.00	\$3,445.00
Fusion 360 with PowerInspect	Annual, Multi-Year	New, Renew	Named User	\$4,100.00	\$4,305.00

## 2.2 Who can sell the new Fusion 360 with PowerMill, Fusion 360 with PowerShape, Fusion 360 PowerInspect offerings?

These new offerings are available to the existing Autodesk sales teams and Autodesk channel partners that are eligible to sell PowerMill, PowerShape, and PowerInspect.

## 2.3 Are these new offerings available on the eStore?

No, they are not available on the eStore.

## 2.4 What is happening to pricing exceptions?

Any existing pricing exceptions that are already in place are being retained.

## 2.5 Are there any changes to the sales regions the new offerings are available in?

No, the new offerings will be available in the same sales regions where PowerMill, PowerShape, and PowerInspect are currently offered today.

## 2.6 Is there any impact to M2S pricing?

Existing M2S subscribers that are migrated to new 'Fusion 360 with PowerMill/PowerShape/PowerInspect' M2S offerings on September 14, 2020 will have a renew price based on year 1 pricing. Migrated customers will resume the existing M2S pricing structure from year 4 of the M2S program. New M2S subscribers will use the existing M2S pricing structure.

## 2.7 Are there changes for customers on an Autodesk Enterprise Business Agreement?

There is no impact to new or existing Autodesk Enterprise Business Agreements using Token Flex in FY21.

## 3. Customer Impact

### 3.1 How and when will existing subscribers move to the new offerings?

- From September 14, 2020 existing named user subscribers, including M2S, will be migrated by Autodesk to the equivalent new 'Fusion 360 with PowerMill/PowerShape/PowerInspect' offerings.
- From August 7, 2020 at their first renewal, multi-user subscribers can participate in the Transition to Named User trade-in offer to transition to a new 'Fusion 360 with PowerMill/PowerShape/PowerInspect' as part of a named user plan.
  - Alternatively, existing multi-user subscribers, including M2S, can retain renew only access to their existing PowerMill/PowerShape/PowerInspect' offering.

### 3.2 What is the impact to existing PowerMill/PowerShape/PowerInspect maintenance customers?

- Maintenance customers will **not** be affected in FY21.
- There will be M2S paths to 'Fusion 360 with PowerMill/PowerShape/PowerInspect'. There will be an optional upgrade M2S path for customers that want to access higher tier functionality in PowerMill/PowerShape/PowerInspect, to 'Fusion 360 with PowerMill/PowerShape/PowerInspect'
  - PowerInspect Standard customers can take the upgrade path to 'Fusion 360 with PowerInspect'
  - PowerMill Standard customers can take the upgrade path to 'Fusion 360 with PowerMill Ultimate'

### 3.3 Do user reassignments happen automatically for named user subscribers that are migrated?

No. Following the migration of existing named user subscriptions to the new offerings, the customer contract manager will need to re-assign their users to the relevant new offering.

### 3.4 Do migrated named user subscribers need to take any action?

Yes. In addition to user reassignments, users that are upgraded to a higher tier will need to download and install the respective product:

- PowerMill Premium named user subscribers that are upgraded to 'Fusion 360 with PowerMill Ultimate' should download PowerMill Ultimate from their Autodesk Account to continue their access to PowerMill.
- PowerShape Standard and Premium named user subscribers that are upgraded to 'Fusion 360 with PowerShape' should download PowerShape Ultimate from their Autodesk Account to continue their access to PowerShape.
- PowerInspect Premium named user subscribers that are upgraded to 'Fusion 360 with PowerInspect' should download PowerInspect Ultimate from their Autodesk Account to continue their access to PowerInspect.

### 3.5 Will customer migrations be completed by Tuesday September 15<sup>th</sup>, 2020?

No. Customer migrations to new offerings will start on September 14<sup>th</sup>, 2020 and are due to be completed by October 31<sup>st</sup>, 2020.

### 3.6 Is there a summary of the repackaging and migration changes for customers?

Yes. In most cases, customers will get access to more functionality in Fusion 360 and/or access to functionality in a higher tier of PowerMill/PowerShape/PowerInspect.

- Existing PowerMill Standard named user subscribers, including M2S, that are migrated to 'Fusion 360 with PowerMill Standard' will get access to the Fusion 360 - Machining Extension once it becomes available
- Existing PowerMill Premium named user subscribers, including M2S, that are migrated to 'Fusion 360 with PowerMill Ultimate' will be upgraded to PowerMill Ultimate and get access to the Fusion 360 – Machining Extension and the Fusion 360 – Additive Build Extension
- Existing PowerMill Ultimate named user subscribers, including M2S, that are migrated to 'Fusion 360 with PowerMill Ultimate' will get access to the Fusion 360 – Machining Extension and the Fusion 360 – Additive Build Extension
- Existing PowerShape Standard, Premium and Ultimate named user subscribers, including M2S, that are migrated to 'Fusion 360 with PowerShape' will get access to PowerShape Ultimate
- Existing PowerInspect Standard subscribers, including M2S, and Maintenance will become renew only.
- Existing PowerInspect Premium named user subscribers, including M2S, that are migrated to 'Fusion 360 with PowerInspect' will be upgraded to PowerInspect Ultimate and get access to the Fusion 360 – Machining Extension
- Existing PowerInspect Ultimate named user subscribers, including M2S, that are migrated to 'Fusion 360 with PowerInspect' will get access to the Fusion 360 – Machining Extension

Please refer to the table below, as a summary of the changes to customers in FY21Q3. Where no new product has been specified, customers will retain their existing product offering.

CUSTOMER IMPACT		After August 7, 2020 BEFORE September 14, 2020		ON September 14, 2020	AFTER September 14, 2020	
Product Class	Business Model	Product & Offer Details	Availability	Change	<b>NEW</b> Product & Offer Details	Availability
PowerInspect Standard	All	PowerInspect Standard	<i>New, Renew</i>	End-Of-Sale	PowerInspect Standard	<i>Renew</i>
PowerInspect Premium & Ultimate	Subscription	Named User Subscription	<i>New, Renew</i>	Customer Migration	<b>Fusion 360 with PowerInspect</b> Named User Subscribers	<i>New, Renew</i>
		Multi-User Subscription	<i>Renew</i>	No Change. Part of the Named User Trade-In program		<i>Renew</i>
	M2S	Named User M2S	<i>New, Renew</i>	Customer Migration	<b>Fusion 360 with PowerInspect</b> Named User M2S	<i>New, Renew</i>
		Multi-User M2S	<i>Renew</i>			
	Maintenance	Named User Maintenance	<i>Renew</i>	No Change. Part of the Named User Trade-In program, and Maintenance Trade-In program		
		Multi-User Maintenance	<i>Renew</i>			
PowerMill Standard	Subscription	Named User Subscription	<i>New, Renew</i>	Customer Migration	<b>Fusion 360 with PowerMill Standard</b> Named User Subscribers	<i>New, Renew</i>
		Multi-User Subscription	<i>Renew</i>	No Change. Part of the Named User Trade-In program		<i>Renew</i>
	M2S	Named User M2S	<i>New, Renew</i>	Customer Migration	<b>Fusion 360 with PowerMill Standard</b> Named User M2S	<i>New, Renew</i>
		Multi-User M2S	<i>Renew</i>			
	Maintenance	Named User Maintenance	<i>Renew</i>	No Change. Part of the Named User Trade-In program, and Maintenance Trade-In program		
		Multi-User Maintenance	<i>Renew</i>			
PowerMill Premium & Ultimate	Subscription	Named User Subscription	<i>New, Renew</i>	Customer Migration	<b>Fusion 360 with PowerMill Ultimate</b> Named User Subscribers	<i>New, Renew</i>
		Multi-User Subscription	<i>Renew</i>	No Change. Part of the Named User Trade-In program		<i>Renew</i>
	M2S	Named User M2S	<i>New, Renew</i>	Customer Migration	<b>Fusion 360 with PowerMill Ultimate</b> Named User M2S	<i>New, Renew</i>
		Multi-User M2S	<i>Renew</i>			
	Maintenance	Named User Maintenance	<i>Renew</i>	No Change. Part of the Named User Trade-In program, and Maintenance Trade-In program		
		Multi-User Maintenance	<i>Renew</i>			
PowerShape Standard, Premium & Ultimate	Subscription	Named User Subscription	<i>New, Renew</i>	Customer Migration	<b>Fusion 360 with PowerShape</b> Named User Subscribers	<i>New, Renew</i>
		Multi-User Subscription	<i>Renew</i>	No Change. Part of the Named User Trade-In program		<i>Renew</i>
	M2S	Named User M2S	<i>New, Renew</i>	Customer Migration	<b>Fusion 360 with PowerShape</b> Named User M2S	<i>New, Renew</i>
		Multi-User M2S	<i>Renew</i>			
	Maintenance	Named User Maintenance	<i>Renew</i>	No Change. Part of the Named User Trade-In program, and Maintenance Trade-In program		
		Multi-User Maintenance	<i>Renew</i>			

## 4. Communications

### 4.1 When will Autodesk sales and partners be notified of this change?

Internal communications to sales and partners are due to be completed by July 30<sup>th</sup>, 2020.

### 4.2 When will customers be notified of this change?

Customer communications are scheduled to begin from August 3<sup>rd</sup>, 2020 per Autodesk customer communications protocol. In the interim, Autodesk encourages sales and partners to **not** disclose details about the change until customers receive direct communications from Autodesk. This FAQ is confidential and for Autodesk and Partners only.

### 4.3 How are customers being notified?

Customer's will be notified by direct email, with appropriate details regarding their changes.

### 4.4 Is there guidance on how to communicate directly with customers?

Please refer to the summary at the start of this FAQ and use the customer-facing messaging associated with this change to guide customer conversations. Communications should emphasize Autodesk's ongoing commitment and investment to advanced manufacturing. This change should be positioned to customers as a means to provide access to a broader portfolio of technology and our latest developments through Fusion 360, the Fusion 360 – Machining extension, and the Fusion 360 – Additive Build Extension, while retaining access to their existing PowerMill/PowerShape/PowerInspect offerings.

## 5. Common questions

### 5.1 Do the education community continue to get access to PowerMill/PowerShape/PowerInspect?

Yes. The education community will retain access to PowerMill/PowerShape/PowerInspect. They will be available as a self-serve download from the Autodesk education product center.

### 5.2 Is there going to continue to be a 30-day trial for PowerMill/PowerShape/PowerInspect?

Yes. Prospects will retain the ability to trial Ultimate tier products for 30 days as a self-serve or by-request download from the PowerMill/PowerShape/PowerInspect product centers.

### 5.3 Are the new offerings called extensions for Fusion 360?

No. These are not extensions in Fusion 360. These are new Fusion 360 offerings that includes access to PowerMill/PowerShape/PowerInspect.

### 5.5 Does this affect how post-processors are delivered?

No, post-processors will retain their existing delivery mechanisms.