

# **Total Cost of Ownership Analysis: Actual vs. Perpetual**

U.S., Europe, UK & Japan

June 2022

# Actual vs Perpetual | Top Customers in the US

Actual Spend (Subscriptions)	FY18	FY19	FY20	FY21	FY22	Average 3-year	Average 4-year	Average 5-year
AutoCAD ASP	\$1,243	\$1,642	\$2,135	\$1,745	\$1,713	\$1,816	\$1,798	\$1,767
AEC Collection ASP	\$1,998	\$2,286	\$2,502	\$1,772	\$1,924	\$2,034	\$2,083	\$2,074
Blended ASP	\$1,826	\$2,135	\$2,379	\$1,762	\$1,833	\$1,949	\$1,979	\$1,964
Average Subs	247	354	471	611	760	1,842	2,196	2,443
<b>Actual Spend</b>	<b>\$451,110</b>	<b>\$755,718</b>	<b>\$1,120,667</b>	<b>\$1,076,321</b>	<b>\$1,393,193</b>	<b>\$3,590,181</b>	<b>\$4,345,899</b>	<b>\$4,797,009</b>

Perpetual Comparison	FY18	FY19	FY20	FY21	FY22	Average 3-year	Average 4-year	Average 5-year
ACAD License Cost	\$4,510	\$4,880	\$4,950	\$4,535	\$4,390	\$4,625	\$4,689	\$4,653
ACAD Maint. SRP	\$570	\$625	\$750	\$790	\$830	\$790	\$749	\$713
BDSP Perp. Cost	\$8,425	\$8,425	\$8,410	\$7,610	\$7,365	\$7,795	\$7,953	\$8,047
BDSP Maint. SRP	\$1,075	\$1,185	\$1,420	\$1,490	\$1,565	\$1,492	\$1,415	\$1,347
Average Cost	\$6,992	\$3,110	\$2,749	\$2,425	\$2,229	\$2,427	\$2,537	\$2,987
Average Licenses	247	354	471	611	760	1,842	2,196	2,443
<b>Projected Spend</b>	<b>\$1,726,964</b>	<b>\$1,100,851</b>	<b>\$1,294,679</b>	<b>\$1,481,896</b>	<b>\$1,693,981</b>	<b>\$4,470,556</b>	<b>\$5,571,407</b>	<b>\$7,298,371</b>

# Notes and assumptions

- Top customers are the top 20 customers by total AEC Collections and AutoCAD IST Annual Order Values (AOV), excluding the following:
  - Government customers
  - Customers who had no active entitlements at the end of FY22
  - Customers who did not have active entitlements for at least 3 of the 5 years
- Average Selling Prices (ASP) are calculated by dividing the AOV before discounts (Net 0) by the total number of Active Subscription. The blended ASP is a weighted average of the AutoCAD and AEC Collection ASPs.
- Perpetual costs were obtained from the Published Pricelist for the last month (January) of the relevant fiscal year except for the following:
  - No perpetual license cost published in FY21 or FY22 January pricelist; assumed no change from last price
  - Prices shown are weighted averages of NLM and SLM prices, respectively using Subscription Multi-user and Single-user mix as weights
  - Maintenance plan prices not published in FY21 or FY22 January pricelist; assumed 5% YoY increase from FY20 prices
- Perpetual offerings of Suites evolved into Collections in Subscriptions; Building Design Suite Premium was used as the perpetual equivalent of an AEC Collection subscription

# Actual vs Perpetual | Top Customers in Europe

Actual Spend (Subscriptions)	FY18	FY19	FY20	FY21	FY22	Average 3-year	Average 4-year	Average 5-year
AutoCAD ASP	\$1,647	\$1,662	\$1,773	\$1,652	\$1,746	\$1,722	\$1,715	\$1,712
AEC Collection ASP	\$2,660	\$2,188	\$2,195	\$2,427	\$2,430	\$2,364	\$2,339	\$2,357
Blended ASP	\$2,227	\$1,984	\$2,002	\$2,062	\$2,096	\$2,059	\$2,049	\$2,059
Average Subs	131	280	520	656	764	1,940	2,220	2,351
<b>Actual Spend</b>	<b>\$291,753</b>	<b>\$555,465</b>	<b>\$1,040,792</b>	<b>\$1,352,519</b>	<b>\$1,601,095</b>	<b>\$3,994,406</b>	<b>\$4,549,871</b>	<b>\$4,841,624</b>
Perpetual Comparison	FY18	FY19	FY20	FY21	FY22	Average 3-year	Average 4-year	Average 5-year
ACAD License Cost	\$5,332	\$5,577	\$5,623	\$5,384	\$5,202	\$5,403	\$5,447	\$5,424
ACAD Maint. SRP	\$790	\$870	\$1,040	\$1,090	\$1,150	\$1,093	\$1,038	\$988
BDSP Perp. Cost	\$8,055	\$8,130	\$8,165	\$7,710	\$7,525	\$7,800	\$7,883	\$7,917
BDSP Maint. SRP	\$1,310	\$1,440	\$1,725	\$1,815	\$1,900	\$1,813	\$1,720	\$1,638
Average Cost	\$4,847	\$3,759	\$3,423	\$2,218	\$1,934	\$2,429	\$1,486	\$2,722
Average Licenses	131	280	520	656	764	1,940	3,880	2,351
<b>Projected Spend</b>	<b>\$634,964</b>	<b>\$1,052,383</b>	<b>\$1,780,183</b>	<b>\$1,454,776</b>	<b>\$1,477,591</b>	<b>\$4,712,550</b>	<b>\$5,764,933</b>	<b>\$6,399,898</b>

- BDSP- Building and Design Suite Premium (middle tier B/D Suite) used as proxy for AEC Collection perpetual offerings
- Amounts are in Constant Currency USD

# Notes and assumptions

- Top customers are the top 20 customers by total AEC Collections and AutoCAD IST Annual Order Values (AOV), excluding the following:
  - Government customers
  - Customers who had no active entitlements at the end of FY22
  - Customers who did not have active entitlements for at least 3 of the 5 years
- Average Selling Prices (ASP) are calculated by dividing the AOV before discounts (Net 0) by the total number of Active Subscription. The blended ASP is a weighted average of the AutoCAD and AEC Collection ASPs.
- Perpetual costs were obtained from the Published Pricelist for the last month (January) of the relevant fiscal year except for the following:
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- Perpetual offerings of Suites evolved into Collections in Subscriptions; Building Design Suite Premium was used as the perpetual equivalent of an AEC Collection subscription
- Constant Currency USD converts foreign currency to USD at the same exchange rate across all the periods shown to exclude the impact of foreign exchange fluctuations from the analysis

# Actual vs Perpetual | Top Customers in the UK

Actual Spend (Subscriptions)	FY18	FY19	FY20	FY21	FY22	Average 3-year	Average 4-year	Average 5-year
AutoCAD ASP	\$1,729	\$2,837	\$2,770	\$2,345	\$2,508	\$2,515	\$2,555	\$2,453
AEC Collection ASP	\$2,669	\$2,598	\$2,623	\$2,276	\$2,537	\$2,482	\$2,505	\$2,523
Blended ASP	\$2,529	\$2,620	\$2,640	\$2,286	\$2,532	\$2,486	\$2,512	\$2,514
Average Subs	87	126	162	172	208	542	668	755
<b>Actual Spend</b>	<b>\$219,990</b>	<b>\$330,104</b>	<b>\$427,658</b>	<b>\$393,245</b>	<b>\$526,714</b>	<b>\$1,347,617</b>	<b>\$1,677,721</b>	<b>\$1,897,711</b>
Perpetual Comparison	FY18	FY19	FY20	FY21	FY22	Average 3-year	Average 4-year	Average 5-year
ACAD License Cost	\$6,108	\$6,188	\$6,153	\$6,000	\$5,540	\$5,898	\$5,970	\$5,998
ACAD Maint. SRP	\$784	\$864	\$1,034	\$1,085	\$1,142	\$1,087	\$1,031	\$982
BDSP Perp. Cost	\$9,369	\$9,790	\$9,818	\$9,318	\$9,063	\$9,400	\$9,497	\$9,472
BDSP Maint. SRP	\$1,216	\$1,335	\$1,602	\$1,682	\$1,767	\$1,684	\$1,597	\$1,520
Average Cost	\$7,254	\$3,483	\$2,918	\$1,840	\$2,571	\$2,443	\$2,639	\$3,171
Average Licenses	87	126	162	172	208	542	668	755
<b>Projected Spend</b>	<b>\$631,125</b>	<b>\$438,812</b>	<b>\$472,658</b>	<b>\$316,547</b>	<b>\$534,741</b>	<b>\$1,323,946</b>	<b>\$1,762,757</b>	<b>\$2,393,882</b>

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# Notes and assumptions

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# Actual vs Perpetual | Top Customers in Japan

Actual Spend (Subscriptions)	FY18	FY19	FY20	FY21	FY22	Average 3-year	Average 4-year	Average 5-year
AutoCAD ASP	\$1,332	\$1,533	\$1,553	\$1,541	\$1,426	\$1,497	\$1,501	\$1,492
AEC Collection ASP	\$2,884	\$2,822	\$3,054	\$2,813	\$2,673	\$2,806	\$2,808	\$2,812
Blended ASP	\$2,051	\$2,137	\$2,173	\$2,096	\$1,992	\$2,070	\$2,078	\$2,076
Average Subs	81	165	304	423	538	1,265	1,430	1,511
<b>Actual Spend</b>	<b>\$166,098</b>	<b>\$352,548</b>	<b>\$660,481</b>	<b>\$886,475</b>	<b>\$1,071,686</b>	<b>\$2,618,642</b>	<b>\$2,971,190</b>	<b>\$3,137,288</b>

  

Perpetual Comparison	FY18	FY19	FY20	FY21	FY22	Average 3-year	Average 4-year	Average 5-year
ACAD License Cost	\$779,653	\$816,330	\$801,793	\$769,981	\$742,363	\$771,379	\$782,617	\$782,024
ACAD Maint. SRP	\$825	\$955	\$1,150	\$1,205	\$1,270	\$1,208	\$1,145	\$1,081
BDSP Perp. Cost	\$1,319,845	\$1,319,295	\$1,331,950	\$1,255,465	\$1,167,880	\$1,251,765	\$1,268,648	\$1,278,887
BDSP Maint. SRP	\$1,110	\$1,175	\$1,465	\$1,540	\$1,615	\$1,540	\$1,449	\$1,381
Average Cost	\$5,951	\$3,446	\$3,048	\$1,785	\$1,291	\$1,879	\$1,164	\$2,268
Average Licenses	81	165	304	423	538	1,265	2,530	1,511
<b>Projected Spend</b>	<b>\$482,025</b>	<b>\$568,666</b>	<b>\$926,620</b>	<b>\$755,164</b>	<b>\$694,701</b>	<b>\$2,376,485</b>	<b>\$2,945,151</b>	<b>\$3,427,176</b>

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