

## Questions and answers

# Moldflow Insight Standard Packaging Changes FAQ for Autodesk Sales and Channel

## Table of contents

<b>1. General product information</b>	<b>1</b>
1.1 What changes are being made to Moldflow Insight Standard (AMI Standard)?	1
1.2 Is the price of Moldflow Insight Standard Changing?	1
1.3 When is this change effective?	1
1.4 Why is Autodesk making this change?	1
1.5 What GEOs are affected by this change?	1
<b>2. Moldflow Insight Standard configuration changes</b>	<b>1</b>
2.1 What new capabilities will Moldflow Insight Standard have?	1
2.2 Are there capabilities that Moldflow Insight Standard will no longer have?	1
2.3 Are Moldflow Insight Premium or Moldflow Insight Ultimate affected by this change?	1
2.4 Is Moldflow Synergy affected by this change?	1
<b>3. Price list details</b>	<b>2</b>
3.1 When is Moldflow Insight Standard 2016 available for sale?	2
3.2 What happens to new and renewal quotations placed for current offerings?	2
3.3 Are there any new offerings being introduced in conjunction with this change?	2
<b>4. Additional sales information</b>	<b>2</b>
4.1 What if a customer relies on the computational capacity of three simultaneous solvers?	2
4.2 Will an AMI Standard 2015 license be fulfilled with three AMI Standard 2016 licenses?	2
4.3 Won't customer be dissatisfied with the removal of Design of Experiments (DOE) functionality?	2
4.4 Is there a way to cross-grade customers to a higher tier of Moldflow Insight?	2
4.5 Can AMI Premium or AMI Ultimate customers downgrade to AMI Standard?	2
4.6 Why aren't existing AMI Standard subscribers being automatically migrated to AMI Premium?	2
4.7 Does an existing subscriber have to upgrade to the new version of Moldflow Insight Standard?	2
4.8 What are the advantages of repacking Moldflow Insight Standard?	2
4.9 What should be my response to the price increase subscribers will experience?	1
4.10 When can I discuss these changes with my current AMI Standard customers?	1
4.11 What if I have additional questions, is there someone I can contact?	1

## 1. General product information

### 1.1 What changes are being made to Autodesk Moldflow Insight Standard (AMI Standard)?

AMI Standard is being repackaged to make it easier to acquire new customers. In the 2016 release of AMI Standard, we are including capabilities previously available only in higher tier versions of Moldflow Insight, making the Standard product more attractive and competitive in the market place.

### 1.2 Is the price of Moldflow Insight Standard Changing?

Yes. With the amount of capabilities being added to AMI Standard, the license and subscription price are increasing by approximately 25% in order to balance the overall value of the solution.

### 1.3 When is this change effective?

The change becomes effective with the release of Moldflow Insight Standard 2016; first customer shipment is April 9<sup>th</sup>, 2015.

### 1.4 Why is Autodesk making this change?

In order to compete more effectively, we determined it was necessary to rebalance the solution set and persona focus of AMI Standard. The packaging changes to AMI Standard creates a very strong base level offering, with a compelling upgrade path within the Moldflow Insight family, and creates opportunities for the transition of customers from Moldflow Adviser Ultimate to the Moldflow Insight family. The new packaging enables customers to afford entry into a base level of Moldflow Insight which is superior to competitive equivalents.

### 1.5 What GEOs are affected by this change?

All geographies are affected.

## 2. Moldflow Insight Standard configuration changes

### 2.1 What new capabilities will Moldflow Insight Standard have?

Capabilities previously available only in higher tier versions of Moldflow Insight like support for fiber orientation, cooling and warpage prediction will now be included in AMI Standard. In addition to these inclusions, new features like CAD model warpage export, Linux HPC support and controlled opening and closing of valve gates are being introduced at the Moldflow Insight Standard product level

Major Capabilities Overview:

	Fill/Pack	Overmolding	Cool	Warp	Fiber Orientation
AMI Standard 2015	✓	✓			
AMI Standard 2016	✓	✓	✓	✓	✓

### 2.2 Are there capabilities that Moldflow Insight Standard will no longer have?

Yes. In order to balance the capabilities, solution focus and value of AMI Standard, the design of experiments (DOE) functionally has been removed and solver capacity has been reduced from three simultaneous solves to one.

Overview of Changes:

	Simultaneous Solves	DOE Functionality
AMI Standard 2015	3	Yes
AMI Standard 2016	1	No

### 2.3 Are Moldflow Insight Premium or Moldflow Insight Ultimate affected by this change?

No. The 2016 releases of Moldflow Insight Premium and Moldflow Insight Ultimate are unaffected by this packaging change.

### 2.4 Is Moldflow Synergy affected by this change?

No. Moldflow Synergy 2016 is unaffected by this packaging change.

### 3. Price list details

#### 3.1 When is Moldflow Insight Standard 2016 available for sale?

April 7<sup>th</sup>, 2015.

#### 3.2 What happens to new and renewal quotations placed for current offerings?

Moldflow Insight Standard 2015 will be discontinued on April 8<sup>th</sup>, 2015; quotations placed prior to May 7<sup>th</sup>, 2015 will be honored and fulfilled through our standard 30-day discontinuation policy.

#### 3.3 Are there any new offerings being introduced in conjunction with this change?

The new solution packaging (as detailed in this communication) will be reflected in the Moldflow Insight Standard 2016 offering. In addition, a new logical cross-grade offering is being introduced that enables customers to move from Moldflow Adviser Ultimate to Moldflow Insight Standard.

### 4. Additional sales information

#### 4.1 What if a customer relies on the computational capacity of three simultaneous solvers?

For customers who utilized Moldflow Insight Standard for additional Fill capacity, the new packaging may not be an ideal fit for their workflow needs. If a customer is interested in upgrading to Moldflow Insight Premium to access three simultaneous solves, please contact [moldflow.info@autodesk.com](mailto:moldflow.info@autodesk.com) to evaluate available options to address customer preference.

#### 4.2 Will an AMI Standard 2015 license be fulfilled with three AMI Standard 2016 licenses?

No. Customers will receive one Moldflow Insight Standard 2016 license for every Moldflow Insight Standard 2015 license on active subscription.

#### 4.3 Won't customer be dissatisfied with the removal of Design of Experiments (DOE) functionality?

While DOE is being removed from AMI Standard, this functionality was predominantly being used at the AMI Premium level. While the newly packaged AMI Standard could leverage DOE, this capability is being reserved for the higher tier versions of Moldflow Insight.

#### 4.4 Is there a way to cross-grade customers to a higher tier of Moldflow Insight?

Yes. Cross-grade offerings are available between each tier of the Moldflow Insight family.

#### 4.5 Can AMI Premium or AMI Ultimate customers downgrade to AMI Standard?

No. There may be customers that consider downgrading their AMI Premium License to an AMI Standard license, but Autodesk does not offer downgrades.

#### 4.6 Why aren't existing AMI Standard subscribers being automatically migrated to AMI Premium?

Since the subscription price difference of AMI Premium is significantly higher than AMI Standard, we decided that we should not force customers to migrate upwards. If customers determine that they would prefer to upgrade from AMI Standard to AMI Premium, please contact [moldflow.info@autodesk.com](mailto:moldflow.info@autodesk.com) to evaluate available options to address customer preference.

#### 4.7 Does an existing subscriber have to upgrade to the new version of Moldflow Insight Standard?

No. While we encourage customers to benefit from the most current release of our offerings, there is no requirement for existing subscribers to upgrade to AMI Standard 2016.

#### 4.8 What are the advantages of repackaging Moldflow Insight Standard?

*To the Subscriber:* The 2016 release of AMI Standard has been significantly enhanced by including capabilities previously available only in higher tier versions of Moldflow Insight. The new version of AMI Standard enables a complete injection molding process analysis workflow to be conducted.

*To the sales team:* The 2016 release of AMI Standard had been repackaged to give you more competitive flexibility. The new packaging enables customers to afford entry into a base level of Moldflow Insight, which is competitively superior in terms of capability, accuracy and robustness, and provides an additional competitive advantage by means of a cost effective upgrade path.

**4.9 What should be my response to the price increase subscribers will experience?**

The functionality that was added to Moldflow Insight Standard 2016 is highly desirable. The amount of solution value that is being added to AMI Standard is significant, it would have previously cost over \$30,000 in additional license fees and \$5,000/year in increased subscription to access comparable capabilities. The increased capabilities of AMI Standard enable a complete injection molding process workflow to be accomplished; these new capabilities are being delivered for approximately \$1,000/year in additional subscription.

**4.10 When can I discuss these changes with my current AMI Standard customers?**

We recommend that you begin communicating with your AMI Standard customers immediately. Proactively communicating will build up your credibility with the customer and will help them during the transition.

**4.11 What if I have additional questions, is there someone I can contact?**

Yes. Please contact [moldflow.info@autodesk.com](mailto:moldflow.info@autodesk.com) for additional information or to evaluate available options to address customer preference.