

# Safe Harbor Statement

We may make forward-looking statements regarding planned or future development efforts for our existing or new products and services and statements regarding our strategic priorities. These statements are not intended to be a promise or guarantee of business results, future availability of products, services or features but merely reflect our current plans and are based on factors currently known to us. These planned and future development efforts may change without notice. Purchasing and investment decisions should not be made based upon reliance on these statements.

A discussion of factors that may affect future results is contained in our most recent Form 10-K and Form 10-Q filings available at [www.sec.gov](http://www.sec.gov), including descriptions of the risk factors that may impact us and the forward-looking statements made in these presentations. Autodesk assumes no obligation to update these forward-looking statements to reflect events that occur or circumstances that exist or change after the date on which they were made. If this presentation is reviewed after the date the statements are made, these statements may no longer contain current or accurate information.

This presentation also contains information, opinions and data supplied by third parties and Autodesk assumes no responsibility for the accuracy or completeness of such information, opinions or data, and shall not be liable for any decisions made based upon reliance on any such information, opinions or data.

Autodesk's partners frequently compete against each other in the marketplace, and it is critically important that all participants in this meeting observe all requirements of antitrust laws and other laws regarding unfair competition. Autodesk's long insistence upon full compliance with all legal requirements in the antitrust field has not been based solely on the desire to stay within the bounds of the law, but also on the conviction that the preservation of a free and vigorous competitive economy is essential to the welfare of our business and that of our partners, the markets they serve, and the countries in which they operate. It is against the policy of Autodesk to sponsor, encourage or tolerate any discussion or communication among any of its partners concerning past, present or future prices, pricing policies, bids, discounts, promotions, terms or conditions of sale, choice of customers, territorial markets, quotas, inventory, allocation of markets, products or services, boycotts and refusals to deal, or any proprietary or confidential information. Communication of this type should not occur, whether written, oral, formal, informal, or "off the record." All discussion at this meeting should be strictly limited to presentation topics.

PLEASE NOTE: AU content is proprietary. Do Not Copy, Post or Distribute without expressed permission.

# Managing Flex 101

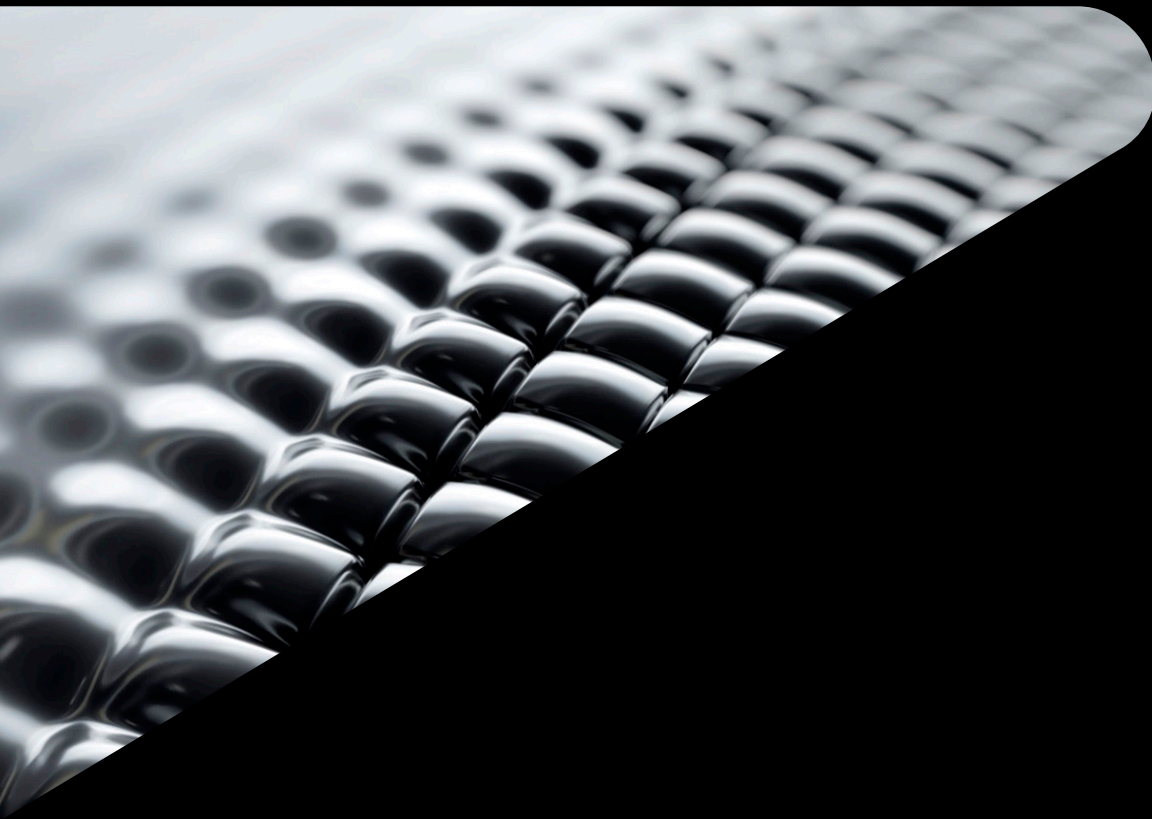
How to get started with Flex

Priscilla Ning  
Product Marketing Specialist



# Agenda

- Let's review: What is Flex and who is it for?
- Estimating and buying tokens: I have occasional users, what now?
- Setting up Flex: Autodesk Account features and notifying users
- Tracking Flex usage: Maximizing costs
- Repurchasing Flex
- Frequently asked questions
- Q&A with Flex admin



**Let's review**



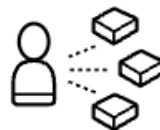
# What is Flex?

Flex is a pay as you go option for your occasional users.

# Key features of Flex

## For varying user and product needs

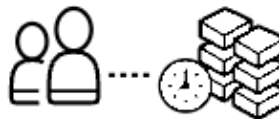
Occasional users and specialized product use



Frequent users assigned to subscription

## Access to top products

Users can access products at a daily rate



Occasional users assigned to Flex

## Manage alongside subscription

Insights and controls to optimize usage costs

# Do I need Flex?

Meet Jesse, an Autodesk admin.

Let's ask him a few starter questions to help him decide:



Do you have users who use certain products 7 days or less per month?



Are you spending time frequently reassigning users?



Do you have an ever-changing number of employees, contractors, and interns?



Do your users switch between products depending on the project?

Hi, I'm Jesse, a Director of Technology. I just transitioned to named user.





# Challenges Jesse (and you) may be facing




I don't want to **waste money** on a subscription for occasional users who only need access 7 days or less per month.



It's **time-consuming** to add and reassign users or products when they need access immediately.



I want to provide specialized tools for different stages in the design process, but it's **too expensive**.



So excited to tell my boss we're spending less AND I get to save time managing users every day.

## Solutions Flex provides



**Optimize costs** by moving occasional users to Flex, where you only pay for what you use.



**Increase productivity** with faster procurement and less time spent on administration.

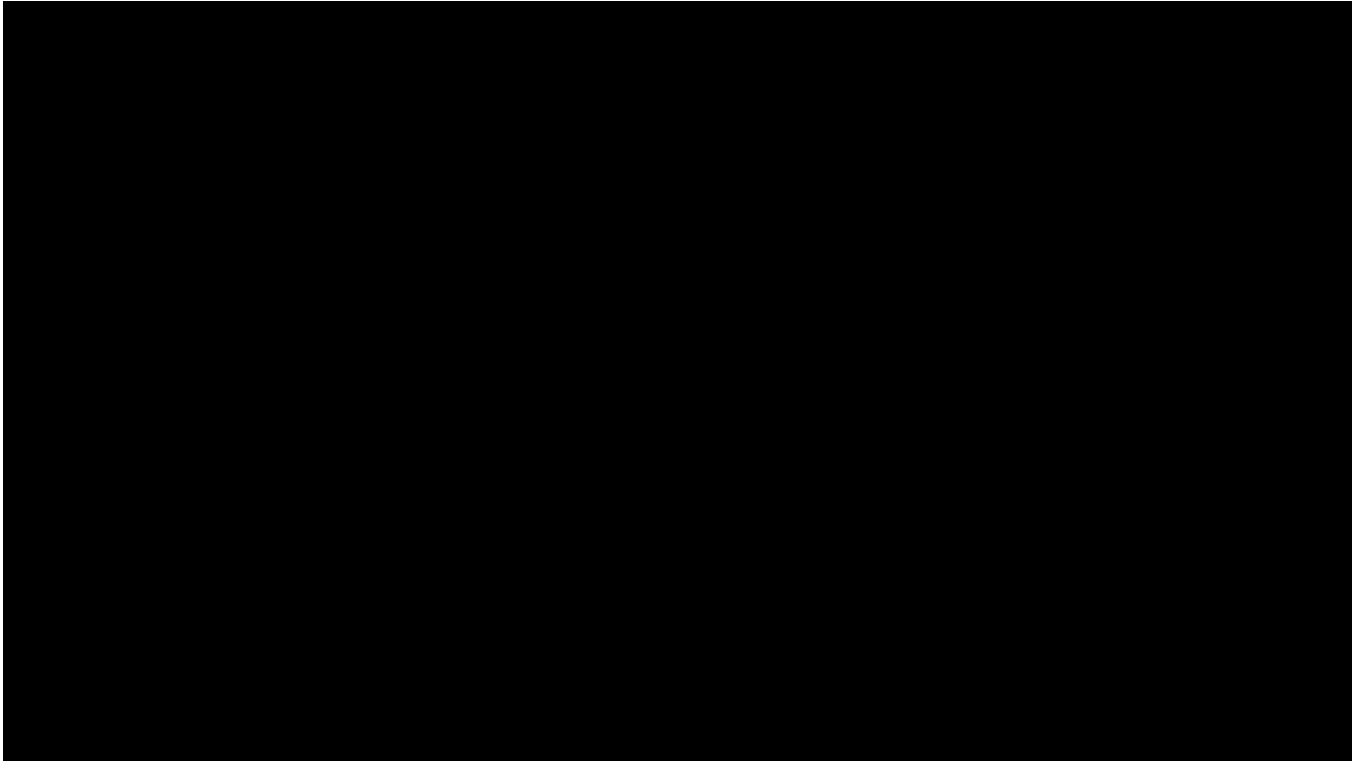


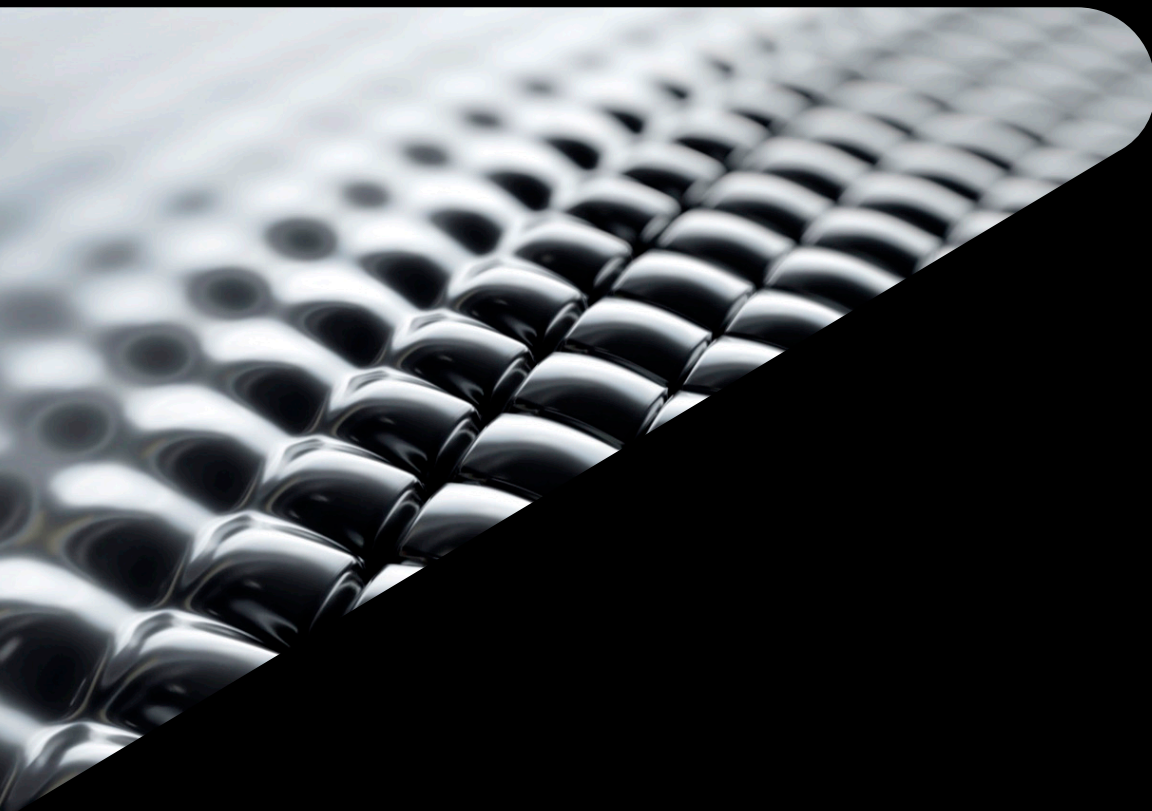
**Lower risk and spend** when your users want to utilize a new product.



# How does Flex work?

1-minute introduction to Flex before we dive deep





# **Estimating and buying tokens**

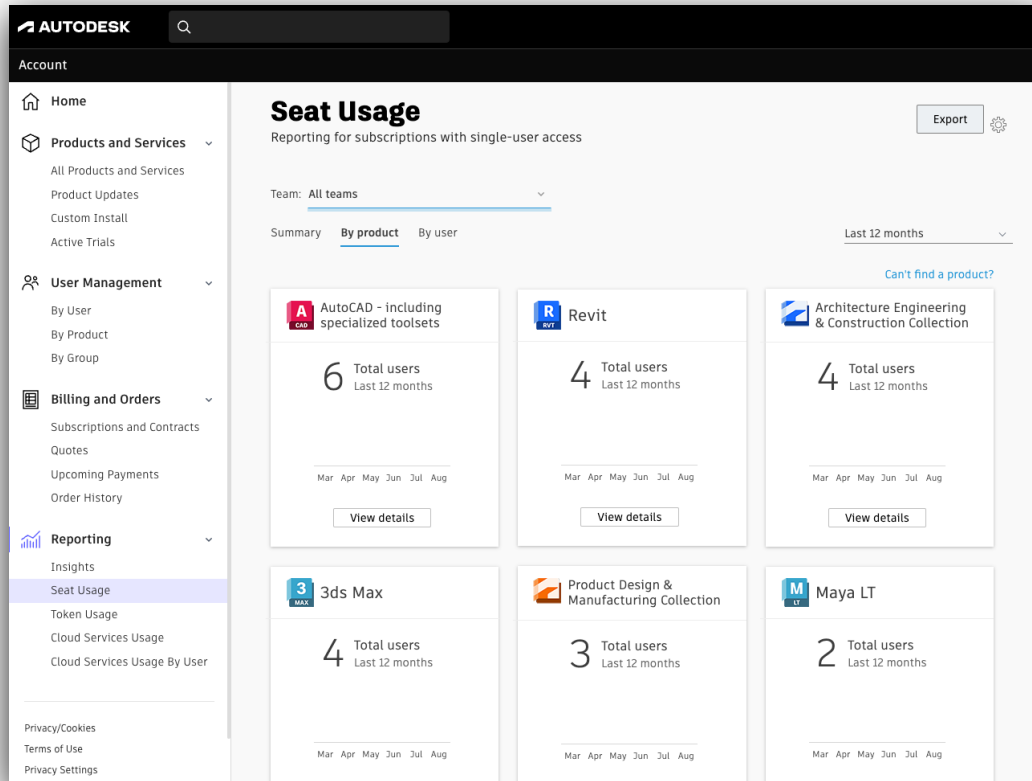
# **I'm ready to try Flex, what now?**

Let's estimate the tokens  
you will need.



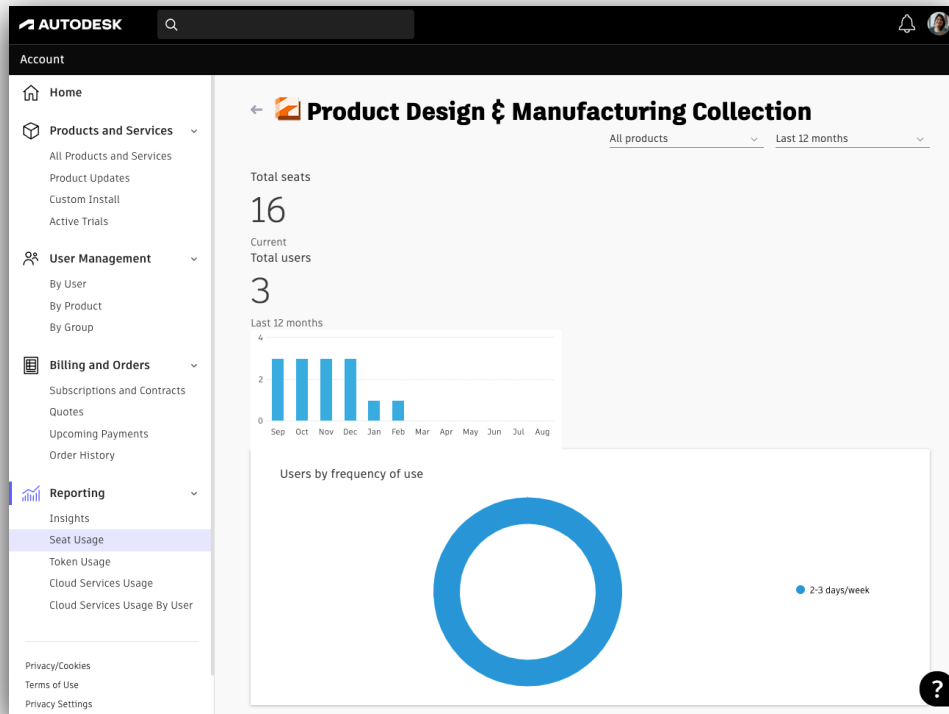
# Step 1: Check your usage reporting

Flex is best for occasional users who access products 7 days or less per month.



# Usage Reporting: Scenario 1

Are these users a good fit for Flex?



Consider this example:

- All users are accessing this collection **2+ days** per week

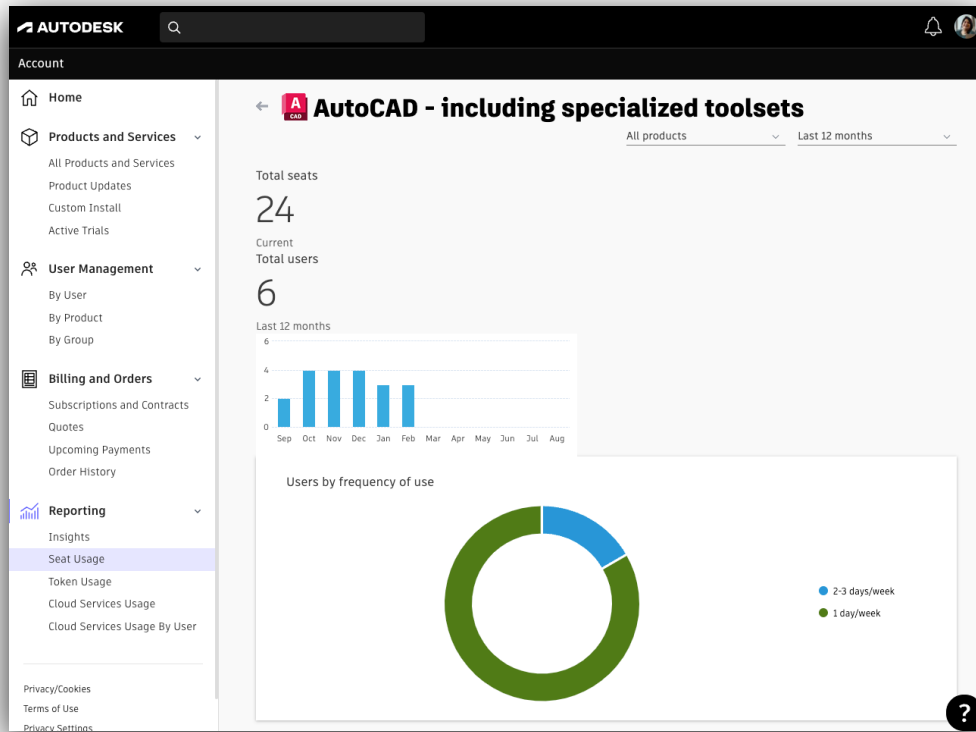
Conclusion:

- These users are **not a good fit** for Flex and should stay on Subscription.

**Tip:** If you have users accessing products 2+ days per week, they may not be a good fit for Flex.

# Usage Reporting: Scenario 2

Are these users a good fit for Flex?



Consider this example:

- A majority of users are accessing this product **1 day** per week.
- A minority of users are accessing this product **2+** **days** per week.

Conclusion:

- A majority of these users may be a **good fit** for Flex.

**Tip:** If you have users accessing products 1 day per week, they may be a good fit for Flex.

# Step 2: Use Flex Estimator Tool

Now that you know which products you would like to try with Flex, calculate the total tokens needed.

The screenshot shows the Autodesk Flex Estimator tool in a web browser. The page is titled "Estimate tokens" and is divided into two main sections: "What products will you be using?" and "Recommendation".

**What products will you be using?**

Select products that users will access occasionally.

Select products

**How many users and how often each month?**

A Flex user uses tokens to open a product for 24 hours (one day). To estimate the tokens you will need, enter the number of users who will access the selected products, and the average number of days a month each user will use them.

Users  Days

**Recommendation**

Estimates are based on the information you provide and available purchase options. Recommendations are rounded up to ensure that you have sufficient tokens for one year based on current daily consumption rates. Daily rates are subject to change.

RECOMMENDED TOKENS	PRICE
0/year	\$0

[Buy tokens](#) [Find an eligible reseller](#)

[Talk to our sales team: 1-844-842-1674](#)

These estimates are based solely on information provided by you and your needs may vary based on your actual usage. [Learn more](#)

**Autodesk**

- Company overview
- Careers
- Investor relations
- Newsroom
- Diversity and belonging

**Autodesk Foundation**

- Sustainability
- Contact us
- Students and educators
- Affiliate program
- Autodesk Research

**How to buy**

- View all products
- Buying with Autodesk
- Renewal options
- Find a reseller
- Sales and refunds
- Choose your subscription plan
- Pay as you go with Flex

**Support**

- Product support
- Manage your account
- Download and install software
- COVID-19 resources
- Education support

Privacy | Do not sell my personal information | Cookie preferences | Report noncompliance | Terms of use | © 2022 Autodesk Inc. All rights reserved

# Where to buy tokens

1.

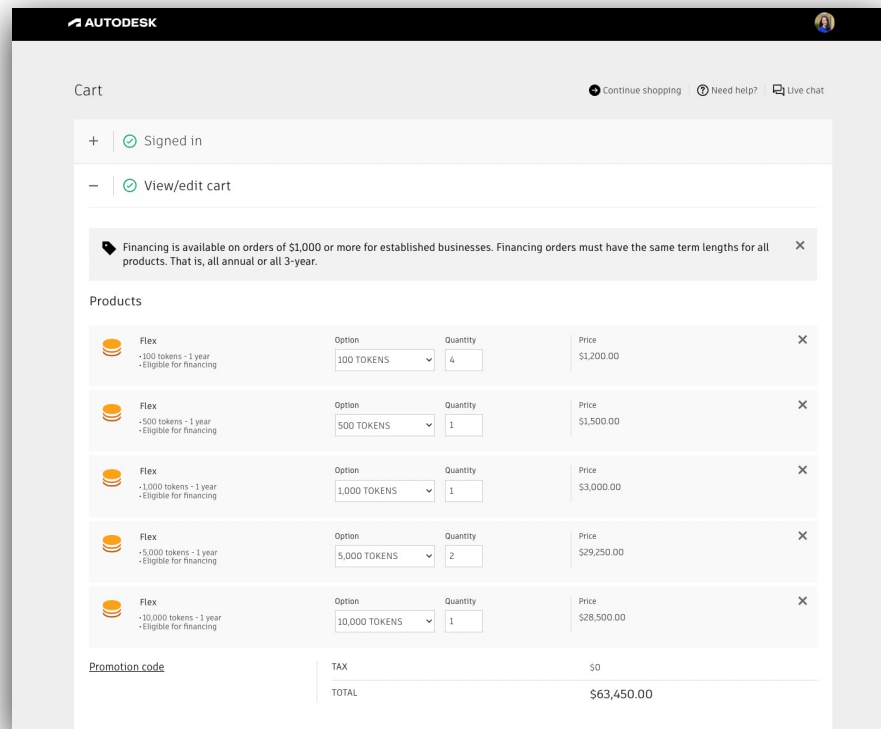
Autodesk eStore

2.

Your Autodesk sales representative

3.

Your Autodesk Reseller





# Setting up Flex

**I've purchased  
tokens.**

What do I do now?

# Get Started

Check your email inbox



## Welcome to Flex

Let's get you up and running

Hi {{lead.First Name:default=edit me}},

Thank you for choosing Autodesk Flex and joining our growing community of innovators.

With Flex, you have access to a wide range of Autodesk products and cloud services enabling you to pay as you go. Here's how to get started.



### If the software is for you

To access or install products available with Flex, sign in to Autodesk Account and select your Flex subscription.

Access or install



### If it's for other users

As the designated software admin, you must assign users to Flex and manage which products they can access.

Assign users

← Direct link

*Pro Tip: View [Flex usage reports](#) to track token use, tokens remaining, and products being used.*

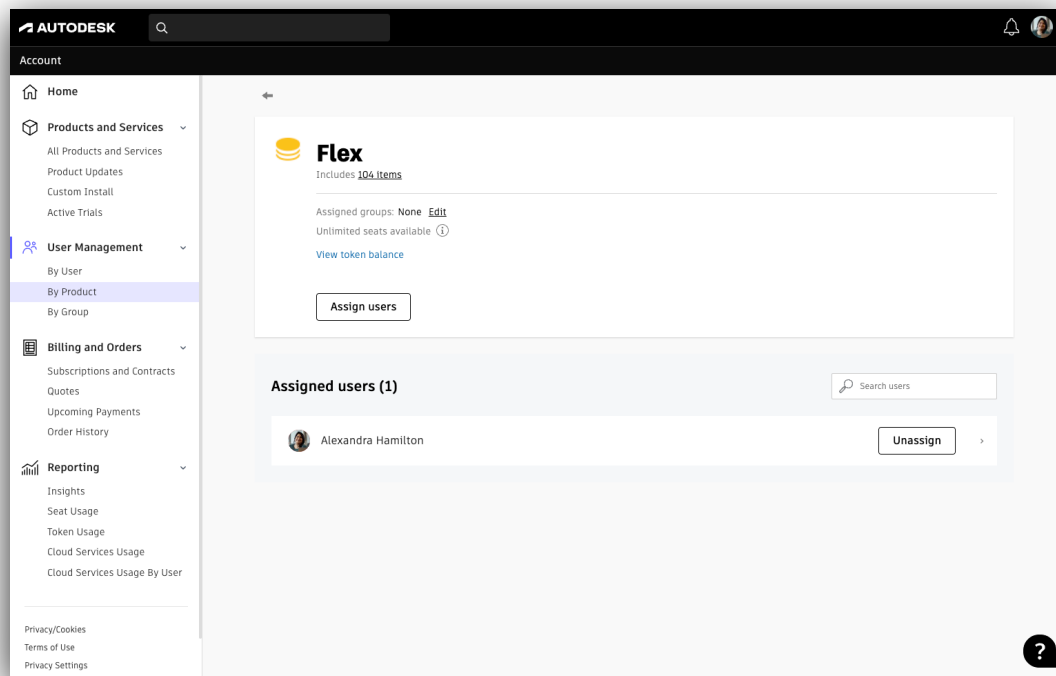
### Need help?

Visit the [Autodesk Knowledge Network](#) for detailed setup instructions, guided tutorials, and FAQs.



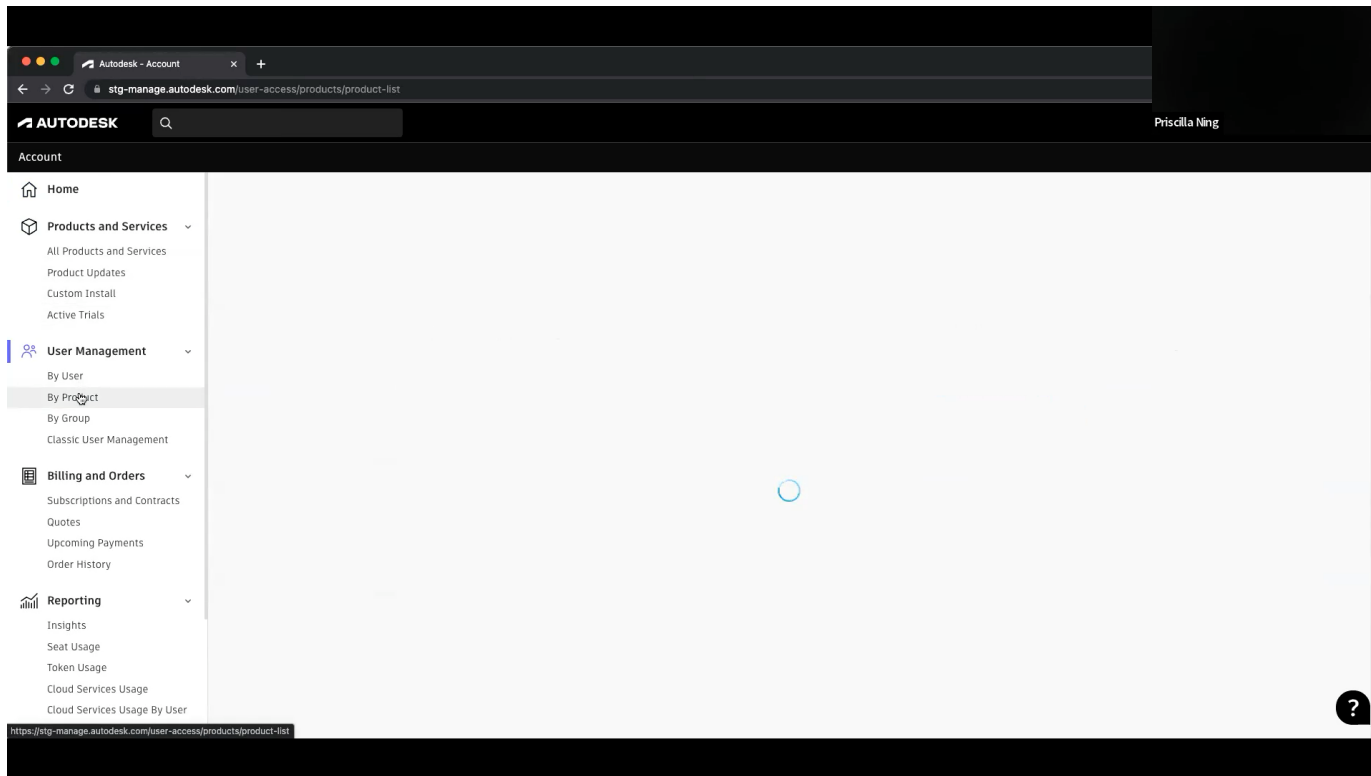
# Step 1: Add and assign

<https://manage.autodesk.com/user-access/products/product-list>



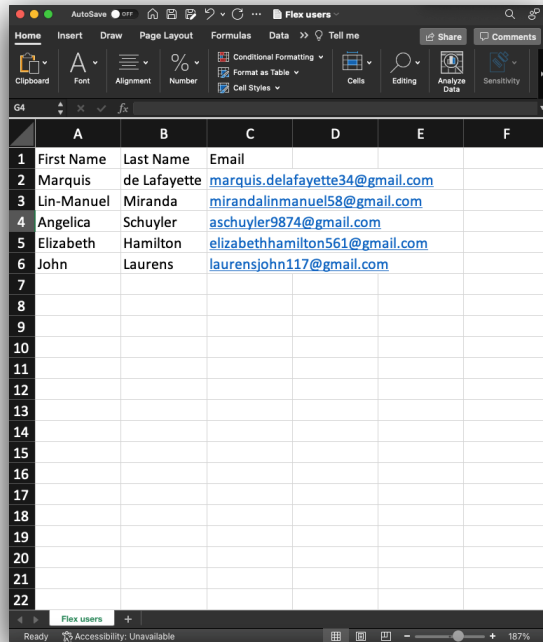
# Step 1: Add and assign

<https://manage.autodesk.com/user-access/products/product-list>



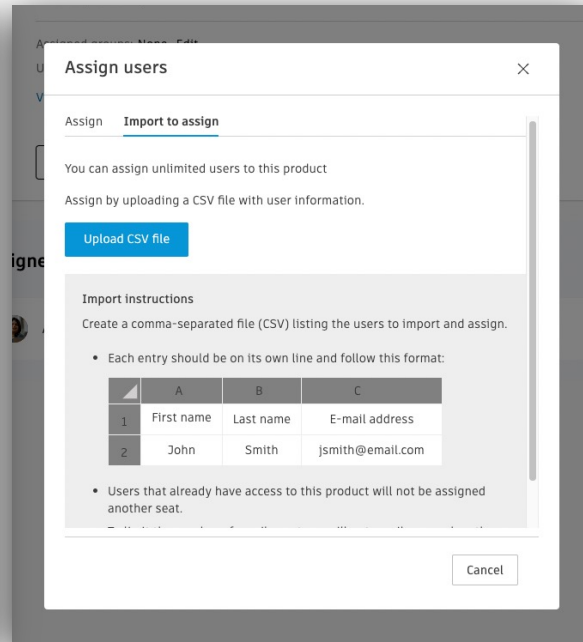
# Step 2: We make assigning easy with these tools

Import to Assign – Assign by uploading a CSV file with user information.



A screenshot of a spreadsheet application window titled 'Flex users'. The spreadsheet has columns labeled A, B, C, D, E, and F. The first three columns contain user information: First Name, Last Name, and Email. The data is as follows:

	A	B	C	D	E	F
1	First Name	Last Name	Email			
2	Marquis	de Lafayette	<a href="mailto:marquis.delafayette34@gmail.com">marquis.delafayette34@gmail.com</a>			
3	Lin-Manuel	Miranda	<a href="mailto:mirandalinmanuel58@gmail.com">mirandalinmanuel58@gmail.com</a>			
4	Angelica	Schuyler	<a href="mailto:aschuyler9874@gmail.com">aschuyler9874@gmail.com</a>			
5	Elizabeth	Hamilton	<a href="mailto:elizabethhamilton561@gmail.com">elizabethhamilton561@gmail.com</a>			
6	John	Laurens	<a href="mailto:laurensjohn117@gmail.com">laurensjohn117@gmail.com</a>			
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						
21						
22						



A screenshot of a dialog box titled 'Assign users'. It has two tabs: 'Assign' and 'Import to assign'. The 'Import to assign' tab is selected. The dialog contains the following text:

You can assign unlimited users to this product

Assign by uploading a CSV file with user information.

[Upload CSV file](#)

**Import instructions**

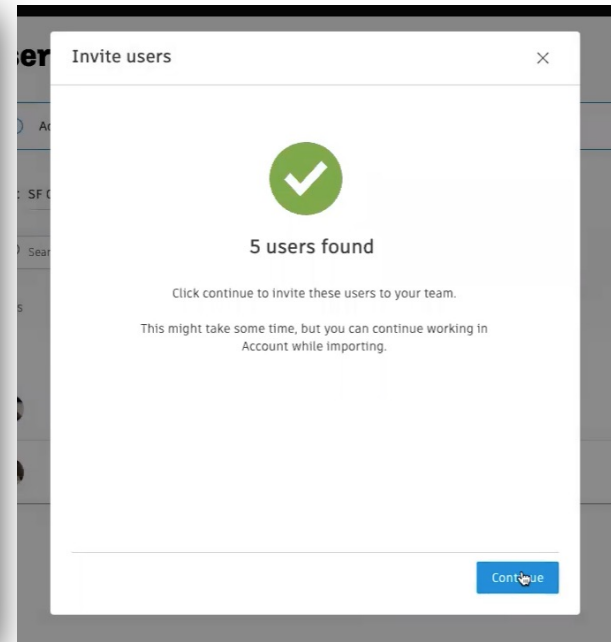
Create a comma-separated file (CSV) listing the users to import and assign.

- Each entry should be on its own line and follow this format:

	A	B	C
1	First name	Last name	E-mail address
2	John	Smith	jsmith@email.com

- Users that already have access to this product will not be assigned another seat.

[Cancel](#)



A screenshot of a dialog box titled 'Invite users'. It features a large green checkmark icon and the text:

**5 users found**

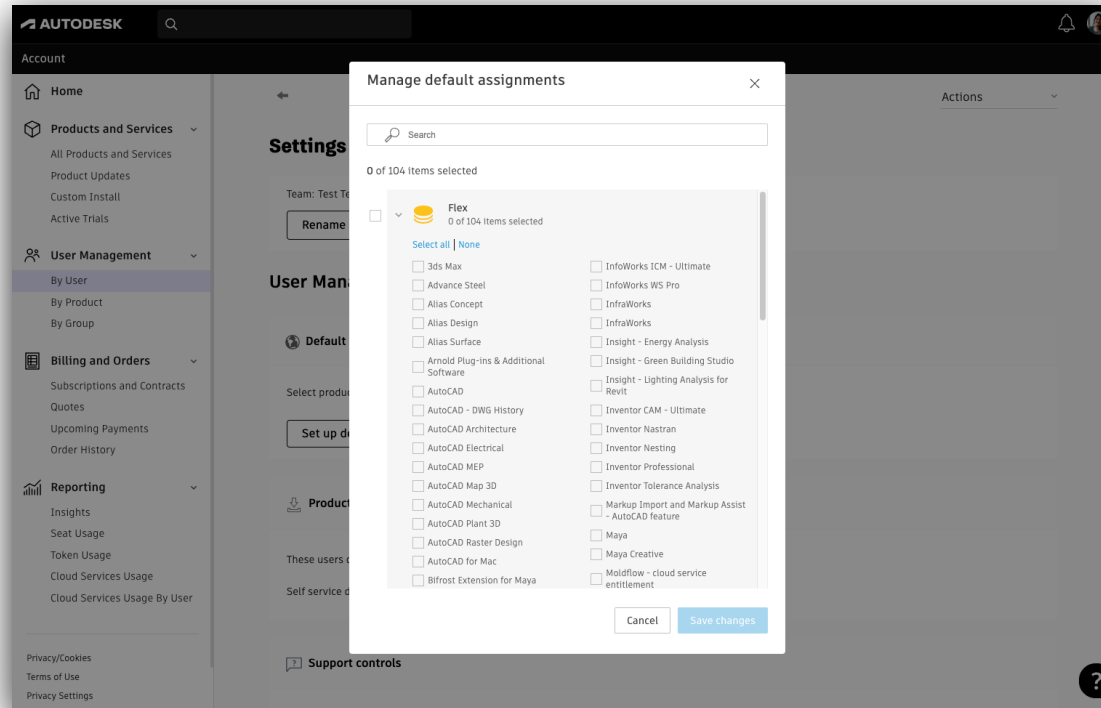
Click continue to invite these users to your team.

This might take some time, but you can continue working in Account while importing.

[Continue](#)

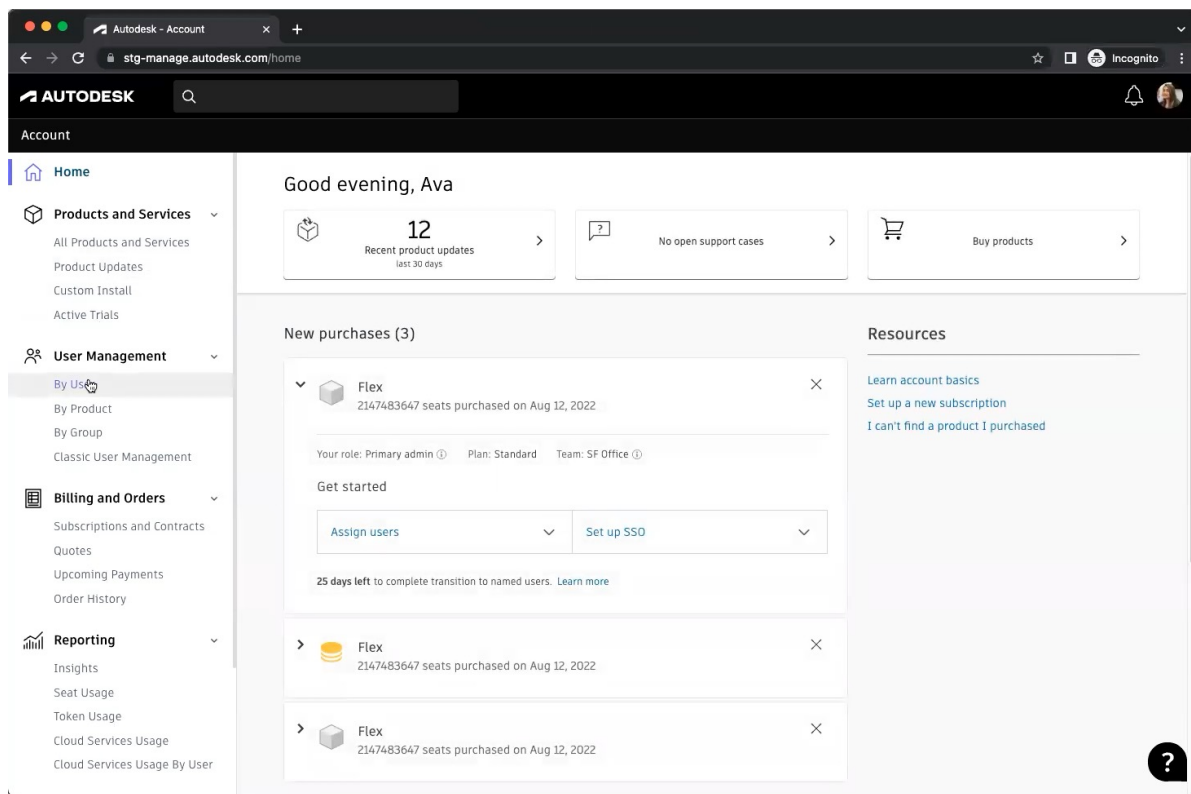
# Step 2: We make assigning easy with these tools

Default assignments – Choose which products your Flex users have access to.



# Step 2: We make assigning easy with these tools

Default assignments – Choose which products your Flex users have access to.



# Step 3: Users access products

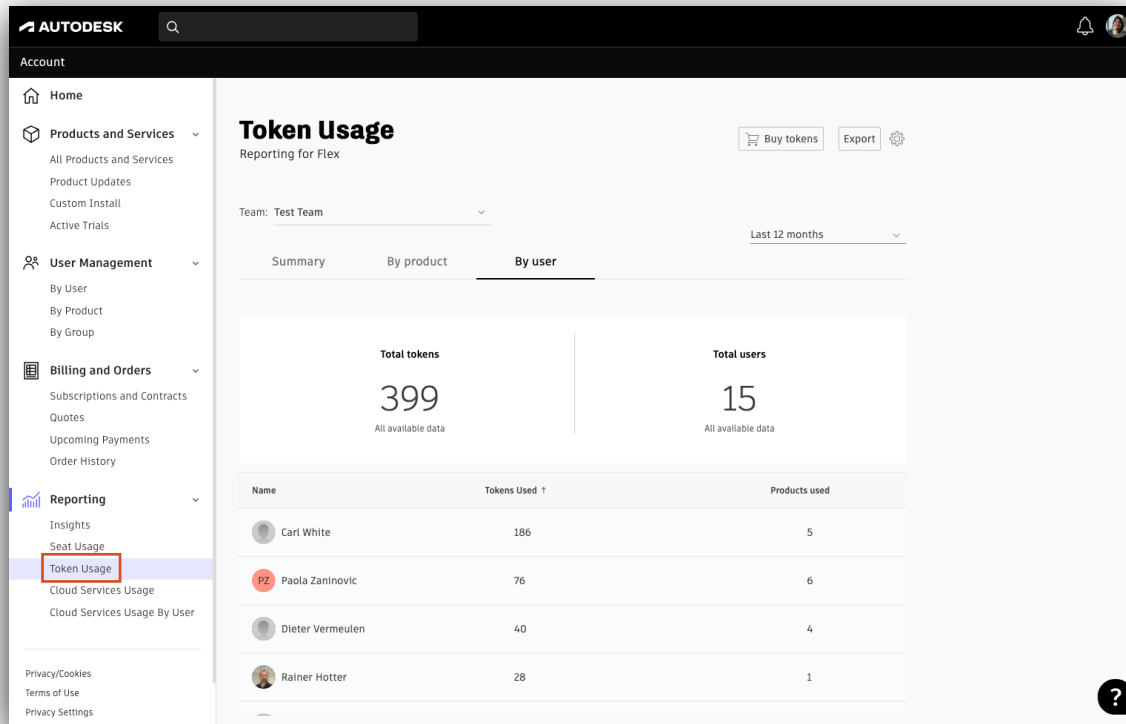
	Flex	Subscription
User Access	Open product and sign-in	Open product and sign-in
Offline allowance	24 hours	30 days
Charging	Users are charged a daily product rate every 24 hours until product is closed	Users can access as frequently as needed within subscription term at no additional charge.
Versions	Includes supported previous versions (current +5)	Includes supported previous versions (current +5)



# **Tracking Flex usage**

# Step 4: Keep tabs on Flex usage reporting

Review usage periodically to ensure you are maximizing costs.



**Token Usage**  
Reporting for Flex

Team: Test Team | Last 12 months

Summary | By product | **By user**

**Total tokens**  
399  
All available data

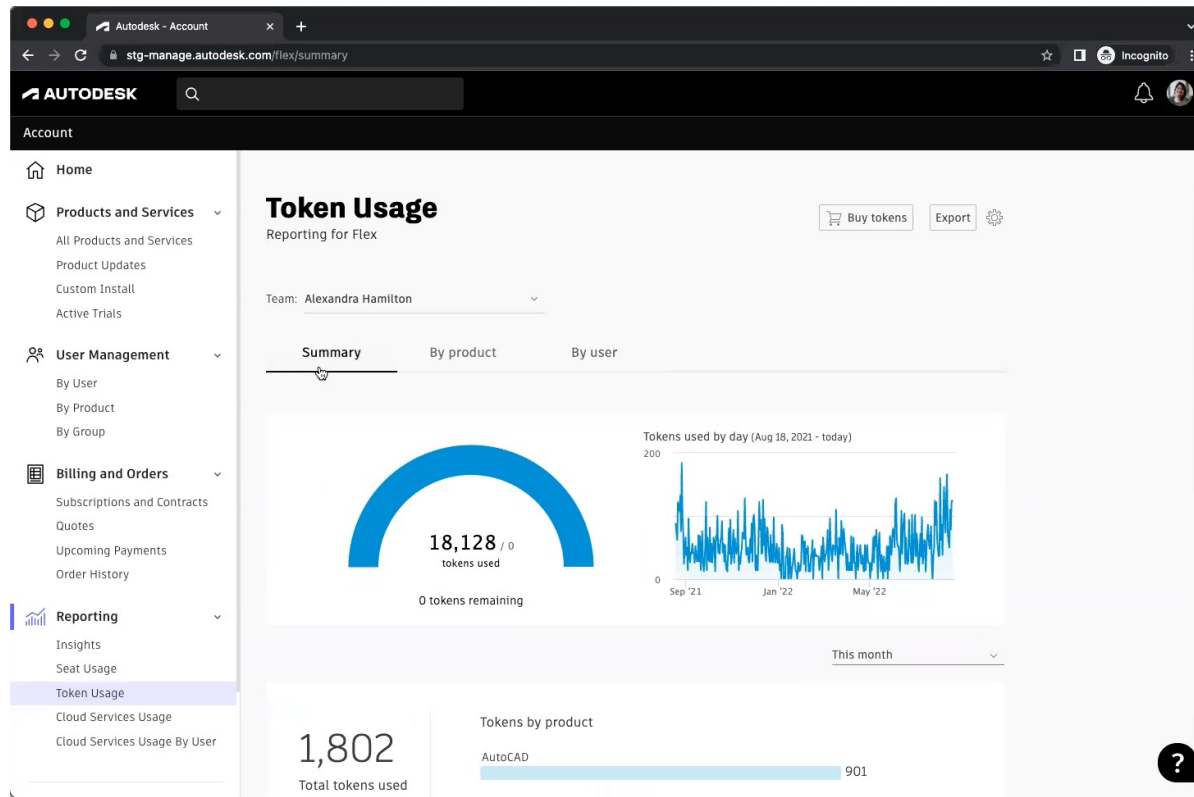
**Total users**  
15  
All available data

Name	Tokens Used ↑	Products used
Carl White	186	5
Paola Zaninovic	76	6
Dieter Vermeulen	40	4
Rainer Hotter	28	1



# Step 4: Keep tabs on Flex usage reporting

Review usage periodically to ensure you are maximizing costs.



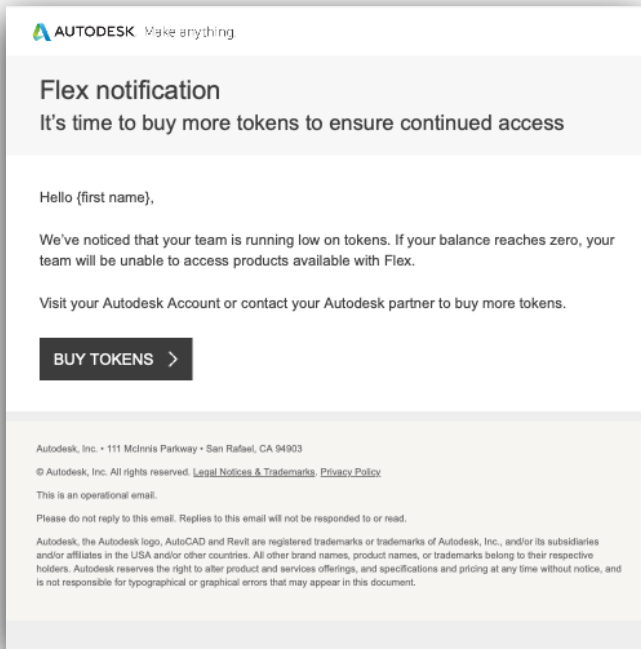


# **Repurchasing Flex**

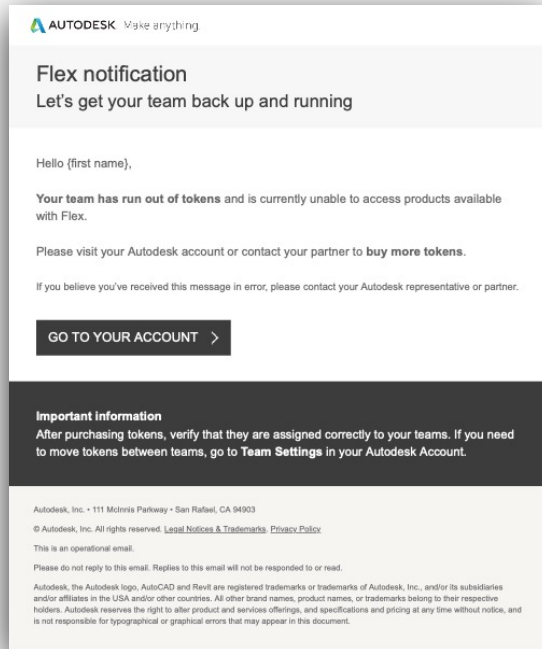
# Running low on tokens

## Email notifications

Low tokens:



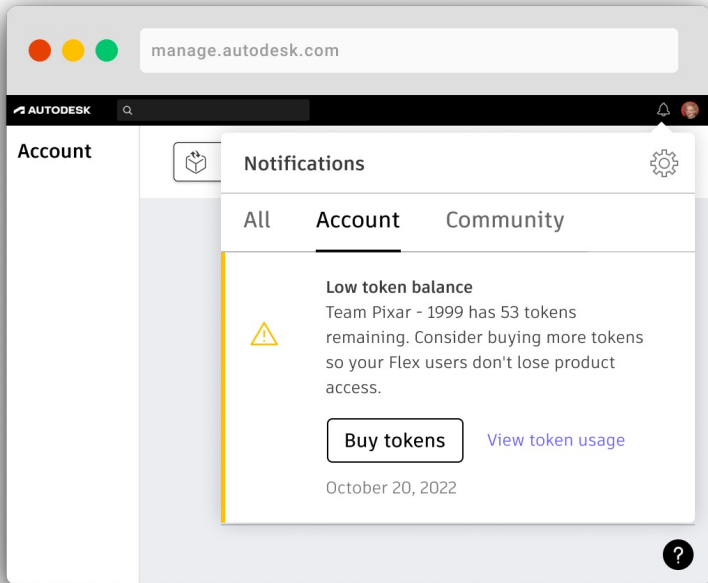
No tokens:



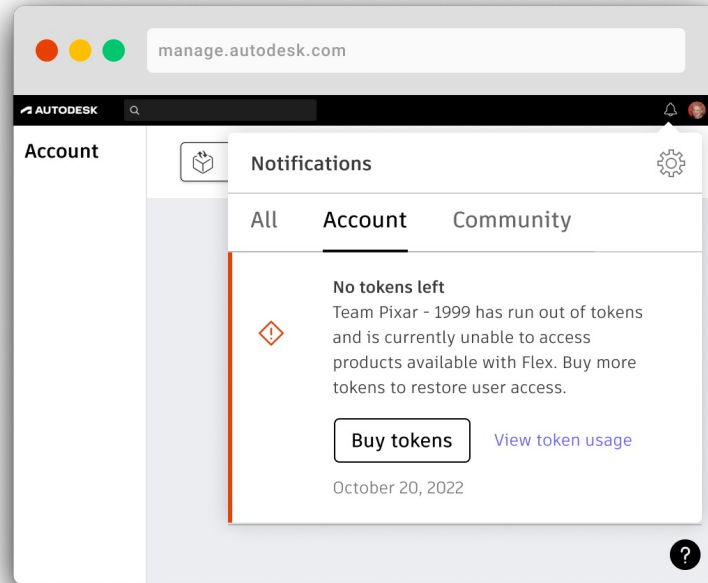
# Running low on tokens

## Autodesk Account notifications

Low tokens:



No tokens:



A close-up photograph of a black, glossy, woven mesh texture, possibly a car seat or a high-tech fabric, with a diagonal line separating it from the black background on the right.

# **Frequently Asked Questions**

# How do tokens work?

Getting into the details

Your users use tokens every time they access a product available with Flex.

• To see a full list of products and their rates, visit [www.autodesk.com/flexratesheet](https://www.autodesk.com/flexratesheet)

Tokens last one year from purchase and do not auto-renew or roll-over.

You can purchase more tokens at any time.

Tokens that expire earliest will be used first (first in, first out).

# How am I charged for usage?

For products and services charged per day

- When a user opens a product included with Flex, they will be charged a daily rate per product once **every 24 hours**.
- Users will not be charged for using **multiple versions** or **reopening** the product within the 24-hour period.

## For example:

Priscilla opens and signs into AutoCAD from 8am-5pm on Monday. Her team is charged 7 tokens.

She opens AutoCAD from 7am-5pm on Tuesday. Her team is charged 7 tokens at 8am. She closes AutoCAD at 5pm and does not open it again for the week.

She will only be charged for two days of usage.

# How am I charged for usage?

For products and services charged per result

- Users will be charged a variable rate based on the type of result.
- For specific rates:  
[www.autodesk.com/flexratesheet](https://www.autodesk.com/flexratesheet)

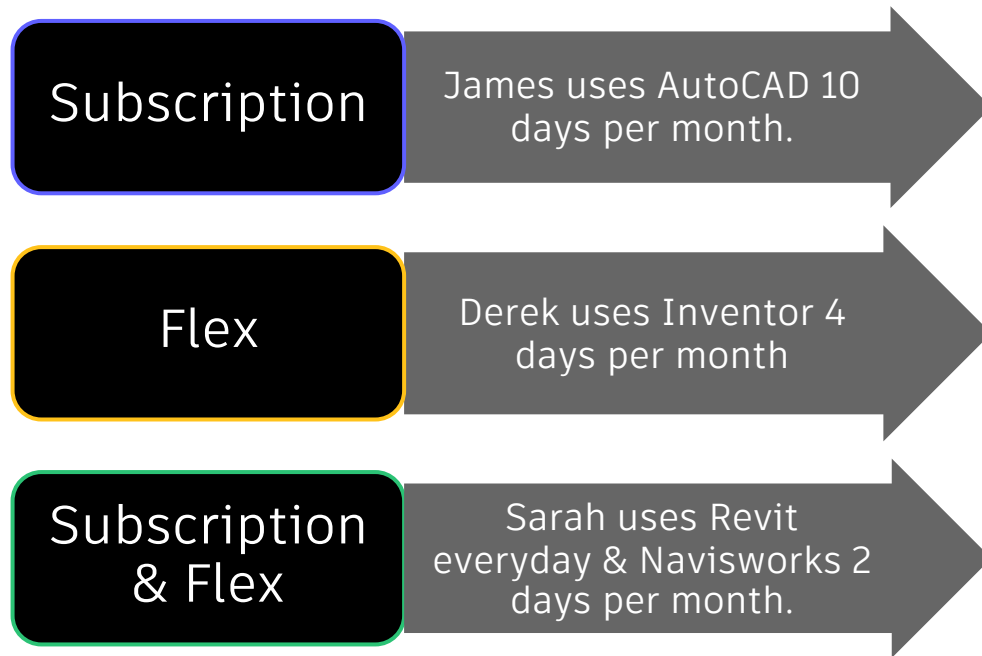
## For example:

Sean uses ReCap Photo to convert 85 aerial photos to a 3D site model. One token is charged for every 50 photos. Therefore, Sean uses 2 tokens.



# Can I put users on both Subscription and Flex?

Flex works great as an add-on to Subscription.



If a user has both, subscriptions are always used before tokens.



**Get answers to additional  
frequently asked questions.**

[www.autodesk.com/flex](http://www.autodesk.com/flex)



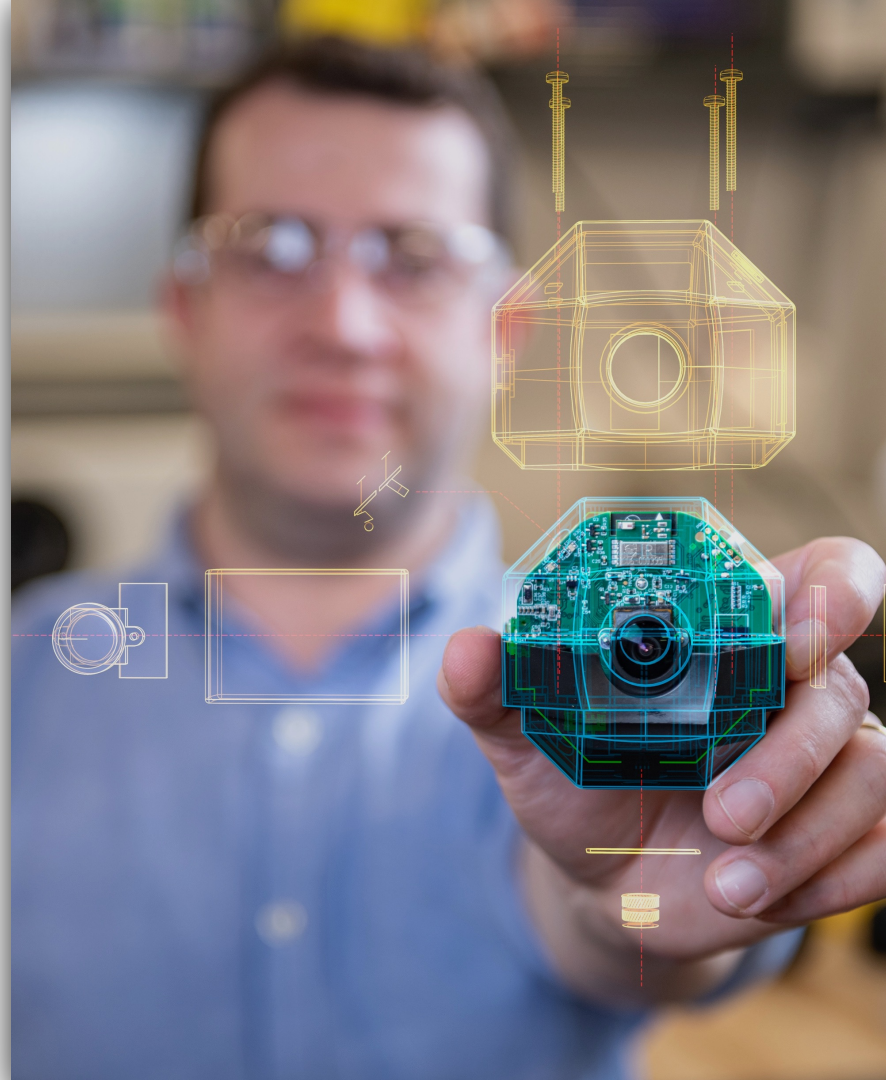
Live at AU 2022 exclusive

# **Q&A with Mark Schulz**

Director of CAD Operations at Bolton & Menk

# Next steps

1. Visit [www.autodesk.com/flex](https://www.autodesk.com/flex) for more info and a full list of daily product rates
2. Set up time to estimate tokens:
  - Look at your usage reporting with your Autodesk representative or partner
  - Try the Flex estimator tool
3. Visit the [Subscription Changes forum](#) if you have any additional questions





A man and a woman are standing in an industrial or warehouse-like environment, looking intently at a tablet held by the woman. The man is wearing a dark blue blazer over a light blue checkered shirt. The woman is wearing a white shirt with black vertical stripes and dots. The background features large windows and red structural beams. The word "Questions?" is overlaid in large white text.

# Questions?



Autodesk and the Autodesk logo are registered trademarks or trademarks of Autodesk, Inc., and/or its subsidiaries and/or affiliates in the USA and/or other countries. All other brand names, product names, or trademarks belong to their respective holders. Autodesk reserves the right to alter product and services offerings, and specifications and pricing at any time without notice, and is not responsible for typographical or graphical errors that may appear in this document.

© 2022 Autodesk. All rights reserved.