

# OPEN LETTER TO AUTODESK

*To Andrew Anagnost, President and Chief Executive Officer, Autodesk*

In the last couple of years there have been several initiatives raising concerns on the state of the software market in the Architecture, Engineering and Construction (AEC) industry:

In February 2020 the European Construction Industry Federation (FIEC) released a position paper on the lack of competition in the software industry, with customers facing rising costs, limited licensing options from a small number of competing developers.

In July 2020 a community of British and international design practices sent an 'Open Letter to Autodesk', raising concerns about lack of development of core design software, year-on-year escalating costs, lack of protection of intellectual property, aggressive non-compliance policies against customers and a lack of transparency on the future of their software products.

In June 2021 Architects' Council of Europe (ACE) and the European Federation of Engineering Consultancy Associations (EFCA) released a position paper fully endorsing the FIEC initiative and proposals.

In September 2021, RIF, The Association of Consulting Engineers in Norway, sent an open letter to all design software developers, governmental entities and trade organisations, supporting all of the above positions and letters.

Today four professional bodies representing professional



architects in Denmark, Finland, Iceland and Norway are adding their combined voices to write an open letter to Autodesk. Having seen Autodesk's limited response, we realize that its top management has spent the more than two years after the first open letters doing nothing substantial about the issues raised. They have failed to recognize and address the frustration behind years of widespread, public, industry concerns. Through its slow software development and the business models forced on customers, it's clear that the actions to date have not been anywhere near enough.

The four professional bodies behind this Open Letter are:

- AiN, Association of Consulting Architects in Norway
- ATL – The Association of Finnish Architects' Offices, Finland
- Danish Association of Architectural firms, Denmark
- SAMARK - The Association of Architectural Firms in Iceland

The voices of the combined architectural industry bodies now join this momentum. Together we voice our concerns, on behalf of all architectural practices in our Nordic countries. We represent more than 14,000 architects, with a turnover of several billions of dollars, with many large and internationally active architectural practices. The majority of architects in these countries use Autodesk AEC products.

## **Background**

The design and construction industry in the Nordic region is amongst the most digitised in the world and most architects and engineers use many different digital design tools in a typical workday. We observe that our ability to implement the latest tools brings the digitalisation of the whole construction industry forward. It is therefore essential that the design teams and software developers cooperate to achieve faster and more efficient digital production capabilities. Unfortunately, we

are not able to reach our potential in providing digital services supporting an entire building's life cycle, much due to the lack of sufficient development and support of our digital tools.

We also see practice revenues increasingly eaten up by rising software costs, for little serious development or regeneration.

### **Computing context**

We face and struggle with the very same issues as described in the British open letter:

*Every day digital design leaders around the world wrestle with software, which at its core is twenty years old and incapable of the potential of multi-core computing and graphics power designed to process within today's real and virtual workstations. Project productivity in architectural and engineering practices is hit daily because of the lack of scalability and product performance, which then requires sophisticated and practice specific 'work arounds'.*

Almost two years on from the first Open Letter, we see no substantial progress or development of Autodesk's core products. The updates that have been delivered have not been deep or consequential. Even decades old requests for simple fixes remain unsolved. Autodesk's policy seems to be providing basic tools and let third party developers supplement needed functionality through add-ins. This creates a highly fragmented software landscape with a lot of overlapping functionality and multiple approaches to licensing, making software administration unnecessarily complex.

The interoperability and compatibility of programs within the Autodesk family should be a prerequisite and is of utmost importance to ensure a rational, efficient, and dynamic workflow within multidisciplinary projects and practices. This is especially the case where, for example, the architect uses Revit, and the landscape architect uses Civil 3D. The experience, however, is that interoperability and subsequent workflow between these

two Autodesk owned programs is poor to say the least, requiring several work arounds just to be able to exchange vital project data. Autodesk Docs does not resolve this issue sufficiently.

Due to Revit's and Civil 3D's ongoing inability to support multi-core processors for most of their functions, users are forced to invest in high-end, expensive workstations with high CPU clock speed, in order to compensate for this inadequacy, thereby incurring a significant indirect cost to already high-priced products.

### **Licensing context**

Where Revit software development has been sluggish and focused on adding minuscule improvements in each release, licensing costs have soared. These costs are not backed by real innovation or productivity gains.

License policies have been constantly changing to the advantage of Autodesk, not its customers. Floating multi-user licenses to single and named users has contributed to both increasing license costs and administrative costs. Many Design IT directors are wasting their work hours managing licences, with the fear of non-compliance audits and fines, instead of getting on with their day-to-day work of improving productivity, enabling collaborate working. Many Design IT Managers are also still expected to work on building projects.

Essential software is increasingly sold as bundles/packages containing many different applications not relevant for all users. Companies are forced to buy ever larger packages of software they don't necessarily need. Autodesk's bundles and packages don't share the same UI or even easily work together. The UK Open Letter identified only 10% of the Autodesk Collection as ever being installed.

Software costs are rising annually at a vastly higher rate than general industry price indexes. We have examples of Autodesk hiking up prices by 30% annually with only a few months warning. This makes financial predictability



very hard, which is key to the construction industry, where fees often are fixed for long periods and only minor adjustments are possible.

### **The way forward**

There is widespread frustration over Autodesk's lacking development of their core BIM design software and pursuing of user requests. We need to see real action and progress in the immediate future from Autodesk. We need tools that much more efficiently adapt to the industry's constantly evolving digital workflows.

We would like to repeat the needs described in previous open letters to the software developers, in addition to specific action:

- A vision – a roadmap and investment strategy that targets adding value and performance for design-based organisations that prioritises the replacement of Revit from the ground up to reflect the functionality needed for a 21st century digital industry.

We need to secure a common understanding for the needs that our design software can efficiently utilise modern hardware resources, dramatically improve data management and handling to comply with diverse international requirements, as well as better design tools.





- A platform built on modern code, capable of smooth model performance regardless of project complexity
- Improved support for open data standards, allowing for free collaboration and data referencing, also across non-Autodesk platforms and services for all industry stakeholders.
- Advanced computer learning capabilities to improve modelling tools and automation of repetitive tasks
- Integrated real-time, high-quality visualization, fully utilizing modern hardware resources




- We propose a series of in-person development workshops with a small task force of industry experts appointed by the Nordic architectural associations together with Autodesk product managers and developers. The workshop must have mandate to map out and solve easily obtained product improvements and bug fixes, for immediate release as product updates for Autodesk core products.
- A heightened commitment for continuously improving application, and industry interoperability as well as expanding geometry support and alignment to international data standards. We see immediate need for improvement in both IFC and BCF support and functionality, but what would really make a difference is an AEC industry version of Pixar's open USD-format. Any progress on this can only be judged by functionality implemented in Autodesk future products and version upgrades.
- Engagement to build a cultural partnership with all customers based on trust, empathy and respect
- Research and development commitment that is, focused on the needs of the global design community
- We propose an agreement for cost stability and harmonised licensing costs between EU and US Autodesk applications. We want more flexible user licenses and more efficient license management and support
- More payment models related to use, not tied to users
- Collections mean we pay for the majority of tools we don't want or use. Make application bundles more flexible.




We welcome additional input from all AEC industry stakeholders. We also very much look forward to Autodesk's response. We know you have spent a lot of time listening the last few years, now is the time to take action and show some real progress!









Links to feedback on the letter

# Signatures (192)

Company	Logo	Name	Organisation
3XN / GXN		Jesper Bork	Danish Association of Architectural firms
4H-Vest as		Bernt Eric Helen	Association of Consulting Architects in Norway
6Beavers		Shadi Khatib	International company(not connected to one of the Nordic associations)
ABO Plan & Arkitektur AS		Tommy Ingmar Hansen	Association of Consulting Architects in Norway
AFKS Arkkitehdit		Juha Salmenperä	The Association of Finnish Architects Offices
ALT.ARKITEKTUR AS		Lars Martin Dugstad	Association of Consulting Architects in Norway
Anderssen + Fremming Arkitekter AS		Gary Parkes	Association of Consulting Architects in Norway
A/ Plan arkitekter		Kjeld Andersen	Danske Arkitektvirksomheder
ARCAD ARCHITECTURAL		Arch. MSc. Zeycan ÖNDER	International company(not connected to one of the Nordic associations)










Arc Arkitekter AS		Kjersti Hilde	Association of Consulting Architects in Norway
ARCHITECTS OFFICE SP		Caio Carvalho	International company(not connected to one of the Nordic associations)
ArcHus Arkitektfirma ApS		Henrik Skovbjerg	Danish Association of Architectural firms
ARGOS ehf. Arkitektastofa Grétars og Stefáns		Stefán Örn Stefánsson	Not set
Arkimentor		Hardy Stagelund Nielsen	Danish Association of Architectural firms
Arkitekthuset Kragerø AS		David Løffler	Association of Consulting Architects in Norway
ArkitektKompagniet		Jens Christian Christensen	Danish Association of Architectural firms
Arkitektkontoret GASA AS		Erik Fjermestad	Association of Consulting Architects in Norway
Arkitekt Melanie Bergeron AS		Mélanie Bergeron	Association of Consulting Architects in Norway
Arkitekt Mette Kyed Thorson		Mette Kyed Thorson	Association of Consulting Architects in Norway
Arkkitehdit Anttila & Rusanen Oy		Jesse Anttila	The Association of Finnish Architects Offices






Arkkitehdit Tommila Oy	<b>Tommila Architects</b>	Miia-Liina Tommila	The Association of Finnish Architects Offices
Arkkityypit Oy	ARKKITYYPIT 	Saara Repo	The Association of Finnish Architects Offices
ARK.NET AS	ARKITEKTKONTORET <b>ARKNETAS</b> NODEVIGA 18 4610 KRISTIANSAND S	Erik Asbjørnsen	Association of Consulting Architects in Norway
Arkís arkitektar ehf.	<b>ARKÍS</b> arkitektar	Þorvarður Lárus Björgvinsson	The Association of Architectural Firms in Iceland
ARTEC AS		Siri Dalheim	The Association of Practising Architects in Norway
ASK arkitektar	 <b>ASK</b> ARKITEKTAR	Helgi Már Halldórsson	The Association of Architectural Firms in Iceland
ATANGA		Javier Alonso Madrid	Not set
A-tract AS	<b>a-tractas</b>	Henrik Nömm	Association of Consulting Architects in Norway
Avanto Architects Ltd	<b>AVANTO</b> Architects — Helsinki	Ville Hara	The Association of Finnish Architects Offices
Bar orian	<b>Bar Orian</b>	Shlomi vaknin	International company(not connected to one of the Nordic associations)
Becht Aps		Peter Bevht	Danish Association


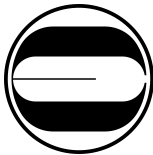




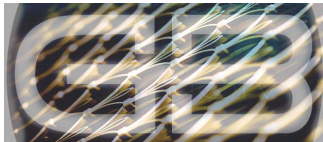

besseggen arkitekter	BESSEGGEN ARKITEKTER	Thomas Marschall	Association of Consulting Architects in Norway
BIG - Bjarke Ingels Group		Jens Majdal Kaarsholm	Danish Association of Architectural firms
BIMFRONT AS		Kjetil Krogseth	Consultant
bim-Plat GmbH		Michael Plat	Consultant
BOSJ		Thomas Rabech	Not set
Brixval - Arkitektur og Design		Christian Brixval	Danske Arkitektfirmaer
Børve Borchsenius Arkitekter AS		Bård Havenstrøm Hansen	Foreningen for rådgivende arkitekter i Norge
BST-Arkitehdit Oy		Sergej von Bagh	The Association of Finnish Architects Offices
Bucvci Arkitektur & Design AS		Iver Olaf Grimstad	Association of Consulting Architects in Norway
BuildEXT		Livják Csaba	Nemzetközi cég (nem kapcsolódik egyik skandináv szövetséghez sem)
Byg og Brand ApS		Michael Mariager Klit	Consultant



CDCE		G young	International company(not connected to one of the Nordic associations)
CEBRA architecture a/s		Kolja Nielsen	Not set
C.F. Møller Architects		Lone Bendorff	Danish Association of Architectural firms
Christensen & Co Arkitekter		Vibeke Iydolph Lindblad	Danish Association of Architectural firms
Christensen & Co Arkitekter A/S		Marie Partoft	Danish Association of Architectural firms
clementwestfall A/S	C L E M E N T W E S T F A L L	Nina Clement	Danish Association of Architectural firms
COBE		Niels Pedersen	Danish Association of Architectural firms
CREO Arkitekter		Jonas Lahrmer Hornbæk	Danish Association of Architectural firms
Danske Arkitektvirksomheder		Signe	Danish Association of Architectural firms
DARK DESIGN GROUP AS		Geir Gustav Hantveit	Not set
Delta arkitekter		Tord Klungrehaug	Association of Consulting Architects in Norway
Vilhelm Lauritzen Architects		Kenneth Hansen	Danish Association of Architectural firms
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PLH Arkitekter		Jens Lillebæk	Danish Association of Architectural firms
The Association of Finnish Architects' Offices		Kalle Euro	The Association of Finnish Architects Offices
Ocmis		Ben Veasey	Developer
Sandbakk og Pettersen Arkitekter		Marceliano Trenado Mateos	Other
NIRAS		Miguel Pinheiro	Consultant
pluskontoret arkitekter		mette stavad	Danish Association of Architectural firms
Christensen & Co Arkitekter A/S		Michael Werin Larsen	Danish Association of Architectural firms
Self employed		Vilma Meškauskienė	Other
Tegnestuen Vandkunsten AS		Søren Nielsen	Danish Association of Architectural firms
Nordplan AS		Bjørn Myklebust	Association of Consulting Architects in Norway
Absurd Arkitektur AS		Atle Lenschow	Association of Consulting Architects in Norway
LINK Arkitektur		Morten Thuesen	Danish Association of Architectural firms

Self-employed		Pedro Romero	Not set
Granlund Oy		Matti Alakylmänen	Consultant
Arcon Prosjekt AS		Bjarne Iversen	Association of Consulting Architects in Norway
Schmidt Hammer Lassen Architects	<b>schmidt/hammer/lassen/architects/</b>	Jesper Høiberg	Danish Association of Architectural firms
Christensen & Co Arkitekter		Vibeke Iyldolph Lindblad	Danish Association of Architectural firms
PES-Architects		Tuomas Silvennoinen	The Association of Finnish Architects Offices
Margarida Pais Arkitektur AS		Margarida Pais	Association of Consulting Architects in Norway
DYRØ & MOEN Arkitekter		Gunnar Dyrø	Not set
Dyrvik Arkitekter AS	<b>DYRVIK ARKITEKTER</b>	Halvor Bergan	Association of Consulting Architects in Norway
EFLA hf.		Sæmundur Sæmundsson	International company(not connected to one of the Nordic associations)
Elphick Proome Architecture		stuart ilsley	International company(not connected to one of the Nordic associations)

EMVS		Francisco Cortes del Castillo	Not set
E+N Arkitektur A/S		Thomas Degn Friis	Not set
ESPACE AS		Olivier Hérail	Association of Consulting Architects in Norway
ESPAGNO MILANI Architectes Associés		Sébastien	Not set
Fabel Arkitekter AS		Martin Konieczny	Association of Consulting Architects in Norway
Frameworks		Yuval Amit	Not set
friis & moltke architects		thomas svendsen	Danish Association of Architectural firms
FUGLARK		Svend Sivertsen	Danish Association of Architectural firms
GARDE. AS		Mads Emil Garde	Association of Consulting Architects in Norway
GB CONCEPT DESIGNS		GERT BESTER	International company(not connected to one of the Nordic associations)
Ghilardi+Hellsten Arkitekter		Erik Stenman	Association of Consulting Architects in Norway

Graa Arkitekter A/S



Kristian Hvass

Danish Association  
of Architectural firms

Granlund Oy



Tero Järvinen

Consultant

Grindaker AS



Per Heikki  
Granroth

The Association of  
Practising Architects  
in Norway

HALLSTEIN AS



Hallstein  
Guthu

Association of  
Consulting Architects  
in Norway

hartmann arkitekter  
as

ole fredrik  
forde

Association of  
Consulting Architects  
in Norway

Haug Landskap as



MERETE HAUG

Association of  
Consulting Architects  
in Norway

Heatherwick studio

Heatherwick studio

Heatherwick  
studio

International  
company(not  
connected to one of  
the Nordic  
associations)

Helling Arkitekter

Rakel

Association of  
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Helliniki Meletitiki

Dimitrios  
Efstratiadis

Not set

HIMLA arkkitehdit Oy



Jussi Hietalahti

The Association of  
Finnish Architects  
Offices

Hnit verkfræðistofa  
hf








Kristinn  
Guðjónsson





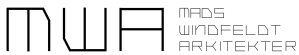


Consultant

IARK

Hanne










Association of

		Margrethe Hjermand	Consulting Architects in Norway
Individuali Vytauto Januškevičiaus įmonė		Regina Januškevičienė	Other
IN-EX Studio		Matyas Bodo Vancsura	Not set
Irena Zonyte		Irena Zonytė	Not set
JAJA Architects ApS		Josefine Lykke Jensen	Danish Association of Architectural firms
JJW arkitekter		Jesper Pildal	Danish Association of Architectural firms
JPI Architektai		Lilija Putniene	Not set
JSC "NAMUS"		Vilma	Other
Katarchy Inc		Katiuska	no establecido
KB arkitekter AS		Renate Ellila	Association of Consulting Architects in Norway
KINICO		Nicolai Larasse	Association of Consulting Architects in Norway
Kontur arkitekter AS		Roar Jacobsen	Association of Consulting Architects in Norway
Landmótun		Aðalheiður E Kristjánsdóttir	Not set

Lateef Engineering		Anas Abdul-Lateef	International company(not connected to one of the Nordic associations)
Lillestrøm Arkitekter AS		Ingunn Anette Øhra	Association of Consulting Architects in Norway
Link Arkitektur AS		Emil Gran Andersson	Association of Consulting Architects in Norway
LO:LE LANDSKAP AS		mari anneline aston bergset	Association of Consulting Architects in Norway
Longva arkitekter AS		Knut Longva	Association of Consulting Architects in Norway
LYTT Architecture as		Torben Møbjerg	Danske Arkitektvirksomheder
Mads Windfeldt Arkitekter		Mads Windfeldt	Danish Association of Architectural firms
MAP Arkitekter AS		Guy Tschudi-Madsen	Association of Consulting Architects in Norway
MASU Planning ApS		Malin Blomqvist	Danish Association of Architectural firms
MDH Arkitekter		Helge Lunder	Association of Consulting Architects in Norway
MTECH		Paul	International company(not connected to one of the Nordic



associations)

Nøhr & Sigsgaard Arkitektfirma		Mads Koch	Danish Association of Architectural firms
NIRAS		salman Pey	Consultant
Norconsult Group		Egil Hogna	Association of Consulting Architects in Norway
Nordic - Office of Architecture		eskild andersen	Association of Consulting Architects in Norway
Online-Magazin "Internet für Architekten"		Eric Sturm	Other
Order of Portuguese Architects		Bruno Salvador	International company(not connected to one of the Nordic associations)
Origo Arkitektgruppe as		Eirik Oen Lie	Association of Consulting Architects in Norway
Oslo Works		Håkon Martin Rensaa	Association of Consulting Architects in Norway
Paal J Kahrs Arkitekter AS		Paal Johan Kahrs	Association of Consulting Architects in Norway
Per Knudsen arkitektkontor AS		Axel Kristoffersen	Association of Consulting Architects in Norway
Pilot Arkitekter AS		Andreas Haukeland	Association of Consulting Architects







in Norway

PILOT ARKITEKTER

Playa Arkkitechdit Oy		Tuukka Vuori	The Association of Finnish Architects Offices
pluskontoret arkitekter		mette stavad	Danish Association of Architectural firms
P+P arkitekter		Anders Lunde Jacobsen	Danish Association of Architectural firms
qdp arkitekter		christian brenden	Association of Consulting Architects in Norway
Randers Arkitekten		Brian Andersen	Danish Association of Architectural firms
Rarcplusstudio		Rune Poret	Not set
Ratio arkitekter		kenneth Broberg Fugl	Association of Consulting Architects in Norway
REALTI SWISS SA		Julien Fersing	International company(not connected to one of the Nordic associations)
rex skov arkitekter	rex skov arkitekter	Anders Lynderup	Not set
R. Židonio ĩmonė		Raimundas	Other
SAAHA AS		Thor Olav Solbjør	Association of Consulting Architects in Norway
Salt Arkitekter AS		Ann- Kristin	Not set

Strømmen

Schauman & Nordgren Architects		Ted Schauman	The Association of Finnish Architects Offices
Schönherr A/S		Nina Jensen	Danish Association of Architectural firms
Selberg Arkitekter AS		Neil van Est	Association of Consulting Architects in Norway
Self-employed		Pedro Romero	Not set
Semrén Månsson Arkitekter		Michael Westerlund	International company(not connected to one of the Nordic associations)
Søgnen Kalstveit arkitektur AS		Nikolina Søgnen	Association of Consulting Architects in Norway
Sillman Arkkitehtitoimisto Oy		Jonas Sillman	The Association of Finnish Architects Offices
Situ Plan		Bruno Martorelli	International company(not connected to one of the Nordic associations)
Sivilarkitekt Kikkan Landstad		Kikkan Landstad	Association of Consulting Architects in Norway
Slyngstad Aamlid Arkitekter AS		Ivar Aamlid	Association of Consulting Architects in Norway

Sæmundur  
Sæmundsson



Sæmundur  
Sæmundsson

International  
company(not  
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the Nordic  
associations)

Søndergaard Rickfelt  
AS



Roger Heimdal

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Snøhetta



Tor Olav Mork  
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SP Arkitekter AS

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SPOR ARKITEKTER  
AS



Abbi Nilssen

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Sporstøl Arkitekter  
AS



Bjørnar  
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Association of  
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Stav Arkitekter AS



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Ulrikke  
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Association of  
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in Norway

STUDIONSW AS





Amund Eggum  
Wangen

The Association of  
Practising Architects  
in Norway

Tangerine

Rob Snyder

Not set

T.ark Arkitektar		Ivon Stefan Cilia	The Association of Architectural Firms in Iceland
Tegnestuen Vandkunsten A/S	<b>Vandkunsten</b>	Thomas Nybo Rasmussen	Danish Association of Architectural firms
Teiknistofa arkitekta ehf.		Jóhann Einar Jónsson	Not set
THG arkitektar		Freyr Frostason	The Association of Architectural Firms in Iceland
Third Ecology Architects		Dency Thomas	Not set
UAB Dvieju Grupe		Linas Tuleikis	Not set
UAB "Nemuno deltos projektai"		Birutė Gedrimienė	Other
UAB Projektavimo ir restauravimo institutas		Marija Nemunienė	Not set
UTMARK-arkitektur AS		Jacob Schroll	Association of Consulting Architects in Norway
VA arkitektar		Indro Candi	The Association of Architectural Firms in Iceland
VECTURA Pardubice s.r.o.		Ondřej Kvaček	International company(not connected to one of the Nordic associations)
Veni		Johnny Sætre	Consultant

Ventura + partners		Diogo Ferrão	International company(not connected to one of the Nordic associations)
VESMĚS architekti s.r.o.		Jan Horky	Not set
Vidsja ehf		Jón Logi Sigurbjörnsson	Not set
Vignæs + Kosberg ++ Arkitekter AS	VIGSNÆS + KOSBERG ++ ARKITEKTER	Martin Kandola	Association of Consulting Architects in Norway
vile arkitekter		Mikkel Vile Juul	Not set
Virkkunen & Co Architects Ltd.		Tuomas Kivinen	The Association of Finnish Architects Offices
V Laukaicio projektavimo firma		Vidmantas	Not set
VSB verkfræðistofa		Hjörtur Sigurðsson	Consultant
VSO Radgjof	VSO CONSULTING	Runolfur Thor Astthorsson	Not set
WeWork		Carlos Gomez	International company(not connected to one of the Nordic associations)

YIT Suomi Oy



Teemu  
Kangasmäki

Contractor

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YSADESIGN



Anne Mari  
Gullikstad

Association of  
Consulting Architects  
in Norway

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