

# So, How WILL We Buy CAD Software in 2016...?

Robert Green seems to have answers for everything – if you haven't subscribed to his CAD Manager Newsletter yet, you should!

Here, in How Will You Buy CAD Software in 2016?, he tackles Autodesk's move to a Subscription only (rental) distribution model and encourages everyone to prepare for the transition now.

The only quibble I'd have is with this quote:

*It's important to note that this change will affect only those customers who already own perpetual licenses of standalone desktop software; it does not affect customers using Autodesk product suites or those already on a desktop subscription plan or using cloud services.*

Anyone who has been through the Land Desktop transition to Civil 3d should understand that statement is probably best read with a big **YET** inserted at the end...

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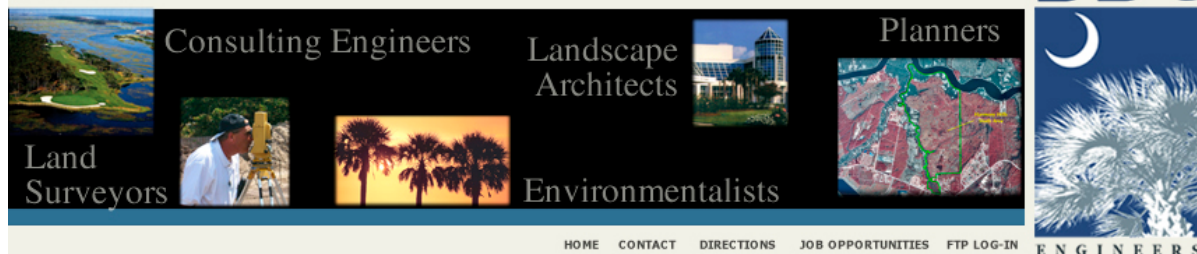
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# They're Back!! ESRI, I mean!

I got a nice surprise a few weeks ago – a call from Donny Sosa, a Survey Industry Specialist with ESRI. Donny was nice enough to come to North Carolina and present a session at my end-of-year workshops a few years ago.

Even though he gets it, I'm sure Donny groans when he hears the joke that *"GIS means Get It Surveyed"*... because he & I originally met after he and Brent Jones made their ***Why GIS Needs Surveyors*** presentation at a Carlson User Conference in 2009. Since then I've understood that he is committed to getting surveyors to provide survey-quality data to public and private GIS-systems so that the quality of the data we all rely on continues to improve.

Donny called because he remembered that a lot of my customers were excited about, and took advantage of, the **free GIS Starter Kit** that ESRI offered to Carlson's IntelliCAD users after that presentation and wanted to let me know that the program is back in place.

Here are the details – effective... NOW!

*Those currently using Carlson with IntelliCAD are eligible for a **FREE "GIS Starter Kit"** from ESRI.*

*The Kit includes 3 books:*

- *ArcGIS for Desktop Basic*
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- *Getting to Know ArcGIS for Desktop, Third Edition*

*To take advantage of the offer, call **1-800-GIS-XPRT FREE (1-800-447-9778 FREE)** and request the **Carlson-IntelliCAD GIS Starter Kit** and please have your Carlson Serial Number available.*

*You can learn more about ESRI's commitment to survey and engineering by attending the Esri AEC Summit or by visiting [www.esri.com](http://www.esri.com).*

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