



Autodesk Learning Partner Summit FY19 Partner Roadmap

Ron Richard
Senior Manager Strategic Initiatives and Enablement



First Things First....

Thank You ALL!

Agenda

Delivering a Strong FY19 on the foundation of FY18

- Organization Update
- Look Back and Results
- Opportunities for FY19

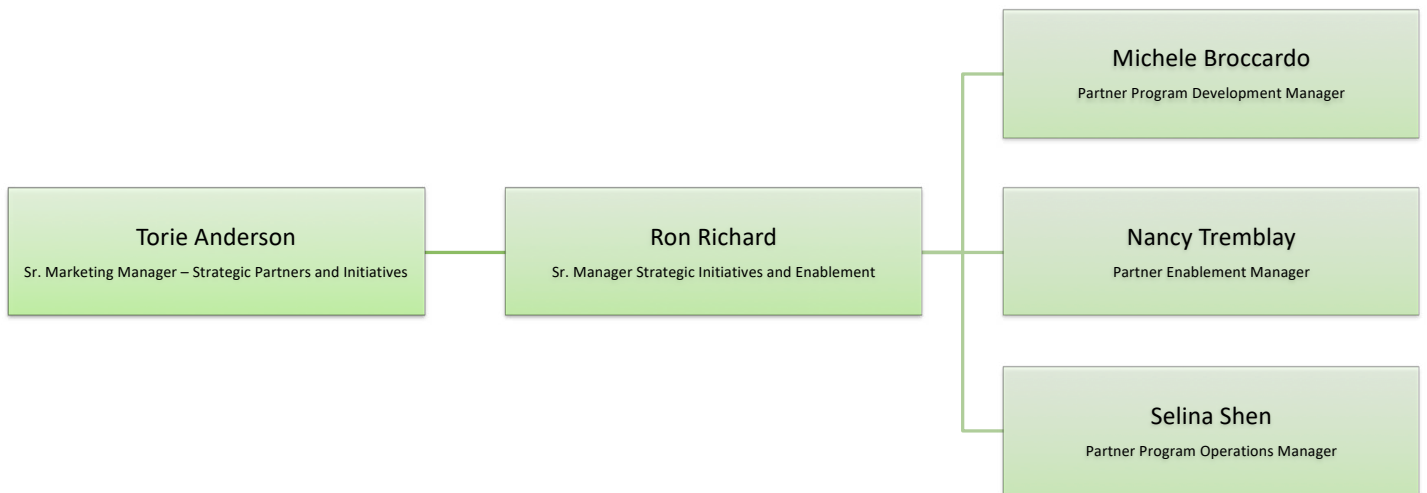
Organization

FY19 Autodesk Priorities

“Everyone is going to derive some benefit or value by us moving to be more of a customer company”

- Andrew Anagnost
CEO - Autodesk

Organization Update – Learning Partners



ALP Community

- The ALP Community exists to:
 - Help current customers gain and maintain mastery of our tools
 - Engage, inspire, and prepare our next generation of customers for tomorrow's tools
- We do this through:
 - Building and maintaining ALP channel competency and capacity
 - Scaling Autodesk and AEX programs for Next-Gen users

FY19 AEX Organization Priorities

Support Activities that Align with AEX Priorities for FY19 and Beyond

- Make Manufacturing and Construction Appealing
- Nurture Mindsets for the Future of Work
- Connect Next Gen with Industry

FY18 Global Review

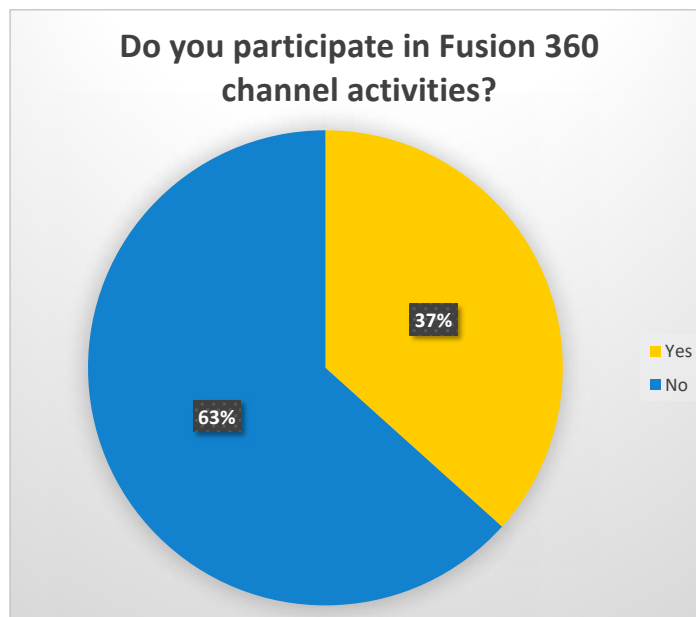
FY18 Evaluations by Region – Over 100K

Region	Student Evals	Region	Student Evals
Europe	2,659	Taiwan	2,385
LATAM	8,197	India	51,208
NA	2,382	MEA	18,412
Japan	3,314	ANZ	75
Korea	3,728	Russia	1,784
ASEAN	6,695	CIS	223

FY18 MAU by Region

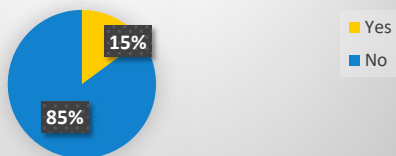
Region	MAU Contribution	Region	MAU Contribution
NA	1,049	Taiwan	1,512
Europe	4,585	India	17,970
LATAM	3,501	MEA	3,253
Japan	2,681	ANZ	76
Korea	3,501	Russia	1,130
ASEAN	4,298	CIS	242

Survey Question

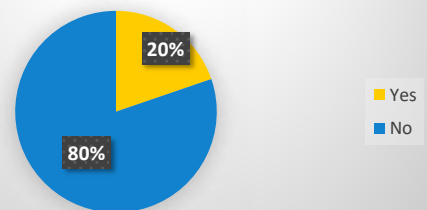


Survey Results

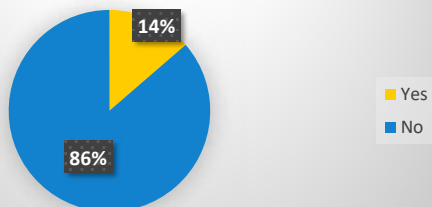
Internet of Things (IoT)



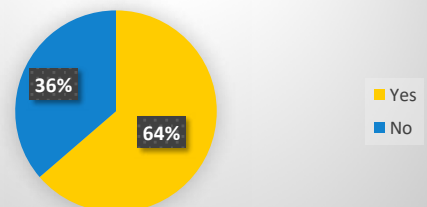
FoMT



Industry 4.0



BIM



Opportunities

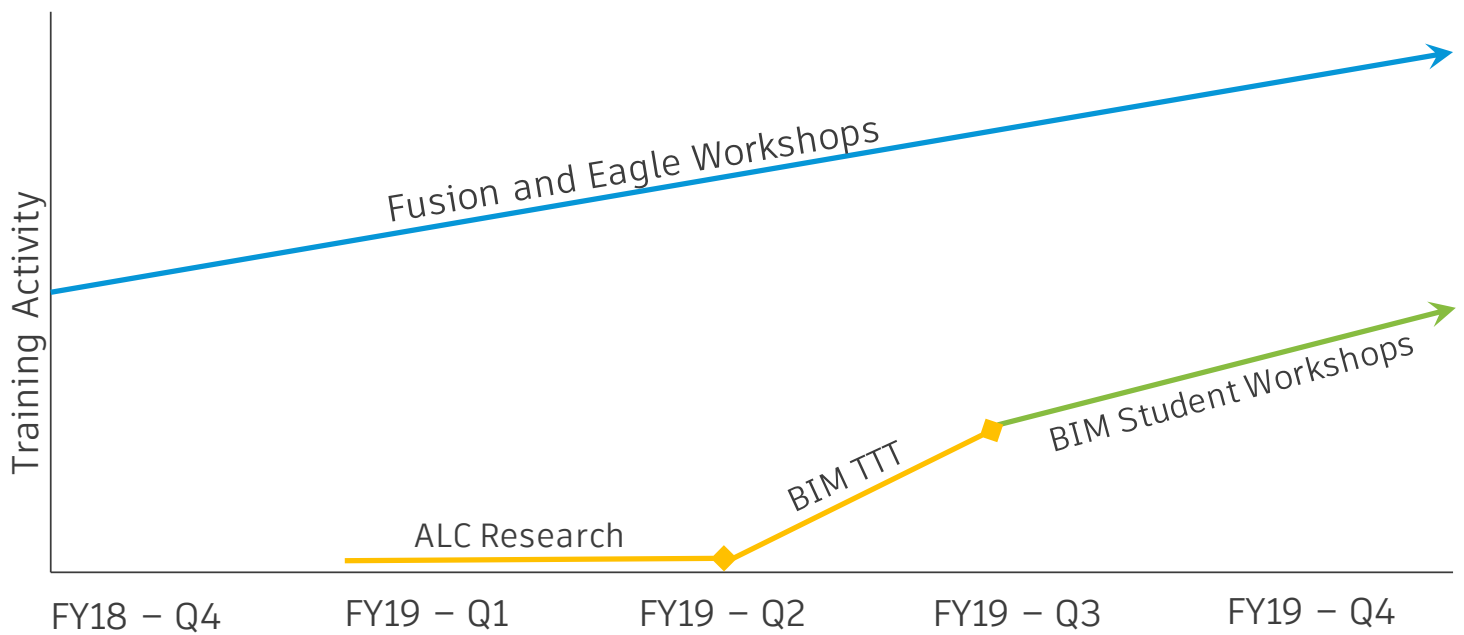
Making Connections in FY19

- Engage Our Customers
 - Hiring Managers and Recruiting
 - Industry Organizations
 - Solve Current and Future Skills Gaps
- Add Value to Our Customers
 - Understand their Workflow and their Challenges
 - Introduce Customers to Schools
 - Benefit from the Relationship

Making Connections in FY19

- Expand Your Influence
 - Global Partner Programs
 - Design For Industry
 - Student Advocacy
 - Community Engagement
- Get Involved in the Future of Work
 - Fusion
 - Eagle
 - BIM 360 (Glue, Field, Docs, and Layout)

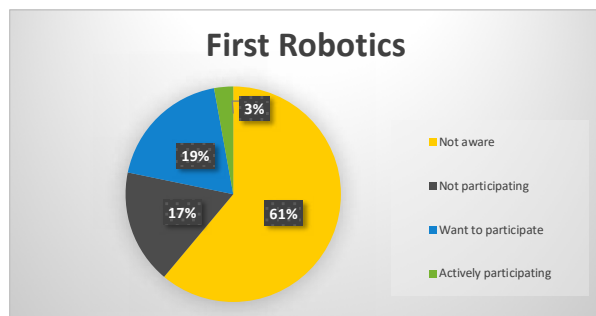
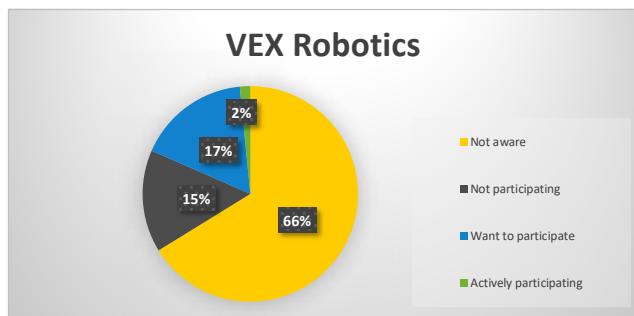
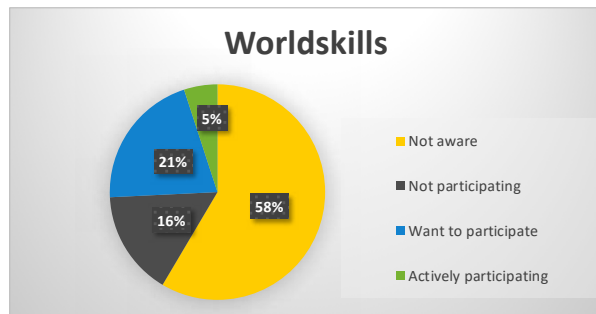
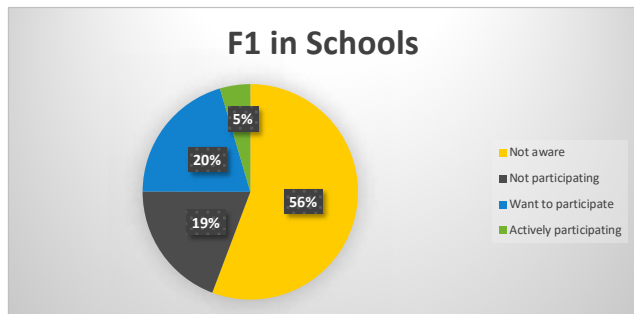
Grow Fusion And Launch BIM



Activity Supported by Autodesk / ThinkEDU

- Industry Connection Events
 - Guest Speaker: “Day in the life”
 - Industry Groups: Professional Organizations, etc
- Hands On Workshops
 - Fusion/BIM Workshop
 - Youth Partner Programs
 - D4I Events
 - Student Advocacy
- Focus Accounts
 - Local Institutions
 - Alumni Organizations

Global Partners Survey Responses



AEX partnerships engage students around the globe in exciting, real world STEM based learning activities, which have Autodesk solutions at their core, to inspire them to pursue STEM careers, and become the leading industry professionals of the future. AEX partnerships offer Scale and Influence with Government and Industry Connections



Support for Partnerships



Global Reach



Industry
Links



Addressing the
Skills Gap



Partner
Collaboration

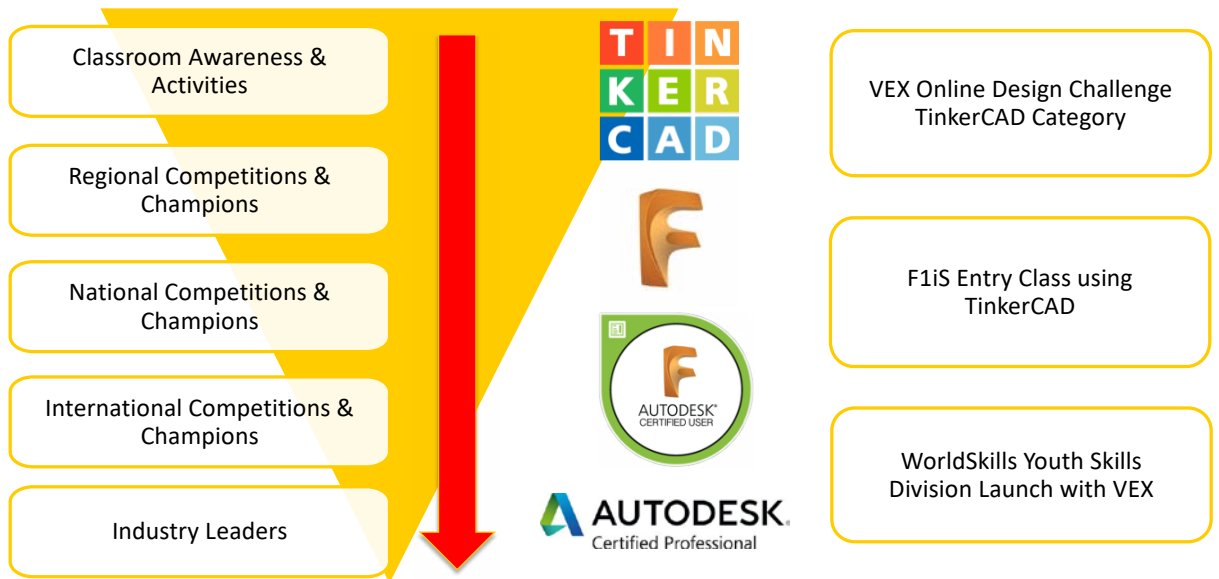


Employee
Engagement



Build a
Community

From TinkerCAD to Certified Professional Industry Leaders



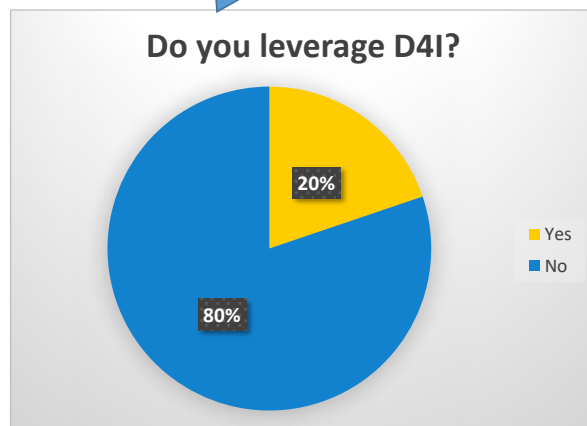
Design For Industry



Over one billion families live in severe housing conditions due to poverty, pollution, and natural disasters. Local communities need your help to develop sustainable living solutions. Autodesk®, WorldSkills, the United Nations High Commissioner for Refugees (UNHCR), and GoSol.org have teamed up to test your CAD skills to help design solutions to support impacted communities in the **Design for Social Impact Challenge**.

Judges and mentors from WorldSkills, UNHCR, and GoSol.org are looking forward to reviewing your creative CAD solutions. GoSol.org is an initiative by Solar Fire Concentration Ltd.

9,861 !!!



Design for Industry - Challenge Themes & Partners

Design for Space



Design for Automotive



Design for Medical Innovation



Design for Social Impact



Design for Audio Technology



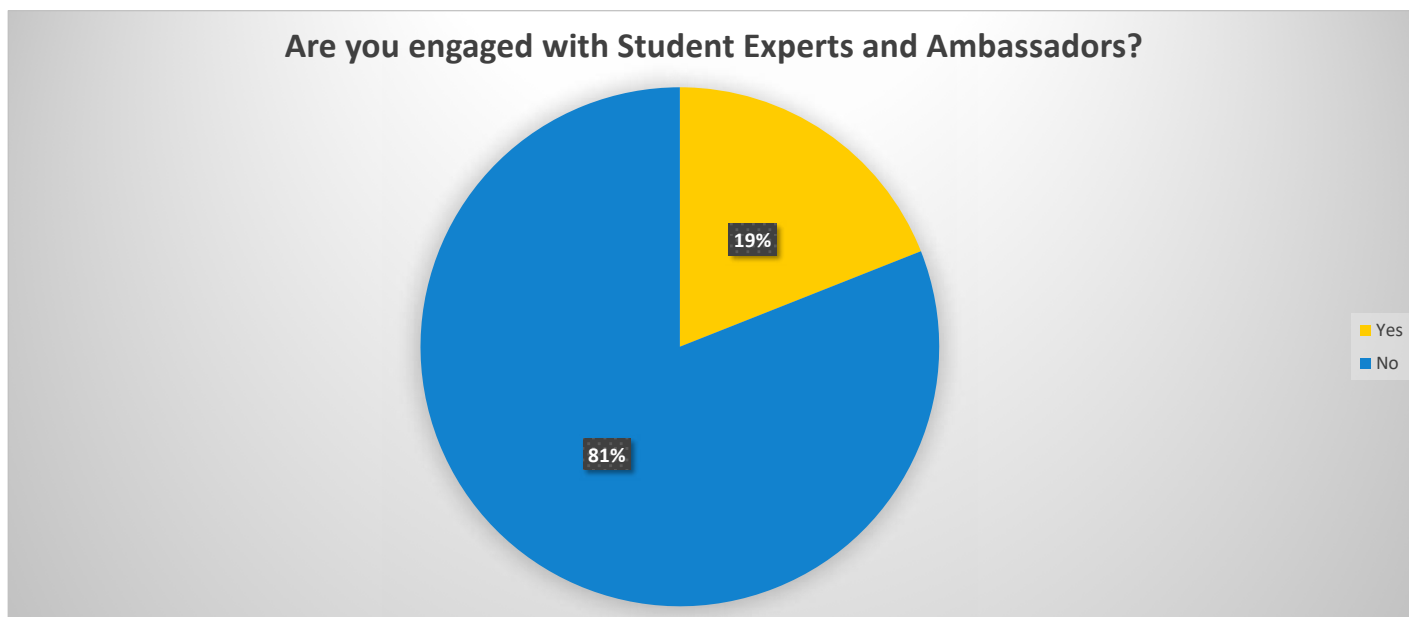
Design for Robotics



Design for Home & Office



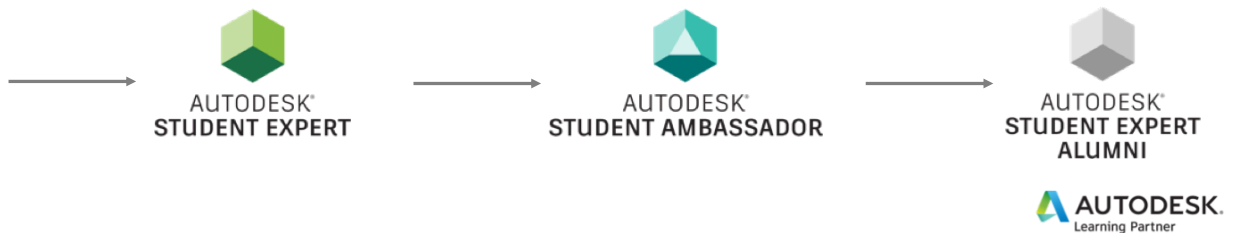
Student Advocacy



Mission

The Autodesk Student Advocacy program empowers the **next generation to build skills and earn recognition** to better prepare them for future careers while leveraging these **peer influencers** to **drive awareness, deepen engagement, and offer scale** to Autodesk.

Student
Trainees



Current Footprint (141 countries)



Summary

We need you to:

- Get involved with:
 - Your Customers
 - Solve Current and Future Skills Gaps
 - Your Communities
 - Colleges & Universities
 - Technical Schools
 - Secondary Schools
 - Your Employees
 - Let us help... tell us how



AUTODESK®

Make anything.

