

Topic:
CAD & The
Internet

Update on the Internet selling activities of 32 CAT vendors

iCAD is produced by Business Advantage, a B2B research, business development and marketing consulting practice operating in the global IT, Digital and Telecommunication sectors.

Vendors throughout the computer aided technology industry are assessing how the Internet suits their products as a sales channel. So who has taken the plunge and made their products available for purchase on the Web? The table below provides a snapshot of the current position of 32 vendors, and indications of their plans for the future. Autodesk are well advanced in their e-commerce strategy – you can access more in-depth information on this via their entry in the table.

Bricsnet	Yes	No comment available.
CADENCE Design Systems	Yes, US only	No comment available.
CADKEY Corporation	US and Canada only	"We currently sell to the US on the Web and will be opening up to Canadian customers shortly. As of today we do not have plans to open the CADKEY WebStore for sales outside the US or Canada."
Cimatron	Yes	"Cimatron recently formed a strategic alliance with ProtoMarket.com to distribute Cimatron products via the Internet. Cimatron's QuickConcept is a web-enabled, CAD-independent collaboration package for preliminary tool design. A trial version of QuickConcept can be downloaded from Cimatron's web site. Currently, all other Cimatron solutions are sold and supported by Cimatron's worldwide distributor network."
Dassault Systems	Yes - US only at present	"On-line sales will soon be available in Europe, but not directly. We do not sell directly ourselves, but through other parties, eg. IBM."
Delcam	No	"At the moment we don't sell our general software products over the Internet because we feel they are too specialised to do so and require demonstrating and training. However, we do have plans to sell via the Web in future. At the moment you can: 1. download software to trial (though you'd need to buy it to use and save material) and 2. download some translation software (currently free of charge, but soon for a fee)."

Eagle Point Software Corporation	Yes	"Anyone from anywhere can place an order for our software through the Internet."
Graphisoft	No	"We don't sell over the Internet and have no plans to in the future."
Hypercube	No	"The on-line store is just for information. We have no short term plans to sell over the Internet because our current methods work so well."
IBM	Yes, currently in the US, Canada & Spain	"IBM is currently offering specific bundles of CATIA software and RS/6000 or Intellistation hardware for sale over the Internet in the US, Canada and Spain. In Europe, the sale of our engineering solutions over the Internet is being piloted in Spain with a view to expanding this elsewhere later on. The offering of high-value solutions for sale over the Internet is in its early days."
Innoveda	No	"We don't sell over the Internet yet, but our long term plan is to do so worldwide. This may have to be done in phases eg. North America first etc."
Intergraph	No	"We have no plans to sell via the Internet in the future because of the complexity of the software we offer. It is not just an off-the-shelf product and sometimes requires integration when installed."
Lectra Systèmes	Yes - but "currently limited to spare parts, services & training sessions."	"We only sell spare parts, services, training sessions etc via the web at the moment, but plan to expand this to include all our solutions, including software in the coming months. For the moment you can buy things through LectraOnline in Europe and in the USA. In the coming months, it will be possible in Asia and progressively in the rest of the world."
MapInfo Corporation	No	"MapInfo does not sell anything online at present, but we do provide online application services for miSites and miDirections to business customers who want to provide this service to their customers."
Mechanical Dynamics	No	No comment available.
Mentor Graphics Corporation	Yes	"We sell a number of our products, particularly those on the lower end of our product line, on the Web. The Web serves best for cases where the customer wants to add one or more product licences or the like."

Moldflow Corporation	Yes	"Moldflow currently offers an Internet enabled version of our Part Adviser product over the Internet worldwide - iMPA is available as a pay-per-use product and offers unlimited analyses on a single CAD solid model geometry. We have European, Australian and Asian users as well as users from North and South America."
Monterey Design Systems	No	"We do have plans to sell our software over the Internet in the near future."
MSC Software Corporation	Yes, US and Europe	Via its Engineering –e.com site.
Nemetschek	US and Germany	"We are considering expanding the service to other parts of Europe."
Prescient	No	"We do not sell via the Internet and we have no plans to either. Ours is a high-end product that involves a long evaluation period, so it does not lend itself to being sold over the Internet."
Protel International	No	"We did sell software over the Internet at one stage, but people did not make much use of it. This was because buying our software is a significant investment and making an evaluation of our product is an intensive process. In future we may sell just a few of the lower cost products via the Internet."
PTC	Yes, US and Europe	"The PTC On-line Store is available both to customers in the US and Europe. The store is mainly aimed at current customers but new customers can use it too."
RAND Worldwide	Yes, worldwide from 17 January 2001	"Products will be available on-line from Engineering.com from anywhere in the world from 17 January 2001 when our e-commerce strategy is launched. RAND owns part of Engineering.com but it is a separate company that sells other companies' products too."
REALAX Software AG	No	"We have no intention of selling our software via the Internet - we only sell it via our local resellers."

Revit Technology	Yes - Subscription model	Revit software is available via its Internet based subscription model only, either by downloading it directly, or installing it from a CD-ROM. Subscription fee includes the provision of free upgrades, technical support and training. "Our business model enables us to work closely with our customers - they prefer dealing directly with us rather than with third parties. Other CAD manufacturers will eventually sell in the same way as us. We are an e-business and were specifically set up to be so."
SDRC	US only (but current corporate customers only)	"Offering our products via the Internet is currently in trial mode and is not intended to cut across our Channel business. We are providing Internet accounts to identified Corporate Customers who can add incremental purchases to their user sites via the Web. The first select group of customers are North American only, but if successful the programme will be rolled out to other Corporate Customers Worldwide. At this stage it is not seen as likely that the products will generally be available off the Web for new customers."
Silicon Valley Research	No	Via the e* ECAD web portal that offers EDA software from multiple vendors on an Internet-based pay-for-use delivery model.
SolidWorks	No	"We have no short term plans to sell via the web because ours is a specialist product which requires training and backup."
Unigraphics	US only	"We have no plans to sell on the Internet in Europe in the short term because of the complex nature of the product. There are a lot of modules which make up customers' requirements. Ours is not just a plug and play type of software – people want training and advice. There are no plans to change our approach in the short term."

Where no comment is indicated from vendors, the information provided is the best available from their websites. Issue two of *iCAD* reported on the readiness of CAD/CAM users to purchase over the Internet. [Click here](#) to read this original research. *iCAD* will keep you up to date on vendors' plans to use the web as a sales channel in future. Do you need to know more about how your target market or your competitors are using or planning to use the Internet? Our [market research services](#) can provide the solution. Please [Click HERE](#) to leave a comment or question.