



# Sales-talk!

25 years in Design

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**From the Director...**

Managing Salesoft CAD Solutions Ltd certainly has its challenges and I must say that I now empathize with many of my clients who also operate their own businesses.

Looking ahead, my plan is to continue to grow Salesoft CAD Solutions in a way that gets software, support, training and consulting to our clients in an effective way.

Autodesk will always keep us on our toes by introducing new products and reshaping some of our existing products to suit the industry that they were intended for.

Given this, there is still plenty of work going on and plenty more on the horizon if we consider the growth of building consents being issued in New Zealand. [NZ Stats](#).

Lastly, I acknowledge the great clients that we have and the way that you include us in your design process. We look forward to supporting you in the best way possible for the year ahead.

**Events:**

**Autodesk AEC Technology Day**

Join us at the Autodesk AEC Technology Day.

**DATE:** Thursday 21st November 2013, 9:00am to 12:00pm

**PLACE:** Ellerslie Auckland Racing Club,  
80 Ascot Avenue, Remuera, Auckland

Senior Technical Specialists Brett Casson and Samuel Macalister from Autodesk will present and demonstrate several workflows using the Autodesk's Building Design Suite & Infrastructure Design Suites to create dynamic projects of all shapes and sizes.

Come along for presentations and demonstrations including:

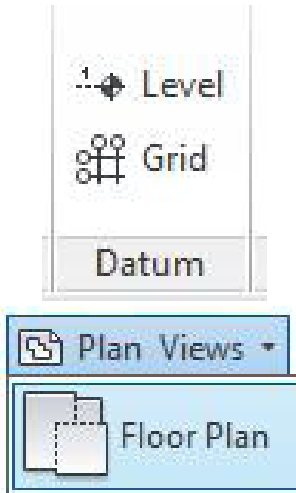
- The use of applications including Inventor® to create building components for Revit®, and showcasing how to visualise special components and assemblies.
- Revit® and AutoCAD® workflows will be demonstrated for medium sized buildings including Revit® Architecture, Revit® Structure and Revit® MEP, with the support of accurate geographic and topographic data from Civil 3D®.
- Collaborate on large multidisciplinary Buildings & Civil projects during design development with Navisworks® Manage. Then take it to the cloud with BIM 360TM Glue® and Field.
- How Infrastructure Design Suite enables workflow advantages using Civil 3D to build road and drainage networks. Plus, realise the design using Infracore 2014 in a multi-collaborative environment.

We look forward to seeing you all at this valuable and informative event.

**NOTE:** You must register to attend.

[REGISTER NOW](#)

Datums Not Visible



Datums Not Showing In Project Browser:

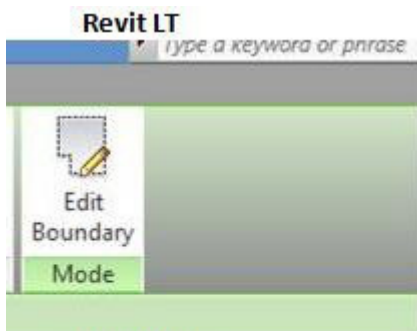
Revit is over 11 years old but this support question still keeps cropping up. Some users (especially new ones) copy/paste the Revit way (Select+hold down the Ctrl key) to create a new Level while in a Section view. Even though it rennumbers the Level, Revit regards that copy as a duplicate of the old Level. The new Level does not show in the Project Browser as a Floor Plan view.

Solutions:

1. Use the official create Datum > Level tool <image> or
2. Use the View > Plan Views > Floor Plans tool <image> then select the new Level name and click OK to convert the duplicate.

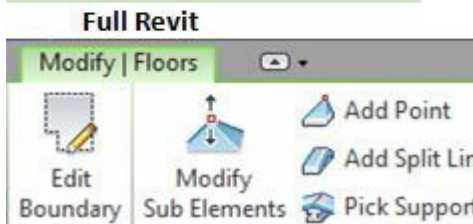
Notice the Level is now in the Project Browser and the annotation head changes from Black to Blue. Hyperlink Blue is what you need.

AutoCAD Revit LT Suite Features



In the last SALES-talk! newsletter we mentioned some of the full Revit features that are not included in Revit LT. These included Conceptual Massing & In-Place modeling, Parts & Divide tools, In-Line Rendering, Trusses & Reinforcement, Worksharing, Interference Checking and Energy Analysis

From time to time new users for Revit LT are giving us feedback. We need to clarify that Revit LT does not have the Roof and Floor Shape Editing tools. < RevitLTShapeEditingTools62mm.jpg image>



This missing feature is undocumented in the Autodesk Revit LT WikiHelp system and Autodesk promotions about what's not included in Revit LT. But it fact can be found in a Google reference to Revit LT 2013!

Our Revit 'Smart Start' kit is really creating interest! This kit includes the AutoCAD Revit LT Suite plus options for Revit Libraries, phone support and discounted training. To find out more email [Peter](#) now.

Revit User Groups



Are you are Revit user, or would like to understand more about the value of working with Revit software? In case you are unaware of it, there are a few Revit User Groups around New Zealand. On the Auckland website it states 'A user run group to educate, enhance and enlighten its members in the effective application of Revit Architecture, Engineering & Construction Design Software and related BIM tools/techniques.'



The next Auckland meeting is on the 20th November at 5.30pm. Go to [RUG - Auckland](#) for further information. Wellington's website appears to have been moved to Facebook. Go to [RUG - Wellington](#), and the Christchurch link is via LinkedIn on [RUG - Chch](#).

[RUGCC - Revit User Group Christchurch](#)

If you're really wanting to 'up your game' as a Revit user and share information with like minded people, get to your next area meeting.

Autodesk Products & information:

Latest Autodesk Promotion



Autodesk is promoting the adoption on new licenses by offering a 10% discount on the SRP of selected software purchased before 23 January 2014. Eligible products include:

Autodesk® 2014 Design Suites, AutoCAD® 2014, AutoCAD® Architecture 2014, AutoCAD® Civil 3D 2014, AutoCAD® Electrical 2014, AutoCAD® Map and AutoCAD® Plant 3D 2014. Call our Sales Team for information.

PLEASE NOTE:AutoCAD LT2014 & Building Design Suites are NOT included in this promotion.

## Subscriptions - Late Renewals

An opportunity exists for clients who were unable to renew their subscription before expiry. Autodesk are offering a short term promotion allowing those affected to renew, without incurring the \$220 + gst Late fee. Please contact our Subscription Manager [Deborah](#), for information on the status of your Subscription Contract and a quote.

**Please Note:** This promotion does not apply to subscription renewals more than 365 days overdue. For more information about subscription benefits use this [Link](#). From here you are also able to sign on to your subscription website with your User ID and Password.

## Are You Compliant? (Valuable Reading!)



In reality, many companies do not manage the usage and distribution of their software as well as they should. The result of this is that software licenses are often overused or software is not used within the realms of the software agreement set by the software vendor.

### For instance:

- When was the last time that you audited your Autodesk software?
- When did you last check old P.C.s and remove old/unused software?
- When did you last compare your staff list against the number of software licenses that you own?
- When did you last call your reseller to request an updated software asset list?

If you are unsure about any of the answers to these questions then this may be an opportunity for you to increase your awareness and take corrective action if necessary, to achieve 100% software compliancy.

Should you wish to know more about Autodesk software compliance then consider these points:

- Reading the terms and conditions of the software agreement that must be agreed too when you install Autodesk software.
- Read about Autodesk Software Compliance this [Autodesk Website](#)
- Read about your Autodesk Subscription software benefits at [Autodesk Subscription](#).
- Talk to Salesoft CAD Solutions Ltd about your software and entitlements – (09) 373 2989. Get us involved. We are here to help and support you.

Q: If you were audited today by Autodesk, Microsoft or Adobe, how would you come out of it?

## Autodesk Vehicle Tracking 2014

Autodesk Vehicle Tracking 2014 is a comprehensive analysis and design solution and companion for civil engineers and designers using the 2013 and 2014 versions of Autodesk AutoCAD, Autodesk AutoCAD Architecture, Autodesk AutoCAD Plant 3D, Autodesk AutoCAD Map 3D and , Autodesk AutoCAD Civil 3D. Based on field-proven technology assets recently acquired from Savoy Computing Services, Autodesk Vehicle Tracking 2014 enables engineers, designers, and planners working on transportation or site design projects to predictably evaluate vehicle movements.

Key Benefits for Road Designers, Civil and Traffic Engineers

- Enhance productivity and evaluate more what-if scenarios earlier in the process of designing roundabouts, intersections and loading bays
- Help save time and money integrating industry proven analysis methods in the design process
- Conduct interactive simulations to better understand project performance related to traffic turning movements.

**Note:** Existing clients who use Autotrack should contact Salesoft CAD Solutions Ltd to discuss options to transition/maintain their Autotrack software to Autodesk Vehicle Tracking 2014.

## Salesoft Training:

### Revit MEP Essentials



This is a four day course that does not come up very often. the course is currently tentative as we need a few more students booked in to run it. If you are interested, or know of someone who needs the knowledge of the Revit MEP course, please call or email [Julia](#) asap to register.

**Dates:** 21st, 22nd, 25th, 26th November.

We are currently creating a calendar for the first few months of 2014. In the meantime, email [Julia](#) regarding any course information.

[TOP](#)



This will be our last AutoCAD Essentials course for the year. We only have a couple of places spare so be in quick.

**Dates:** 9th, 10th 11th December.

Go to our [Training Page](#) and download the PDF under any course for details on this three day training. Call or email [Julia](#) to register.

**Features:**

**ActiveWords**



I have to admit that I am a bit of a "Gadget Man". In my quest to find applications that are genuinely useful I found ActiveWords.

Over that past 5 years, this product has saved me having to type hundreds of thousands of keystrokes on my keyboard by expanding abbreviations and triggering actions from the words that I type, while in any application, anytime, anywhere.

As a reseller, I type phrases like "Salesoft CAD Solutions Ltd" or "Autodesk Building Design Suite PREMIUM 2014" regularly. With ActiveWords I now type "scs" and "bdsp" and let ActiveWords expand it out.

In addition, ActiveWords can be used to trigger applications/emails/websites, run scripts, populate spread sheets, write entire standard letters/emails, and more. I no longer get bogged down painful repetitive task, like reaching for the mouse, navigating to the browser.

The customer support from ActiveWords is always prompt and effective when I've needed it.

If productivity matters to you then go to <http://www.ActiveWords.com/> to download the trial version.



**Interesting Architecture**



**Upside-down Buildings:** A house constructed entirely upside down is now a tourist attraction for the tiny village of Szymbark in northern Poland. As well as appearing as topsy turvy from the exterior, the house's internal contradictions proved problematic during construction for it's completion in 2007. It took five times longer than a conventional house to construct. One factor for the longer than normal construction phase was the disorientation experienced by tradesmen working on the house.



**Casa da Pedra:** This real-life Flintstones house is in Portugal. It was built in 1974 and used as a family's rural retreat. Even though the house is next to several immense wind turbines, it still has no running water and electricity. It is a Flintstones houses though, so it probably has a lot of wise-cracking animals being used as household appliances. The house has gathered international fame and become a tourist spot. This is to the chagrin of the home's actual owner who doesn't really appreciate the extra attention. He has had to fortify it so much with locking systems and iron bars that it now appears as Portugals equivalent to Fort Knox!

**Salesoft News**



**Salesoft Christmas Holidays:**

It's been a BIG year at Salesoft and the Team are looking forward to a wee break over the silly season. That way we can come back to work in 2014 raring to go, ready for all your enquiries and full of great solutions for your business requirements.

**Closing Date:** Friday December 20th at 12 noon.

**Re-opening Date:** Monday 13th January 2014.

We wish all of our clients the very best of Christmas holidays, have a safe and happy Christmas and New Year. From the Salesoft Team

[www.salesoft.co.nz](http://www.salesoft.co.nz)

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