

The Arch Way



The Newsletter for Friends of Archway Systems

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Bentley
Platinum Channel Partner



Upcoming Events:

- Sept 26-27** — ProjectWise LEARN Conference in Orlando, FL
- Oct 10-12** — Year in Infrastructure Conference, Singapore
- Oct 12** — CalPoly Geomatics Conference in Pomona, CA
- Oct 23-24** — OpenRoads LEARN Conference in Phoenix, AZ
- Oct 27-28** — NorCal Bentley Bash in Sacramento & Berkeley
- Nov 30** — Be Inspired Lunch & Learn in Irvine, CA

NorCal Bentley Bash— Registration is Open

The Northern California Bentley Bash is coming up on **October 27-28th** in Sacramento, CA and Berkeley, CA. This year will feature all day at **Cal State Sacramento** on **Friday, October 27th** and all day at **UC Berkeley** on **Saturday, October 28th!**

That gives you the opportunity for 4 hands-on sessions throughout the weekend. [Online registration](#) is now open for this **FREE** training event. It even includes pastries, lunch and **door prizes!**

Software taught in both beginner and advanced classes include **Bentley Substation, MicroStation, ContextCapture, RAM, AECOSim Building Designer, and OpenRoads Designer and ConceptStation**. Check out our [Class Descriptions](#) for more information on the classes.

You don't want to miss this opportunity to network with other Bentley users, get your hands on the latest in Bentley software and learn how to be more efficient in your work! [Sign up today!](#) It is **FREE**, but classes will fill up so register today to secure your spot in the classes you want to take.

STAAD Licensing Options

STAAD now offers 3 new licensing options. Pick the one that works best for you!

There are three plans: **STAAD.Pro**, **STAAD.Pro Advanced**, and **Structural Enterprise (SEL)**. **STAAD.Pro** includes all 80+ design codes, STAAD.Pro, and Sectionwizard. **STAAD.Pro Advanced** includes that and STAAD Advanced Analysis Plus for up to 2,000 times faster solving handling geometric non-linear analysis, non-linear cable analysis, steady-state analysis and pushover analysis. Good news, from now until Dec 31st, you can get 30% the cost of an upgrade from STAAD.Pro to STAAD.Pro Advanced!

The **Structural Enterprise License (SEL)** includes all of that plus all of the RAM applications and other STAAD applications for a full package of structural applications and design features. **The SEL is your best value** with all of the applications you receive for less than \$500 more than the STAAD.Pro Advanced.

Call Archway today and let us help you figure out which solution is best for you!

AEC Conference in Anaheim— Save the Date

The **AEC Next Technology Expo + Conference** is being held at the Anaheim Convention Center in Anaheim, CA on **June 5-7, 2018**. It will feature companies offering hardware, software and services; emerging technologies; as well as building/construction products. Special features will include theaters on the expo floor featuring case-studies, new products, and best practices and much more. For more information on sponsoring or exhibiting, please contact **Rita Hicks** at rhicks@divcom.com or **207-842-5578**.

For attendance, **save the date now!** Stay tuned for information on registering and attending the **AEC Next Technology Expo + Conference**.

Who's Who at Archway Systems

Mike Lazear	Administration, Programming & Support	Josh Lazear	IT & Sr. Application Engineer: ProjectWise, ContextCapture
Tom Lazear	Sales & Training	Daniel Lazear	Sr. Application Engineer & Tenn. Sales & Training
Sandy Lazear	Accounting	Raquel Sanchez	GIS Technician & Data Analyst
Linda Grubb	Sales Manager	Angie Krebs	Sales
Shannon Schoenberger	Marketing		

REPORT Time to Review Your Bentley Software Usage

You may be using Term Licenses as a strategy for short term needs or simply by using more licenses than you own. If you have been using Term Licenses, now is the perfect time to review your Bentley software usage since you can avoid a term license cost for this quarter if you purchase in September.

Let's use MicroStation as the example, though the logic applies to all Bentley software. The Term License price of MicroStation is \$733 per calendar quarter. That is called a QTL, or Quarterly Term License. The purchase price of a perpetual license is \$5234 and annual maintenance (SELECT) is \$990. If you purchase a perpetual license with SELECT in September, you will not receive the QTL for the July-Sept quarter for the license you purchase. See the **Cumulative Cost versus Strategy table** for a comparison of the two strategies.

As you can see, the cost of purchasing versus QTL is the same at around 3.5 years. That would represent an internal interest rate of about 30%. Where can you get 30% on your money?

If you have been using QTLs and you purchase now, you will save the QTL for this quarter. In effect, that is a 14% discount, so the effective cost of the perpetual license is \$4501.

If you purchase in September, avoiding the QTL for Q3 for the license you purchase, you break even versus the QTL strategy in slightly

Strategy	First 12 Months	Second 12 Months	Third 12 Months	Fourth 12 Months
Purchase	\$5234 + \$990 = \$6224	\$6224 + \$990 = \$7214	\$7214 + \$990 = \$8204	\$8204 + \$990 = \$9194
QTL	4 x \$733 = \$2932	2 x \$2932 = \$5864	3 x \$2932 = \$8796	4 x \$2932 = \$11,728

Strategy	First 12 Months	Second 12 Months	Third 12 Months	Fourth 12 Months
Purchase	\$4501 + \$990 = \$5491	\$5491 + \$990 = \$6481	\$6481 + \$990 = \$7471	\$7471 + \$990 = \$8461
QTL	\$2932	\$5864	\$8796	\$11,728

over 2 years. This is approaching 50% return on investment. See the second **Cumulative Cost versus Strategy** table above for your costs if you purchase a perpetual license by the end of September.

The bottom line is if you forecast a need for a Bentley product for more than 2 years, it is wise to purchase a perpetual license. By the way, perpetual licenses are no longer available for Autodesk, but they are with Bentley.

If you only need a given software for a short time, using term licensing, like "renting," is the best way to go. If you have SELECT, just download the software and start using it. Bentley will automatically send you an invoice each calendar quarter for the usage which is

14% of the list price per quarter.

If you need to "rent" the software for a year or two, then take out a Cloud Service Subscription (CSS). A CSS will get you a 10% discount on rental price and more importantly, you will only be charged for the individual months you use the software, rather than being charged a whole quarter for one month's use.

An ideal strategy is to have a base number of perpetual licenses that you know you will need for the long term and then use term licensing with or without a CSS for peak demands.

All of this can sometimes get confusing; we know. So please give us a call or email and we will help you work out the very best way to meet your needs.

Training Class Schedule

Archway offers a variety of training classes using the latest of each software. All classes use certified materials and are held from 8:30AM to 5PM. Locations: Huntington Beach training center (**HB**) and Nashville, TN (**TN**). Classes can be delivered on-site and online. Call or email Archway or visit LearnMicroStation.com for the latest class schedule.

Upcoming MicroStation & Other Bentley Classes

- **MicroStation Essentials** — This course is designed for the new MicroStation user and builds a solid foundation in the concepts, tools and features found in the MicroStation drawing environment. Cost is \$1600. Location: **HB & TN**
 - ◊ **HB Dates** — 10/31-11/3; 2/6-9; & 4/3-6;
 - ◊ **TN Dates** — 12/12-15; 2/20-23; 4/24-27; & 6/26-29
- **MicroStation for AutoCAD Users** — This course is specifically for experienced AutoCAD users wanting to transition their CAD knowledge to MicroStation skills. Cost is \$1350. Location: **HB & TN**
 - ◊ **HB Dates** — 12/5-7; 1/30-2/1; 3/13-15; & 5/8-10
 - ◊ **TN Dates** — 11/14-16; 1/9-11; 3/27-29; & 5/30-6/1
- **MicroStation V8i Everything 3D** — In this course, users will navigate and work in a 3D design file, create and edit 3D geometry in MicroStation, create parametric 3D models and develop a basic knowledge of the rendering capabilities of MicroStation. Cost is \$1800. Location: **HB & TN**.
 - ◊ **HB Dates** — 11/14-17; 1/9-12; & 4/17-20
 - ◊ **TN Dates** — 2/27-3/2; & 5/8-11
- **MicroStation CONNECT Everything 3D** — In this course, users will navigate and work in a 3D design file, create and edit 3D geometry in MicroStation CONNECT, create parametric 3D models and develop a basic knowledge of the rendering capabilities of MicroStation CONNECT. Cost is \$1350. Location: **HB & TN**.
 - ◊ **HB Dates** — 1/30-2/1; & 5/1-3
 - ◊ **TN Dates** — 12/18-20; 3/6-8; & 7/10-12
- **MicroStation for Advanced Users** — This course is for the experienced MicroStation user and focuses on improving user and work-group productivity. Cost is \$1500. Location: **HB & TN**
 - ◊ **HB Dates** — 11/14-16; 1/23-25; 4/10-12; & 6/26-28
 - ◊ **TN Dates** — 2/13-15; & 5/1-3
- **MicroStation User Update to CONNECT** — This course covers all of the major new capabilities of MicroStation in a series of hands-on exercises. Students will learn about Workflow Task based interfaces and Project Explorer among other topics. Cost is \$800. Location: **HB**
 - ◊ **HB Dates** — 12/19-20; 3/6-7; & 5/23-24
- **MicroStation CAD Management & Administration** — In this course, users will learn the skills and techniques necessary to manage a MicroStation-based design environment, with an emphasis on project management and standardization. Cost is \$2600. Location: **HB**
 - ◊ **HB Dates** — 11/7-10; 2/13-16; & 5/15-18
- **MicroStation VBA Basics to Advanced** — This course covers the features of Visual Basic for Applications (VBA) development environment specific to MicroStation from the most basic to advanced features. Cost is \$1000. Location: **HB**
 - ◊ **Dates** — 1/9-10; & 4/17-18
- **AECOSim Building Designer** — This course is designed to help users understand the features available in AECOSim Building Designer. Cost is \$1500. Location: **HB & TN**
 - ◊ **HB Dates** — 12/12-14; & 2/6-8
 - ◊ **TN Dates** — 9/27-29; 3/13-15; 4/10-12; & 6/18-20
- **InRoads Fundamentals SS2** — This class is to introduce civil engineering designers to InRoads software for road design projects. Cost is \$1600. Location: **HB & TN**
 - ◊ **HB Dates** — 11/28-12/1
 - ◊ **TN Dates** — 12/5-8; 2/6-9; 4/3-6; & 6/5-8
- **OpenRoads Designer Essentials** — This class is to help users learn how to use OpenRoads Designer and its comprehensive features for road design projects. Cost is \$1000. Location: **TN**
 - ◊ **TN Dates** — TBD
- **Advanced Roadway Designer for InRoads** — This class introduces civil engineering designers to all the major technologies in the Create Template and Roadway Designer applications. Cost is \$1500. Location: **TN**
 - ◊ **TN Dates** — 3/20-22; & 6/12-14
- **ConceptStation** — This class takes the user through the full cycle of using ConceptStation to explore conceptual design options with real-world data and cost analysis. Cost is \$500. Location: **Online**
 - ◊ **Online (2, 1/2 days)** — 10/10-11
- **Descartes Fundamentals** — This course will enable you to leverage the functionality found in Bentley Descartes and give you the skills required for your engineering, mapping and conversion projects. Cost is \$1500. Location: **TN**
 - ◊ **TN Dates** — 3/27-28; & 6/13-14
- **ContextCapture** — In this class, you'll learn how to take photographs, set up a project and process a 3D mesh model in ContextCapture. Cost is \$500. Location: **HB**
 - ◊ **HB Dates (1 day)** — TBD

DGN/DWG Translations Done Right!

Translations between AutoCAD and MicroStation can be problematic. Whether it is incorrect units, wrong line styles, unwanted levels or layers that can't be deleted, it all adds up to more tedious work. **Axiom's Translation Manager** makes this easier and gets you the results you want, the first time, and it does this on any number of files you want at one times. Contact **Russ Caldwell** at **727-442-7774 extension 127** for a free test drive. Mention promotion code **9040** to receive a **10% discount** if you purchase before **November 30, 2017!**

Bentley LEARN Conferences

Bentley is hosting 3 **LEARN Conferences** in August, September and October. August's conference will focus on **MicroStation** and it is a virtual conference you can attend from anywhere **August 28-30th**. September's conference is in **Orlando, FL** on **September 26-27th** and will focus on **ProjectWise**. October's conference is in **Phoenix, AZ** on **October 23-24th** and will focus on **OpenRoads**.

Archway will be taking part in the OpenRoads conference in Phoenix. If you're going to be there, let us know as we'd love to get a chance to meet you and chat about Bentley's OpenRoads! For more information, check out [Bentley's website](#).

Rhino Classes

We have a few different options for Rhino Training at Archway. There are three different options for classes including the Rhino Level 1, Rhino Accelerated Level 1 and Rhino Level 2 classes.

- **Rhino I** — In this class you'll learn to create and edit accurate free-form 3D NURBS models. This three day class covers most of Rhino's functionality, including the most advanced surfacing commands. Cost is \$695. Location: **HB & TN**
 - ◊ **HB Dates** — 12/19-21; 3/20-22; & 6/12-14
 - ◊ **TN Dates** — 10/4-6; 1/31-2/2; & 4/18-20
- **Rhino Accelerated I** — In this class you'll learn to create and edit accurate free-form 3D NURBS models. This fast-moving two day class covers most of Rhino's functionality, including the most advanced surfacing commands. Cost is \$495. Location: **HB**
 - ◊ **HB Dates** — 9/26-27
- **Rhino II** — In this class you'll learn productivity tools and NURBS concepts, advanced surfacing, using 2D drawings and images, sculpting surfaces, meshing and rendering. Cost is \$795. Location: **HB**
 - ◊ **HB Dates** — TBD

Call Archway today to sign up for Rhino training in Huntington Beach, CA or visit LearnRhino3D.com for more information on our classes.

Archway's Product Line

Archway is a full service provider of technical software serving the Academic, Architectural, Civil and Mechanical Engineering markets.

DESIGN & ENGINEERING SOFTWARE:

- MicroStation, ProjectWise and applications
- VersaCAD for Windows
- AECOSim Building Designer & Generative Components
- InRoads, OpenRoads Civil Software
- Haestad Hydraulic Analysis Software
- AECOSim Energy Software
- Promis*e
- Pointools Edit and applications

Archway Training Center

Check out the training classes on page 3. Classes for every need for MicroStation, InRoads, Rhino, and VersaCAD. Increase your design productivity. If there is not a class listed to fit your needs, call us and let us come up with a custom solution for you.

SERVICES:

- Training
- Phone support
- On-site support
- Customizing
- Consulting
- Contract software development
- CAD file translation

3D GRAPHICS & ANIMATION SOFTWARE:

- LumenRT
- Rhino 3D, Flamingo, Penguin & Bongo
- Bentley Navigator
- ArchVision libraries

MyCADvideos.com

Check out this site for free introductory videos and one hour webinars on the latest in CAD, FEM, and more.

Archway Job Site

Check out our job site where you can view jobs that local companies have posted specific to your industry.