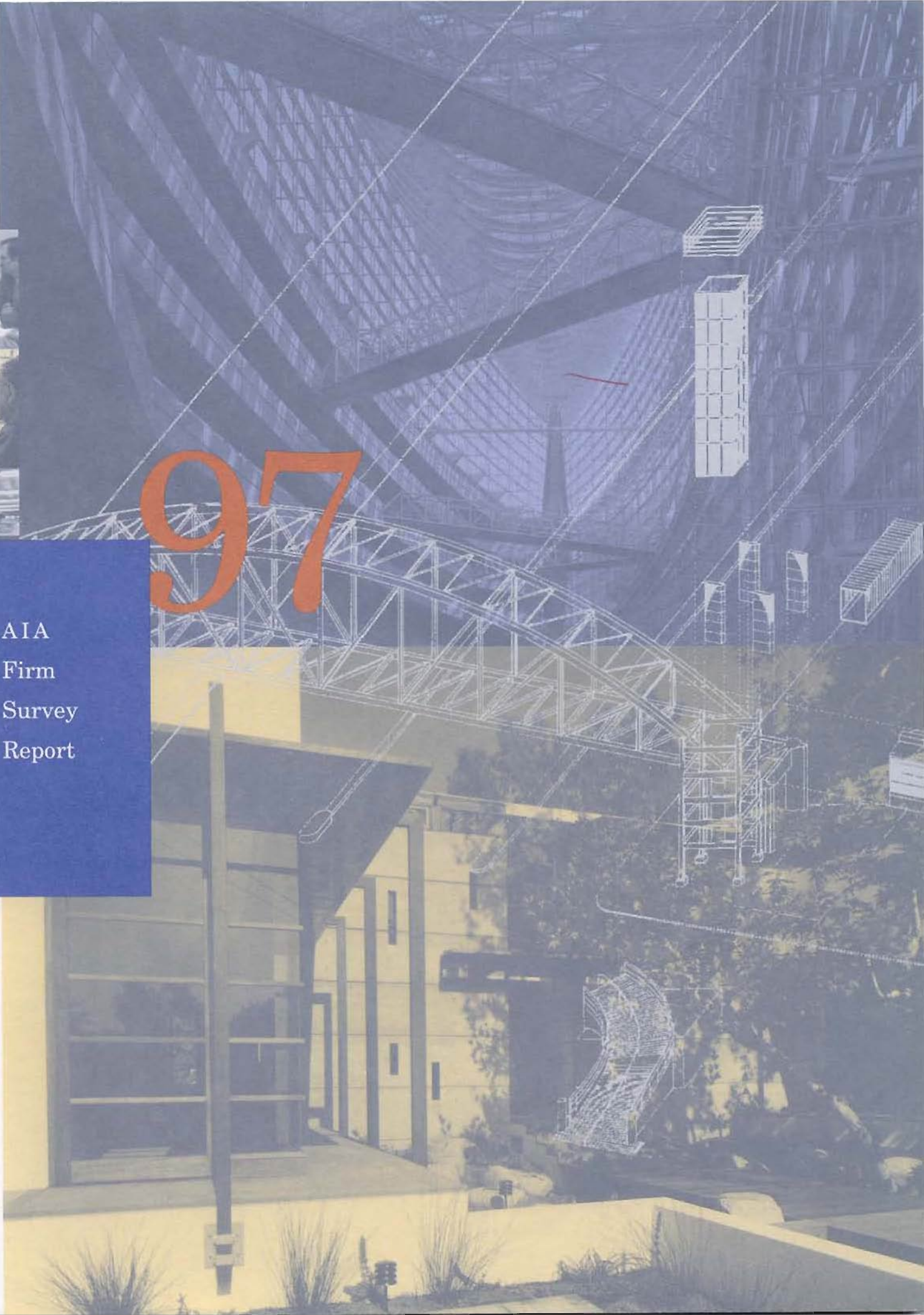




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AIA
Firm
Survey
Report



Use of CAD

Over 60% of all firms use AutoCAD software, which is significantly ahead of the next most popular software, DataCAD, used by 12% of all firms. ArchiCAD and Microstation are each used by 5% of firms. DataCAD's penetration has increased from 8% in 1990 to 12% in 1996; AutoCAD's increased from 52% in 1990 to 61% in 1996.

AutoCAD is used largely by the midsize and large firms, whereas DataCAD is more popular among the small to midsize firms. Over 85% of the firms with 10 or more employees use AutoCAD, as do about half of the 2-to-4-person firms, and 40% of the one-person firms. While only 3% of the firms with 50 or more employees use DataCAD, 15% of the firms with 5 to 9 employees use it.

Several other software packages are also used at firms: Arris, Softdesk, PowerCAD, CADvance, and AutoArchitect. Overall, 18% of the firms reported that they do not currently use CAD software, which when seen by firm size reveals that almost 40% of one-person firms and 18% of 2-to-4-person firms do not use CAD software.

Exhibit 10.9 Use of CAD

CAD software (multiple answers)	All firms	Number of employees					
		1	2 to 4	5 to 9	10 to 19	20 to 49	50+
AutoCAD	61%	40%	56%	76%	85%	87%	87%
DataCAD	12%	13%	14%	15%	12%	4%	3%
ArchiCAD	5%	3%	6%	6%	7%	3%	5%
Microstation	5%	3%	1%	4%	13%	12%	37%
MiniCAD	3%	3%	5%	3%	1%	2%	3%
Other	8%	9%	9%	6%	4%	5%	8%

Financial management software

While Quicken is the most widely used financial management software, it is mostly used by small firms. Over 40% of firms with less than five employees use Quicken, whereas less than 6% of firms with 20 or more employees use it. Micro CFMS is used by 30% of firms with 20 or more employees, followed by Sema 4 software, which is used by over 10% of firms with 20 or more employees. Both Micro CFMS and Sema 4 financial software are used by one percent or less of firms with less than five employees.