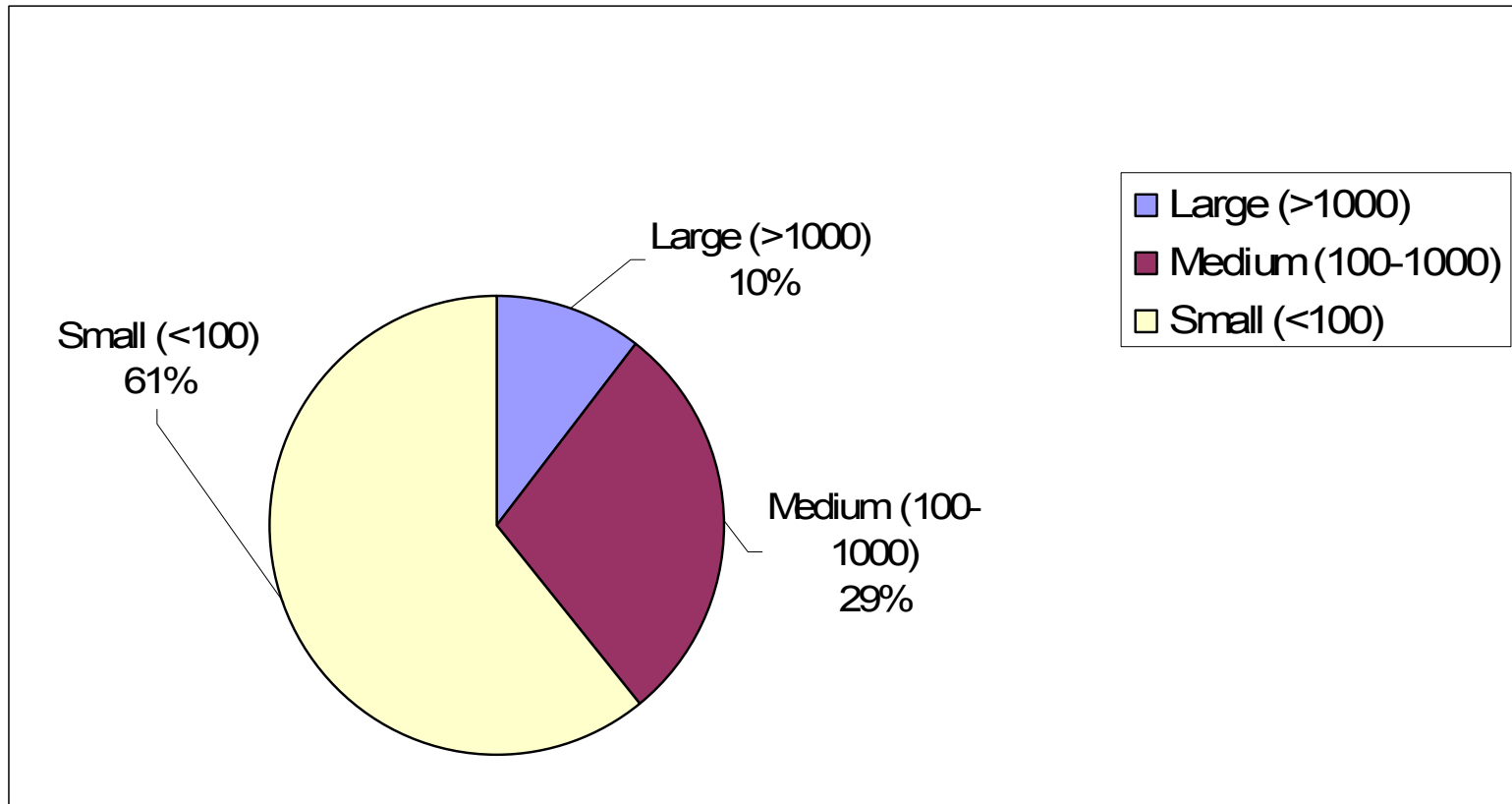


Sharing CAD Files: Everyone's Problem

- **More than 80 percent of survey respondents re-use data and models; very few respondents work from scratch.**
- **There is no de facto standard format for sharing of CAD models. Even industry standards like IGES and STEP do not command a large percentage of the market.**
- **Only 30 percent of the respondents always received CAD models from co-workers in their preferred format.**
- **Only 6 percent of the respondents always received models from other companies in their preferred format.**
- **Almost half need to use 3 or more CAD tools per month.**

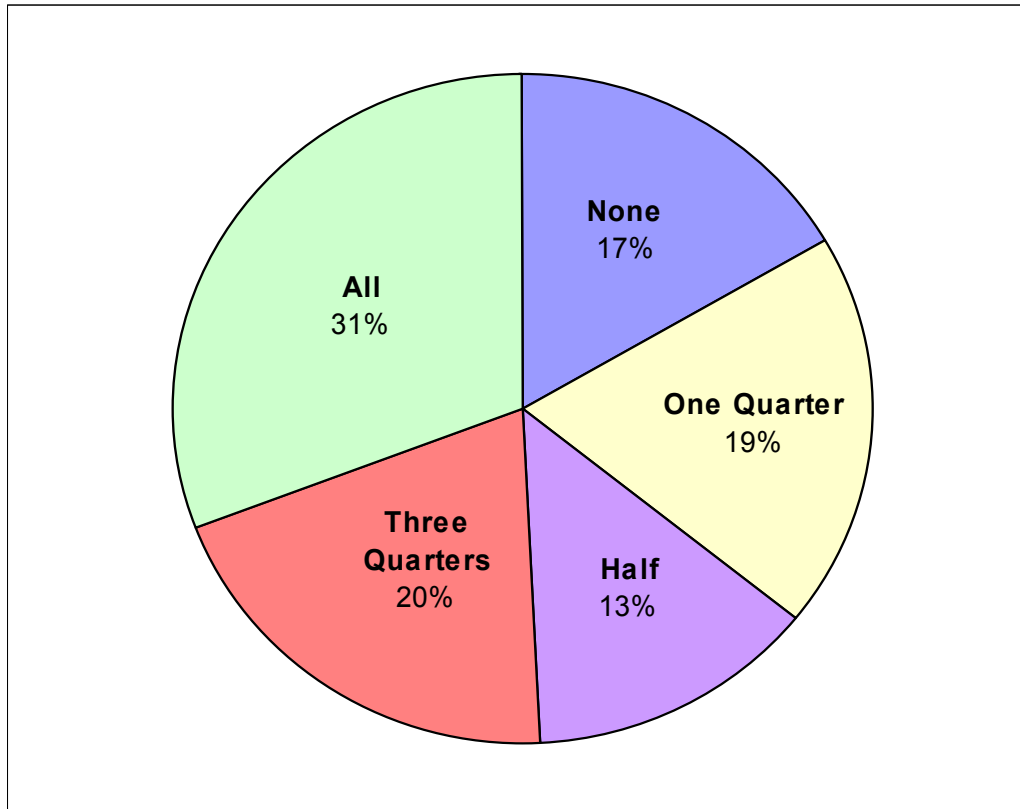
Kubotek 2005 Interoperability Survey

Company Size



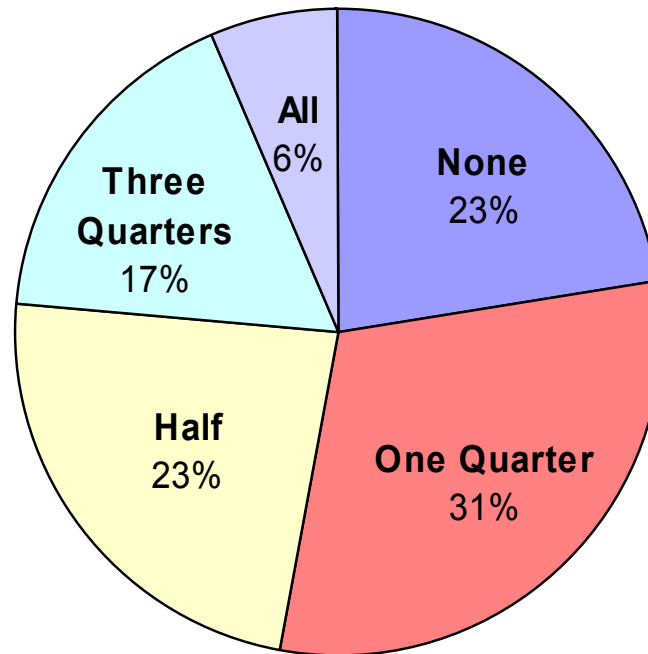
Survey Results: Internal Sharing

- When you receive a model from someone within your own company, what percentage of the time is it native to your primary CAD tool?



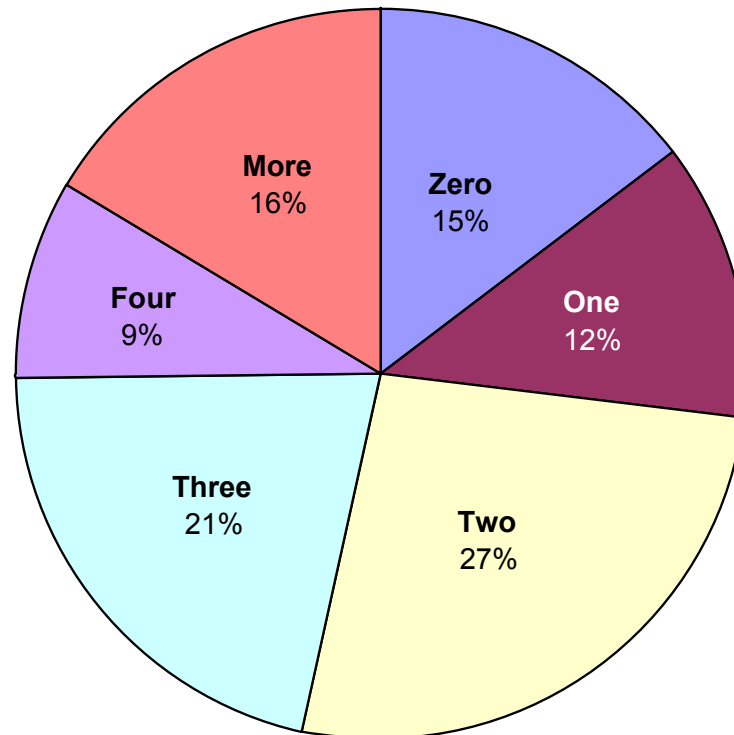
Survey Results: External Sharing

- When you receive a model from someone external to your company (customer or supplier), what percentage of the time is it native to your primary CAD tool?



Survey Results: Different CAD Tools

- How many different tools are represented among the product data files that you receive on a monthly basis?



OEM Requirements Rob Job Shop Profits

- **Almost 40 percent of job shop respondents claimed their use of a particular CAD program helped them secure business.**
- **Approximately two-thirds (63 percent) of respondents were required by their customers to receive CAD files in a specific format.**
- **Approximately 85 percent of the respondents share files with multiple clients, each of whom may have different file format requirements.**
- **One-third respondents shouldered significant business expenses because of customer CAD requirements.**
 - **Overall, 28 percent estimate increased costs of over 20 percent**
 - **Almost a third of all the respondents (27 percent) had to purchase a specific CAD tool just to satisfy specific customer requirements**
- **[Click here](#) to view complete survey results.**

Kubotek 2005 Job Shop Survey