Terra Applications on Spatix

What's New in Terrasolid Jan 2020
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Background Information

- TerraScan, TerraPhoto, TerraMatch and TerraModeler have been developed as applications running on top of MicroStation
- Big part of the source code compiles only for MicroStation use
- All dialogs and tool settings have been implemented as MicroStation dialogs

- CAD system provides:
    - Tools needed to create, modify, delete and manage vector elements
    - Management of level names and ability set visible levels
    - 3D viewing capability and view manipulation tools
    - Vector exchange to different formats
    - Ability to run applications from other sources at the same time
    - Ability for users to write their own tools

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Conversion Effort

- Almost all TerraScan, TerraPhoto, TerraMatch and TerraModeler development effort during last year has been devoted to:
    - Converting dialogs and tool settings to Windows dialogs
    - Isolating interaction with the CAD system to a dedicated layer

- This makes it feasible to:
    - Build applications running on some other CAD or GIS system
    - Use same source code in standalone applications (no underlying CAD)
    - Give users more than one platform to choose from

- Status right now: beta versions for Spatix

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Pricing for New Customers

- **Terra Application prices stay the same.** Examples:
    - Purchase TerraScan + maintenance per year
    - Subscription TerraScan Lite per year

- Customer buys TerraScan for per year, can run on Spatix or on MicroStation
    - Customer has to buy MicroStation if they want to run on MicroStation and don't have it already
    - Customer can run Spatix with the TerraScan license

- Customer orders TerraScan Lite subscription per year, can run on Spatix or on MicroStation
    - Customer has to buy MicroStation if they want to run on MicroStation and don't have it already
    - Customer can run Spatix with the TerraScan Lite license

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Pricing for Existing Customers on Maintenance

- Terra Application maintenance prices stay the same. Examples:
  - TerraScan maintenance per year
  - TerraScan Lite maintenance per year

- Customers can continue running software on MicroStation
  - Or switch to Spatix
  - Or run on both

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Why Another Platform?

- Feed back from many potential / new customers:

  "Why do we need MicroStation? I just want TerraScan…?"

  "We have to learn MicroStation as well?"

  "We have AutoCAD. We can't buy MicroStation."

  "Where the f*!k is my MicroStation license? I paid three months ago and you still have not delivered my MicroStation license!"

- Feed back from some existing customers:

  "We hate Bentley. Please give us something that runs outside MicroStation."

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Why Another Platform?

- New customers:
    - Easier evaluation – software download and evaluation licenses from one source
    - Simpler offer – one price, one source, no unnecessary hassle
    - Lower price – Spatix licensed by Terrasolid, part of software price
    - Simpler delivery – download, licenses and maintenance from one source

- Existing customers on maintenance:
    - Can choose if they want to continue running on MicroStation or switch to Spatix
    - Terra applications give practically same functionality on both platforms
    - Terra applications run using same license

- In both cases customer decides if they want to run on MicroStation or Spatix!

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Why Stay on MicroStation?

- MicroStation is more comprehensive – has a lot of tools Spatix doesn't
- MicroStation has better data exchange capabilities
- MicroStation is more reliable – Spatix is not mature yet
- You can run other applications on MicroStation at the same time
- Customer may have their own programs coded for MicroStation
- Users know MicroStation

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Why Choose Spatix?

- Price
- Don't have to deal with Bentley
- Spatix is smaller and simpler
- Spatix is better in something – not yet!

- Spatix will become better:
  - Stereo viewing (Spatix has stereo but not implemented in TerraScan yet)
  - More control for visibility / display order (ortho, shaded surface, points, vectors, …)
  - Full 3D depth control

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Terra Applications - MicroStation vs Spatix

- MicroStation versions and Spatix versions come from the source code
- Functionality is identical whenever that is possible
- MicroStation has a lot of functionality Spatix does not so the applications can not be identical
- Examples:
  - Spatix has no tools for creating cell/symbol libraries so you can't really use **Find Poles**
  - Spatix has no custom line styles so you can not use that in **Draw Profile** for surfaces

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Recommendation for Existing Customers

- If you are happy with MicroStation and Bentley, keep running on MicroStation

- If you are not happy with Bentley, start testing Spatix

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