

# Terra Applications on Spatix

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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



# 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



# Pricing for New Customers

- Terra Application prices stay the same. Examples:
  - Purchase TerraScan 5 100 euros + 765 euros maintenance per year
  - Subscription TerraScan Lite 510 euros per year
- Customer buys TerraScan for 5100 + 765 euros 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 for 510 euros 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



# Pricing for Existing Customers on Maintenance

- Terra Application maintenance prices stay the same. Examples:
  - TerraScan maintenance 765 euros per year
  - TerraScan Lite maintenance 510 euros per year
- Customers can continue running software on MicroStation
- Or switch to Spatix
- Or run on both



# 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 fuck 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.”



# 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!



# 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





# 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



# 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



# 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

