

GUIDELINES FOR DISCUSSIONS WITH Autodesk at ACA Leaders Workshop

Autodesk welcomes the opportunity to interact with ACA members at the upcoming Leaders Workshop. We hope there are companies in your portfolio (or which you are mentoring or otherwise aware of) which might be of interest to Autodesk, and where there could be an opportunity for joint value creation. (Please see next page for a sampling of Autodesk's areas of interest.)

Note that there are three possible outcomes after the conversation:

1. Autodesk advises immediately that the opportunity is not an area of interest. This could be because the opportunity falls outside of strategic areas for Autodesk. In this case, we will be happy to suggest other contacts for the innovation if we have any.
2. Autodesk indicates the opportunity is of potential interest. In this case, non-confidential materials provided will be shared with relevant subject matter experts at Autodesk. This subsequent review typically takes 2-8 weeks depending on the complexity of the submission. Following this, we will advise whether we wish to progress to further diligence or not.
3. Autodesk asks for additional non-confidential information to assess whether there would be interest or not. The guidelines below are designed to help make these brief discussions as mutually productive as possible.

Please provide only non-confidential information. Often we see that stock presentations by start-ups and entrepreneurs contain a "confidential" flag on them. Please note that we cannot accept or review any information so designated at our initial discussion.

AUTODESK'S NEEDS

Autodesk (NasdaqGS:ADSK) helps people imagine, design and create a better world. Everyone--from design professionals, engineers and architects to digital artists, students and hobbyists--uses Autodesk software to unlock their creativity and solve important challenges. We are a highly acquisitive company, acquiring 53 companies between 2010-2013. For more information, visit autodesk.com. Our areas of interest include:

- Hardware and software that enables easy and accurate capture of the physical world and translation to digital data.
- Software to interact with and edit reality data in an approachable/intuitive fashion.
- Software and hardware that brings digital models to fruition via additive or subtractive manufacturing techniques.
- 3D Printing
- Digital Prototyping
- Digital Storytelling – transforming CAD into compelling imagery, videos, and interactive presentations to improve the design review process.
- Web properties that empower the creative consumer
- Internet of Things – companies that provide actionable insights from big data in the hyper-connected world.