EIKON
ARCHITECTURE · ENGINEERING · PLANNING

COMPANY
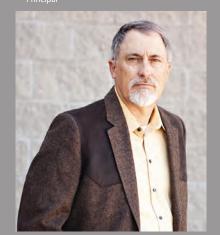**EIKON Consulting Group**

LOCATION
Sanger, Texas

SOFTWARE
Autodesk®AutoCAD®
Autodesk® Revit®
Autodesk® Civil 3D®
Autodesk® AEC Collection

EIKON Consulting Group

Company gains flexibility and control by moving to Autodesk subscription

"Moving to subscription gave us greater flexibility. We can add or change seats when employees' roles change, and we can choose updated or previous versions of software, based on our clients' needs."

— Kyle Nelson
   Principal

Image courtesy of EIKON Consulting Group

Kyle Nelson, principal of EIKON Consulting Group in Sanger, Texas, says the firm was initially reluctant to switch from maintenance to subscription for Autodesk® software including AutoCAD®, Revit®, and Civil 3D®. "Our partners were concerned that technically we wouldn't own our software," explains Nelson, whose firm provides architecture and engineering professional services.

EIKON had perpetual licenses for its Autodesk software, but was also paying maintenance. "A lot of our clients are using the latest and greatest Autodesk products, which meant we had to be on the latest and greatest as well," Nelson says. "So in a way, we were always on subscription even though we had perpetual licenses."

Subscription adds flexibility

To reduce license management, Nelson suggested the firm switch to subscription. "We could see the benefits early on," he remembers. " Now, when employees join or leave the firm, we can easily change the required number of seats. And if we decide to use contract workers in the future, it will be helpful for managing their use of the software as well."

Staying competitive with subscription

Some EIKON clients use previous versions of Autodesk software. By subscribing to Autodesk software, EIKON designers can choose the appropriate version to work with on these projects, giving the firm added flexibility. As a medium-sized business, this flexibility also helps them stay competitive with larger firms.

Making the switch to subscription was easy for EIKON. "The only people who needed to be involved were myself and our IT person, plus a couple of people who approved the change," Nelson says. "Most of our end users didn't even realize we'd done it—it was just business as usual."

Image courtesy of EIKON Consulting Group

AUTODESK.