

Benchmark Values

| | AutoCAD LT → AutoCAD LT | Total |
|-------------------------|-------------------------|-------|
| Stay on Maintenance | | |
| Year 1 | 230 | 230 |
| Year 2 | 255 | 255 |
| Year 3 | 305 | 305 |
| Total Investment | 790 | 790 |
| New Subscription SRP | | |
| 1 Year Investment | 380 | 380 |
| 3 Year Investment | 1,140 | 1,140 |

Maintenance to Subscription Analysis

| | AutoCAD LT → AutoCAD LT | Total |
|---------------------------------|-------------------------|-------|
| Switch in Year 1 | | |
| Year 1 - Subscription | 230 | 230 |
| Year 2 - Subscription | 230 | 230 |
| Year 3 - Subscription | 230 | 230 |
| Total Investment | 690 | 690 |
| Discount off New SRP | 450 | 450 |
| Discount off New SRP | 39.5% | 39.5% |
| Switch in Year 2 | | |
| Year 1 - Maintenance | 230 | 230 |
| Year 2 - Subscription | 240 | 240 |
| Year 3 - Subscription | 240 | 240 |
| Total Investment | 710 | 710 |
| Discount off New SRP | 430 | 430 |
| Discount off New SRP | 37.7% | 37.7% |
| Switch in Year 3 | | |
| Year 1 - Maintenance | 230 | 230 |
| Year 2 - Subscription | 255 | 255 |
| Year 3 - Subscription | 250 | 250 |
| Total Investment | 735 | 735 |
| Discount off New SRP | 405 | 405 |
| Discount off New SRP | 35.5% | 35.5% |
| Year 4 - Projected Subscription | 263 | 263 |