



# TECHNICAL SALES INTERNATIONAL

the next generation of software

To Our Valued Customers:

Today, Autodesk announced that it has acquired Micro Application Packages Limited (MAP Software), TSI's development partner of CAD-Duct, CAD-Mech, CAD-Elec, EST-Duct, EST-Mech and CAM-Duct. I wanted to write to you personally, before the inevitable wave of media and outsider speculation floods our industry, to assure you of TSI's secure and mutually beneficial relationships with both MAP and Autodesk. We believe that this acquisition will have a positive impact on both MEP software and Building Information Modeling (BIM).

Because TSI and its subsidiary, Building Data, are both strategic partners of MAP Software and are members of Autodesk's Development Network (ADN) and Independent Software Vendor (ISV) programs, this announcement comes with the huge potential for enrichment of your company's investment in MAP manufacturing BIM software, without disrupting your familiar TSI distribution channel. As a matter of fact, this acquisition bridges the gap between design and construction, including support for fabrication and estimating workflows.

As stated by Jay Bhatt, Senior Vice President, Architecture, Engineering and Construction Solutions, "Autodesk's strategy is to extend BIM across the building lifecycle beyond design to support building fabrication and construction for the MEP engineering industry." For that, Autodesk saw what some of you have known for years – that MAP software, combined with TSI's industry expertise and Building Data's fabrication content, are essential to providing tools for the estimating, manufacturing, fabrication and installation of MEP systems. The combination of the two, in conjunction with Autodesk's resources, will accelerate the adoption of BIM for the MEP industry.

In practical terms for existing and new TSI customers, it will be business as usual. MAP software products will continue to be available worldwide via existing distribution channels, including Technical Sales International. TSI remains a strategic partner to MAP and that partnership will be extended through to Autodesk. Additionally, TSI will continue to be a development partner and reseller of MAP Software under Autodesk and provide support services to existing TSI/MAP users. Moving forward, our strategic partnership will result in numerous customer advantages, including enhanced customer support and training services.

This acquisition presents far-reaching opportunities for both TSI and our community of customers. I hope you'll join me, Jim and Greg in our shared enthusiasm for a bright future. Visit the TSI website to stay abreast of the latest information.

As always, your business is appreciated.

Best regards,

Bernard J. Tamasy  
**President**

---

#### **U.S. Headquarters**

8310-1 N. Capital of Texas Hwy.  
Suite 200  
Austin, TX 78731  
Toll Free: (866) 493-6337  
Phone: (512) 310-8428  
FAX: (512) 532-7400

#### **www.tsi-software.com**

[info@tsi-software.com](mailto:info@tsi-software.com)

[sales@tsi-software.com](mailto:sales@tsi-software.com)

[support@tsi-software.com](mailto:support@tsi-software.com)

#### **Accounting & Regional Office**

##### **Remit To:**

4470 Yankee Hill Road  
Suite 220  
Rocklin, CA 95677  
Toll Free: (866) 493-6337  
FAX: 916)405-3375