Ashlar-Vellum Channel Partner Newsletter September 2006

Service Packs in Beta

Cobalt, Xenon and Argon v7 sp2 and Graphite v7 sp3 are now in internal beta testing and should be ready for release to customers sometime next month. The delay has been in implementing the network security checking for multi-pack installations, where the customer has legitimately purchased multiple copies of Ashlar-Vellum software and has it running on a network. Because so many customers are not licensing enough seats we feel it is important to hold the service packs for this function. But because of its nature we want it included in the free update not the purchased v8 upgrade.

Resource Library

Have you visited the new Ashlar-Vellum Channel Partner Resource Library yet? If not, you're really missing out. It's full of all sorts of great things to make selling Ashlar-Vellum software easier than ever before. It gives you access to logos, marketing collateral, and sales tools.

We've changed the security requirements for the moment, so only international manufacturing partners need a password to download the product files and disk images.

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Upgrade Pricing

Excel spreadsheets with new price and product codes for the next few months were sent out earlier this month. The same spreadsheet is attached here for your convenience if you did not get it. The spreadsheets have commercial pricing in both e-only and full materials with all of the product codes.

E-only prices for upgrades and new licenses with the v8 upgrade appear here for easy reference.

Cobalt	Sept 30, 2006	Oct 31, 2006	Nov 30, 2006	Dec 31, 2006	Jan 31, 2007
v7 to v8	$775	$875	$975	$1,075	$1,275
v6, v5 to v7 to v8	$1,195	$1,345	$1,495	$1,645	$1,845
Solids, 3D+ to v7 to v8	$1,495	$1,595	$1,795	$1,995	$2,095
Graphite, 3D, 2D, Draft	$2,995	$2,995	$2,995	$2,995	$3,495

Graphite	Sept 30, 2006	Oct 1 Until Release
Graphite v7 Users to v8	$435	$495 including a *Graphite Tips &Tricks* book
Graphite v6 or prior Users to v7 and v8	$610	$695 including a *Graphite Tips &Tricks* book

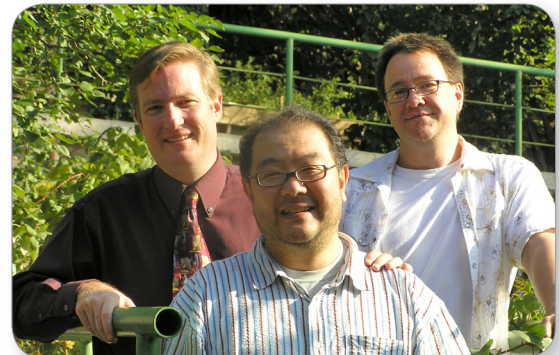| Xenon	Sept 30, 2006	Oct 31, 2006	Nov 30, 2006	Dec 31, 2006	Jan 31, 2007
v7 to v8	$575	$675	$775	$875	$975
v6, v5 to v7 to v8	$945	$1,045	$1,145	$1,245	$1,345
Solids, 3D+ to v7 to v8	$1,045	$1,195	$1,345	$1,495	$1,595
Graphite, 3D, 2D, Draft	$1,995	$1,995	$1,995	$1,995	$2,495

Visiting Kiev

Ashlar-Vellum Product Manager, Greg Morgan is in Kiev this week to work with our development and QA departments. He will be joined by Robert Bou as they work together with our teams to ensure the best implementation of new functionality within the software.

Ryuji Tanaka, from Comnet in Japan, will also be joining them as they work together on their next OEM version of Box-Graphite.

This is Greg's first trip outside North America so he's getting a great introduction to international travel. Easy on the Vodka, Greg.

Argon	Sept 30, 2006	Oct 31, 2006	Nov 30, 2006	Dec 31, 2006	Jan 31, 2007
v7 to v8	$225	$275	$325	$375	$475
v6 & Prior to v7 to v8	$395	$445	$495	$545	$645
Solids, Xe, Co to v7 to v8	$395	$395	$395	$395	$395

New license pricing for v8	Sept 30, 2006	Oct 31, 2006	Nov 30, 2006	Dec 31, 2006	Jan 31, 2007
Cobalt	$4595	$4695	$4795	$4795	$4895
Xenon	$3395	$3495	$3595	$3695	$3895
Argon	$1095	$1095	$1095	$1095	$1195
Graphite	$1360	$1425	$1425	$1425	$1425

All prices in US$.

Graphite v8 Delayed Slightly

The release date of Graphite v8 has slipped slightly, mainly because of difficulties with the

migration to X Code. Robert Bou and Greg Morgan will be working with the programmers to accelerate development and minimize delays to the customer.
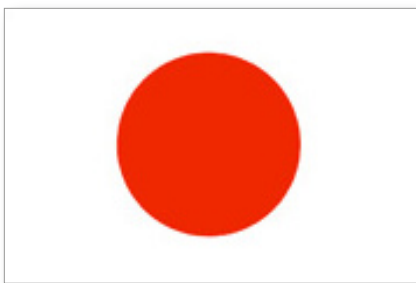
Graphite is still scheduled to have the following features:
- Updated User Interface
- Gradient Background Color
- Resizable Dialog Boxes
- Fly-out Tool Palettes
- Dockable Tool Palettes
- Mid-point Line Tool

- Universal Binary Support for the Intel Mac
- Support for File Names Over 32 Characters Long
- AutoCAD 2007 DWG/DXF Support
- Direct, Multi-sheet PDF Creation with Optional Embedded DXF and VC6
- New Installer
- Pen Style Palette

Robert Bou to Tokyo

Robert flew to Tokyo this month to work with Comnet, Ashlar-Vellum's distributor in Japan and our Japanese attorneys in preparation for our upcoming court date on October 3rd, as we defend our trade name and intellectual property infringement rights against Concept Technologies. There will be more news next month as this story unfolds.

Pen Style Palette

Graphite v8 will sport a palette for pen styles. This new palette provides quick access to the predefined pen styles found under **Pen>Style>**.

The pen styles in the palette include:
- Outline
- Visible
- Hidden
- Dashed
- Center
- Phantom
- Dimension
- Balloon
- Construction

The pen palette makes it easy to change among commonly used pen styles when drawing.

The September 12th Graphite v8 Progress Report and Feature Highlight emails to customers featured the Pen Style Palette as a way to keep customers informed of our progress toward the new release.

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Cobalt, Xenon and Argon v8 Still on Schedule

Cobalt, Xenon and Argon are still on track for release in the first quarter of 2007. The following features are slated for the v8 release, though this list is still subject to change.

Feature	Co	Xe	Ar
Conditional equations.	Co		
Feature arrays.	Co		
Real-time section profiles and cutaway views in edit window.	Co		
Enhanced rib tool.	Co		
Photo-rendered model-to-sheet views.	Co	Xe	
Non-photorealistic sketch rendering for stills and animations.	Co	Xe	
Real-time environment maps in edit window.	Co	Xe	
Graphite v8.	Co	Xe	
Real-time zebra, normal, curvature & draft check in edit window.	Co	Xe	Ar
Real-time display in 3D of imported scanned hand sketches.	Co	Xe	Ar
Direct support for imprinting profile sketches onto surfaces and solids to create surface sub-divisions.	Co	Xe	Ar
Accelerated Phong and Gouraud shading options for fly-by and walk-through animations.	Co	Xe	Ar
Accelerated Phong and Gouraud shading options for render to file.	Co	Xe	Ar

Feature	Co	Xe	Ar
Photo-realistic environment maps for stills and animations.	Co	Xe	Ar
Photo-realistic sunlight (from location and date/time) for stills and animations.	Co	Xe	Ar
Photo-realistic florescent lights and area lights for stills and animations.	Co	Xe	Ar
Enhanced arrow and move tools that directly move faces and edges in solids without using the specialized local face tools.	Co	Xe	Ar
Photo-realistic material changes displayed in real time in the edit window.	Co	Xe	Ar
Spacemouse-device support (Mac).	Co	Xe	Ar
Multiprocessor photo-realistic rendering & animation on OS X.	Co	Xe	Ar
Direct, multi-sheet .pdf creation with optionally embedded .co/.xe/.ar and export files.	Co	Xe	Ar
Updated interface with dockable tools and palettes.	Co	Xe	Ar
New installer.	Co	Xe	Ar
Universal binary support of the Intel Mac.	Co	Xe	Ar

Multi-sheet PDF with Embedded Files in Cobalt, Xenon & Argon v8

In August we announced multi-sheet PDF's with embedded DXF and VC6 files for Graphite v8. Similar capabilities are also in development for Cobalt, Xenon and Argon v8.

It's well known that CAD and 3D modeling files do not archive or email well, and PDF files don't allow further editing or manufacturing.

Using v8 of Cobalt, Xenon or Argon you can now create multi-sheet PDFs directly from within the program and embed native Ashlar-Vellum files along with DXF, SAT, STL or other useful file formats, directly in the PDF.

CAD files are difficult to email as some email systems change them to a text file. You can never be sure what your drawing will look like from one computer to another. They also make lousy archive files because there's no way to embed system-specific features such as line styles, text fonts and hatch patterns.

PDFs email easily. They accurately reproduce fonts, line styles and patterns, but allow no access to manipulate the source data for editing, printing or manufacturing.

Now in v8 you'll be able to create multi-sheet PDFs drawn from the same file. Optionally embed an

Ashlar-Vellum, and a DXF, SAT, or STL export file directly in the file. Everything for an entire project can be emailed safely, displayed accurately, manufactured precisely and archived conveniently.
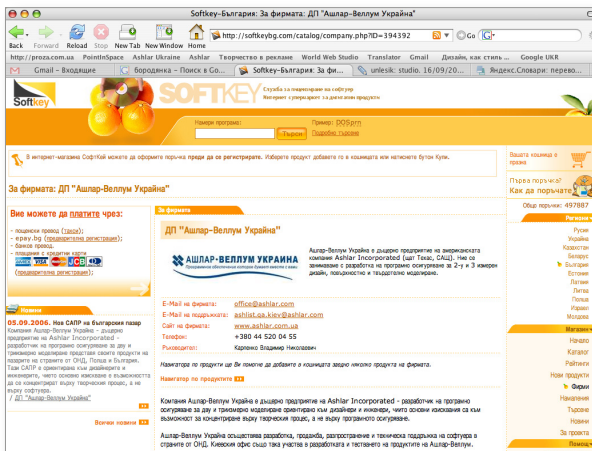
Use Adobe Acrobat to further enhance your file, inserting and replacing pages, commenting and marking changes or tracking revisions.

Ashlar-Vellum in Bulgarian Press

Ashlar-Vellum Ukraine has successfully placed information about our company and products in the Bulgarian media through our Ukrainian reseller Softkey. Visit their website at
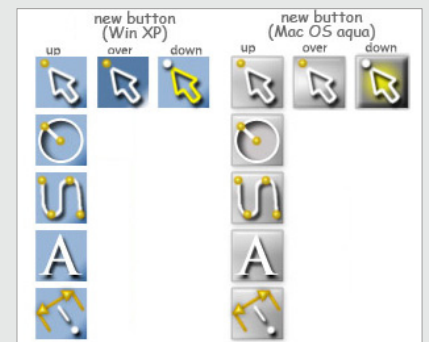
http://www.pressboard.info/pressboard//Preview.aspx?articleid=46968.
What, you don't read Bulgarian? You'll still recognize the company logo even in Cyrillic.

New Icons in Development for Graphite v8

The v8 release of Graphite will feature a complete facelift to the user interface. Here is a sneak preview of the new look for a few of the icons on both the Windows and Macintosh platforms.

Meet our Communications Team

Do you ever wonder who creates all the beautiful graphics, programs the website, designs new icons, keeps track of customer images, and lays out all those newsletters and success stories at Ashlar-Vellum? Do you wonder how the manuals get updated? Let me introduce you to the team that does that:

Marketing Support

Tatyana Zavyalova leads our marketing support team in Kiev. She is also majorly responsible for the website and does most of the power lifting necessary for complex revision on the site. Tatyana is a recent graduate of Kiev Polytechnic Institute with an advanced degree in Automation and Computer Science. She likes science fiction and fantasy, collects match books and loves the Mac's apple logos.

Maria Bondarenko is primarily responsible for our Digital Asset Management project, which catalogs the thousands of graphical assets in a database. Maria is also a recent graduate of Kiev Polytechnic Institute with an advanced degree in Automation and Computer Science. Maria brings an infectious enthusiasm to her work. She loves animals and sports, and has lived in Kiev all of her life.

Yuliya Leonova comes from Rovenskaya region of the Ukraine. Currently a student of cybernetics at the Kiev National University, she works for us part time doing graphic design, web development and marketing support. She loves to read, play tennis and swim.

Kseniya Filatova works for us as a graphic designer while she is finishing her degree at the Institute of Decorative and Applied Art and Design in Kiev. She likes to hike and travel throughout the Ukraine with her friends via train, visiting museums, exhibitions and places of interest.

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Documentation

Galina Ovsyanko is our Framemaker expert, working on all of our user documentation. She not only teaches English to our team in Kiev, she also uses her skills for initial editing as she works with Julie Bou and Greg Morgan on all of our manuals. She loves music, botanical gardens, and most importantly, watching her young daughter grow.

Dmitriy Bondarev is a native of Cherkassy, Ukraine. He is fluent in French and English and is currently translating our documentation into Russian. He is studying for his second master's degree in international economics, graduating in the autumn of 2006. Dmitriy is an amateur radio operator, listening to short-wave transmissions around the globe.

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Julie Bou's many years of experience as a professional writer and communicator are used every day at Ashlar-Vellum. As Vice President of Communications she supports Robert as an officer of the company but mostly leads the company's many communications initiatives. Julie studies Italian language, food and wine, and hopes to someday live with Robert in Umbria, Italy for a few years.