



Ondersteuningsbeleid en commerciële modellen van Bentley – wat betekent het voor de gebruikers?

Slavco Velickov, Bentley Systems
15 juni Amsterdam



Agenda

- 1. Connected gebruikers en Connect Licensing**
- 2. EVD 2.0 (earned value discount)**
- 3. End of life van bepaalde Bentley-producten en het ondersteuningsbeleid**
- 4. Nieuwste Bentley ontwikkelingen en overnames in algemeen**
- 5. “Back to Work” Conclusie**



LUKE AIKENS



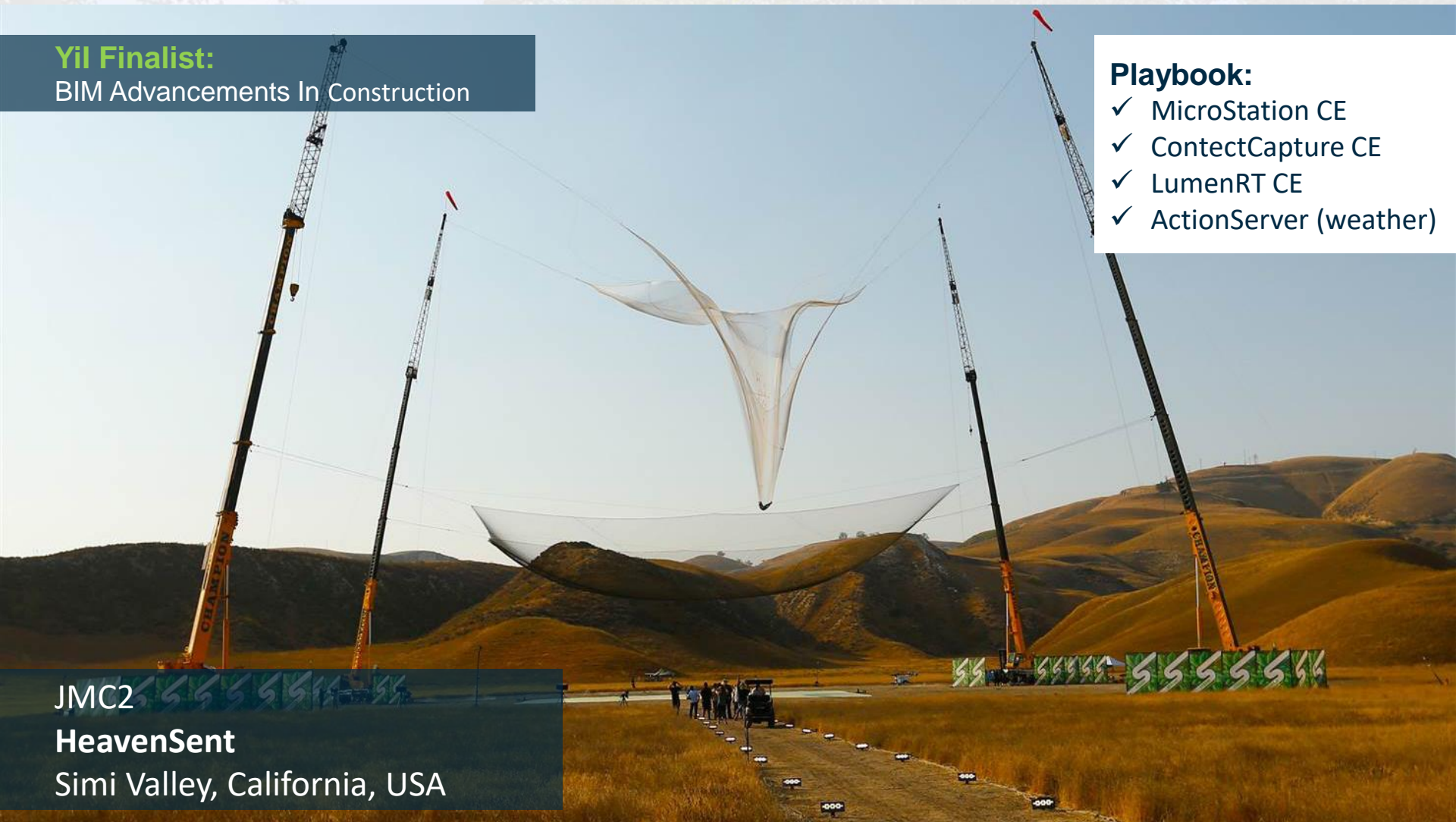
Yil Finalist:

BIM Advancements In Construction

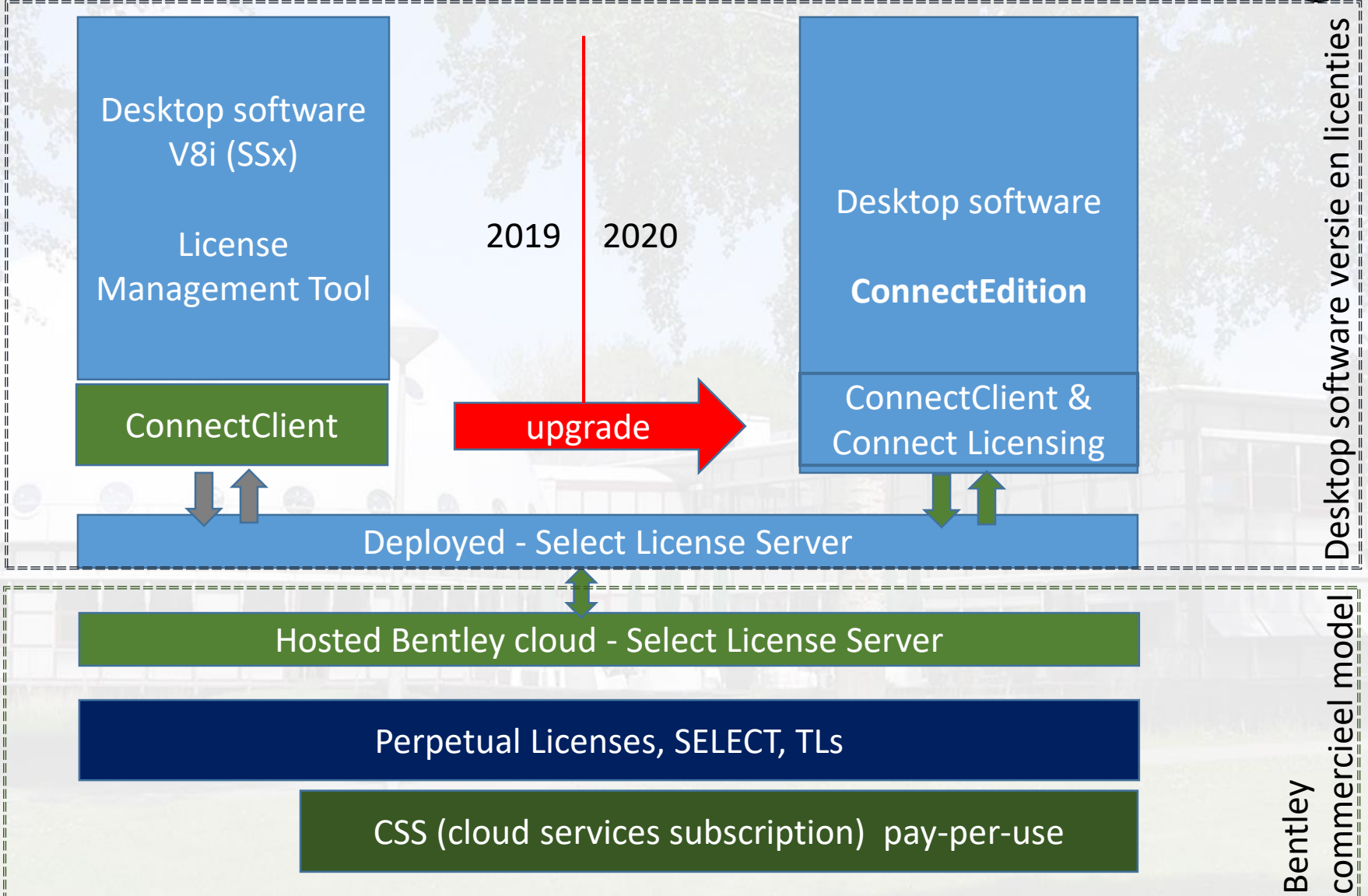
Playbook:

- ✓ MicroStation CE
- ✓ ContectCapture CE
- ✓ LumenRT CE
- ✓ ActionServer (weather)

JMC2
HeavenSent
Simi Valley, California, USA



ConnectClient & Connect Licensing



Desktop software versie en licenties

Bentley commercieel model



Earned Value Discount (EVD)

- Met de EVD krijgen alle klanten in de toekomst een korting op hun Bentley-licenties en abonnementen
- De EVD bestaat uit drie verschillende componenten:
 1. softwarevolume
 2. Conncted gebruikers en gebruikte CE versies
 3. bedrijfslicentie-abonnement (ELS)

WHAT ARE THE
3 EVD
COMPONENTS ?

VOLUME
(UP TO 27.5%)

ELS
(UP TO 12.5%)

VERSION
(UP TO 10%)

=

**EARNED
VALUE
DISCOUNT**
(UP TO 50%)



SAVINGS WITH CONNECT Edition AS EASY AS...

1

SIGN IN

Register in User Management and sign in to the CONNECT Client

2

UPDATE SOFTWARE

Implement the latest version of Bentley's CONNECT Edition software

3

SAVE UP TO 10%

Save up to 10%: the more CONNECT Edition applications you use, the more you save



SIGNING IN IS ALSO AS EASY AS ...

1

Register Users Into
User Management



OPTION 1
Bulk
Register
Users

OR



OPTION 2
Register
Users
Individually

2

Deploy The
CONNECT Client



OPTION 1
Silent
Bulk
Installation

OR



OPTION 2
Install
Users
Individually

3

Users
Sign In



VISIT OUR
ADMINISTRATOR'S
RESOURCE CENTER!

Desktop Applications

Desktop Applications Support Policy

For SELECT, Term License, and ELS Subscribers

The tables below show the support status and support services for all versions of Bentley applications.

SUPPORT STATUS	CONTINUOUS SUPPORT	FULL SUPPORT	EXPIRING SUPPORT	SUPPORT DISCONTINUED
CONNECT Edition	■			
V8i (Latest SELECTseries) Refer to Latest V8i Applications SELECTseries		■	As of January 1, 2020 Revised from July 1, 2019	As of January 1, 2021
V8i (Earlier SELECTseries)		■	As of July 1, 2019	As of January 1, 2020 Revised from July 1, 2019
V8, XM, 2004, ...				■

ProjectWise / AssetWise support policy

ProjectWise Support Policy

For SELECT, ELS, and CSS Subscribers

The tables below show the support status and support services for all versions of ProjectWise servers and services.

SUPPORT STATUS	CONTINUOUS SUPPORT	FULL SUPPORT	EXPIRING SUPPORT	SUPPORT DISCONTINUED
CONNECT Edition	■			
V8i (Latest SELECTseries) Refer to Latest V8i Servers and Services SELECTseries			■	As of October 1, 2019
V8i (Earlier SELECTseries)				■
V8, XM, 2004, ...				■

License Administration Support Policy

BENTLEY SUPPORT POLICY

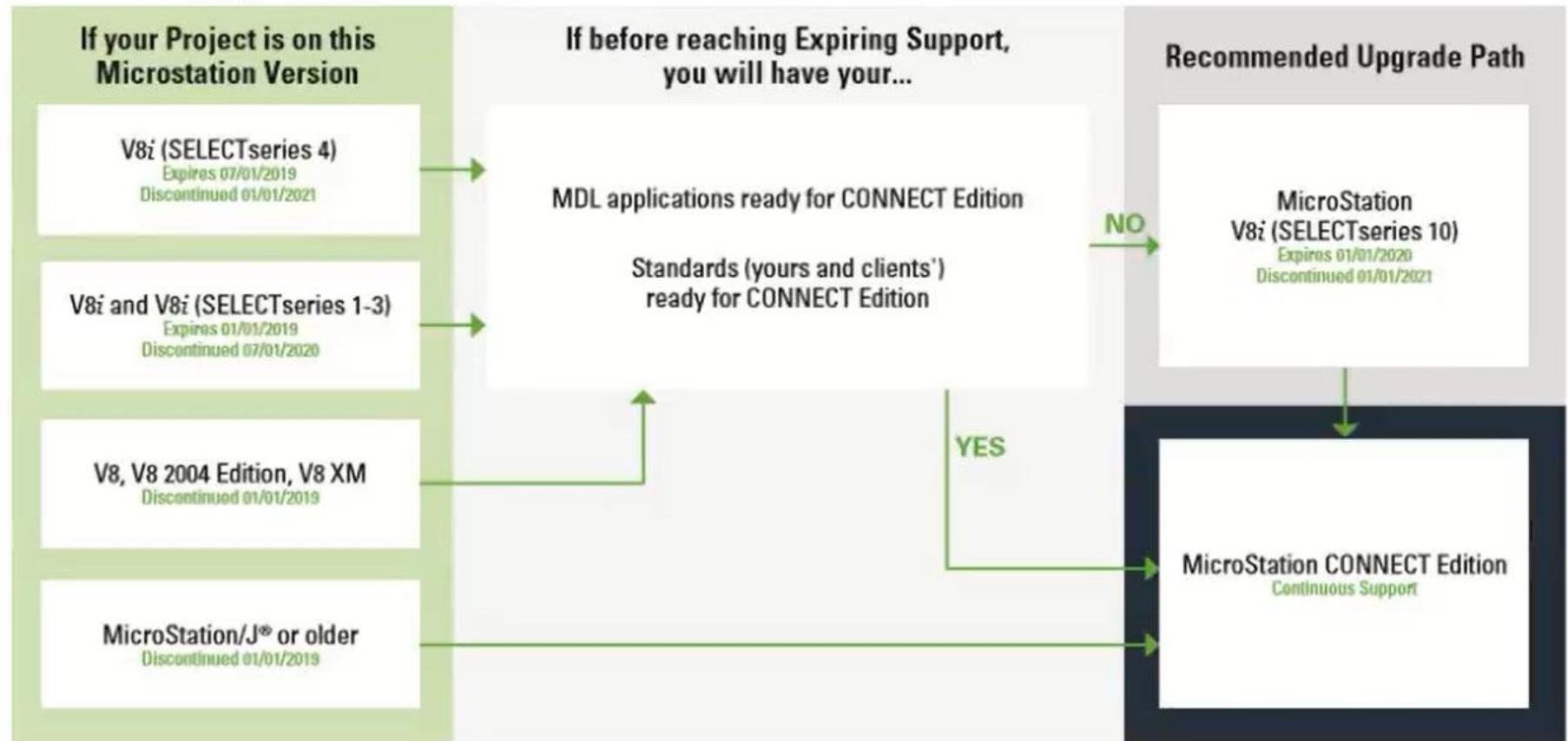
License Administration Services Support Policy

The tables below show the support status, support services, and capabilities for *License Administration Services*.

SUPPORT STATUS	CONTINUOUS SUPPORT	FULL SUPPORT	EXPIRING SUPPORT	SUPPORT DISCONTINUED
CONNECT Licensing	■			
SELECTserver (Hosted)		■	As of July 1, 2019	As of January 1, 2021
SELECTserver (On Premises)		■	As of July 1, 2019	As of January 1, 2021



Plan your Upgrade to MicroStation CONNECT Edition





Upgrade opties

1. Doe het zelf, instructies op:
<https://www.bentley.com/en/perspectives-and-viewpoints/topics/campaign/micrystation-connect-adoption>
2. Bentley consultants inschakelen
3. Bentley partners inschakelen (PeopleGroep, SolvH, J-Con, Studio 4D, enz)



Onze recente ontwikkeling en nieuwe acquisities



Infrastructure Digital Twins



The Gemini Principles

Digital twins of physical assets are helping organisations to make better-informed decisions, leading to improved outcomes.

Creating an ecosystem of connected digital twins – a national digital twin – opens the opportunity to release even greater value, using data for the public good.

This paper sets out proposed principles to guide the national digital twin and the information management framework that will enable it.

Centre for Digital Built Britain
Jan 28, 2019

<https://www.cddb.cam.ac.uk/Resources/ResourcePublications/TheGeminiPrinciples.pdf>



The Gemini Principles

Doelstelling:
moet een
duidelijk doel
hebben

Public good
Must be used to
deliver genuine public
benefit in perpetuity

Value creation
Must enable
value creation
and performance
improvement

Insight
Must provide
determinable insight into
the built environment

Vertrouwen:
moet
betrouwbaar
zijn

Security
Must enable security
and be secure itself

Openness
Must be as open
as possible

Quality
Must be built on data of
an appropriate quality

Functie:
moet effectief
functioneren

Federation
Must be based on a
standard connected
environment

Curation
Must have clear
ownership, governance
and regulation

Evolution
Must be able to adapt
as technology and
society evolve





ContextCapture





Project Digital Twins



Project Digital Twins

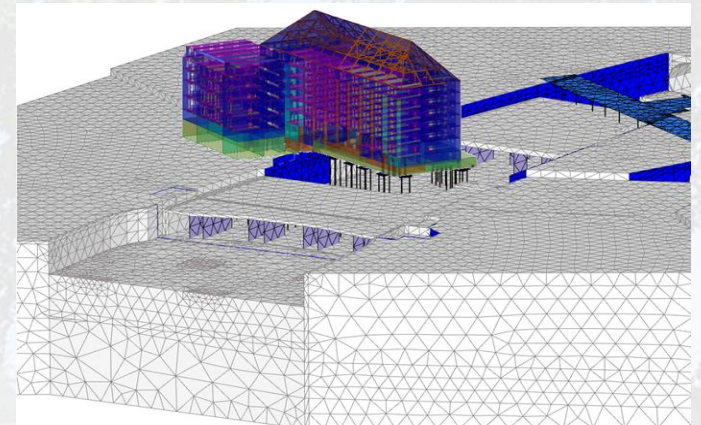
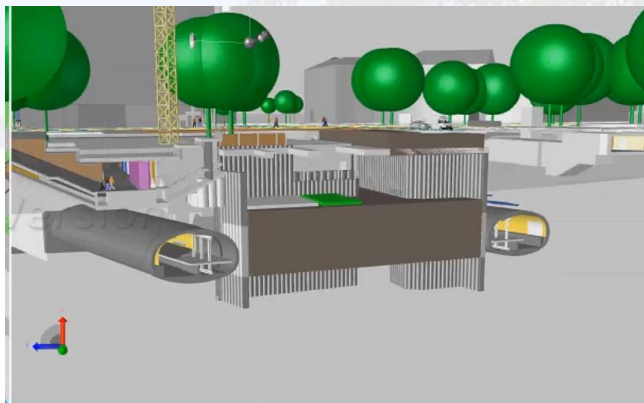
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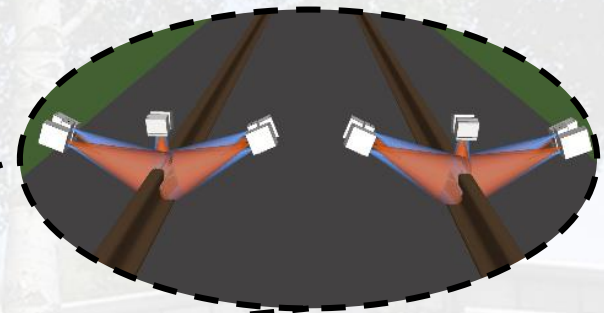
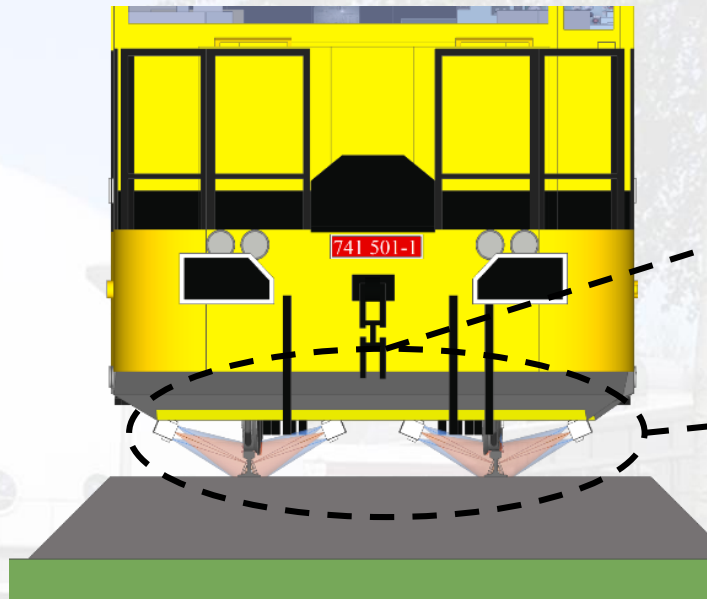



The Costain Group | Thameslink London Bridge Station

PROJECT	Redevelopment of London Bridge Station ensuring the station remains fully operational
SOFTWARE	ContextCapture Scalable, Geo-referenced 3D Reality Model
OUTCOME	Minimised on-site work, maximised capture Time saved and Safety improved



Project Digital Twins



LEGIION
SCIENCE IN MOTION

SYNCHRO
SOFTWARE

PLAXIS

AIWORX



ContextCapture



LumenRT



DEUTSCHER TECHNOLOGIEDIENST
Innovation. Information. Kooperation.



Resilience Digital Twins



Resilience Digital Twins: Levee and Dam Analysis

AGENCY9



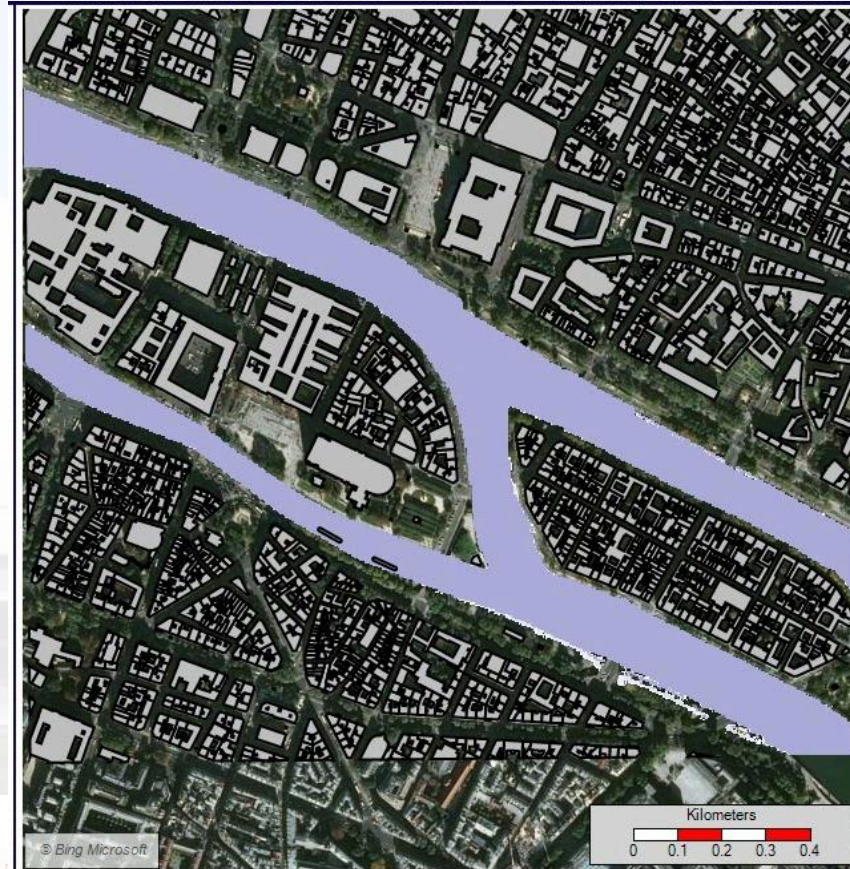
Developing Storm | Part 5

Officials patched and prayed while pressure built on Houston's dams

By Mihir Zaveri



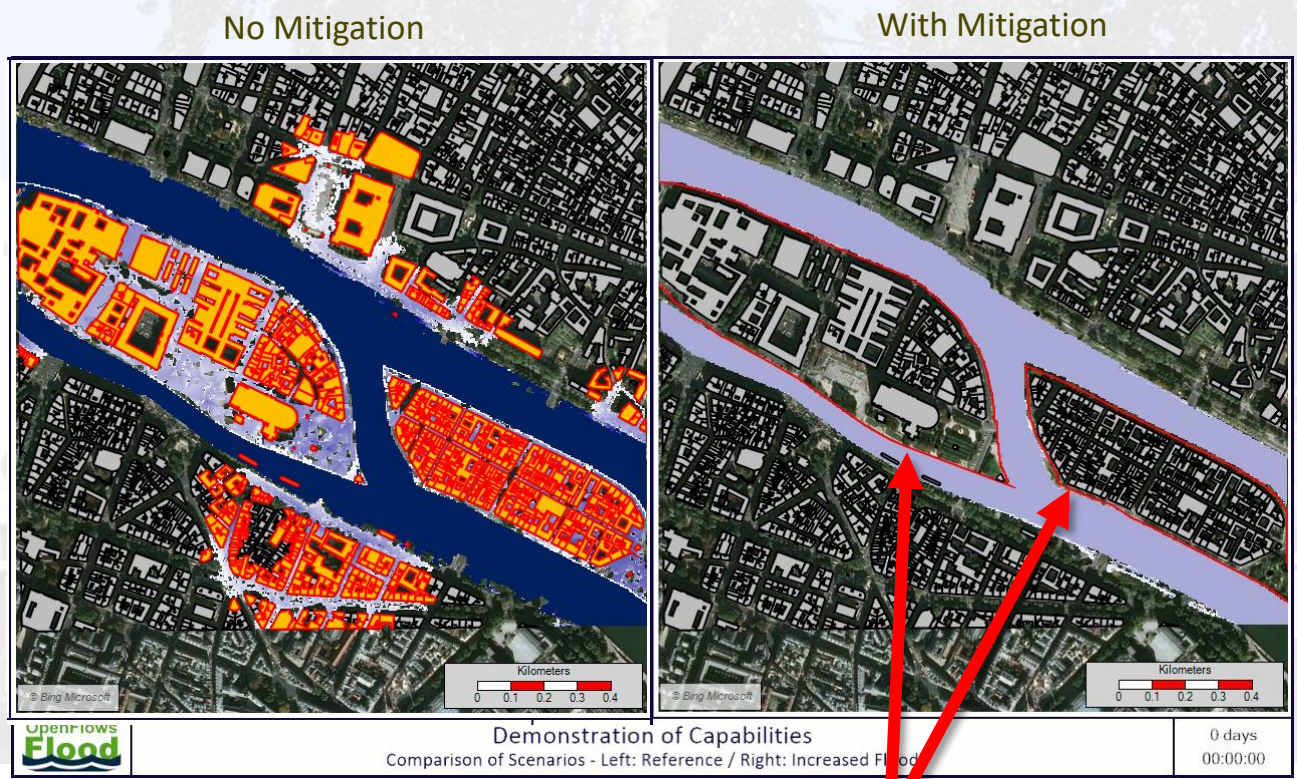
Resilience Digital Twins: Flood Impact and Remediation





Resilience Digital Twins: Flood Impact and Remediation

- AGENCY9 ✓
- ACTION Modulers ✓
- SOILVISION
- AIWORX
- LumenRT
- ContextCapture ✓



Flood Barriers



Resilience Digital Twins: Flood Impact and Remediation

-  ✓
-  ✓
- 
- 
-  ✓
-  ✓





Resilience Digital Twins: Flood Response

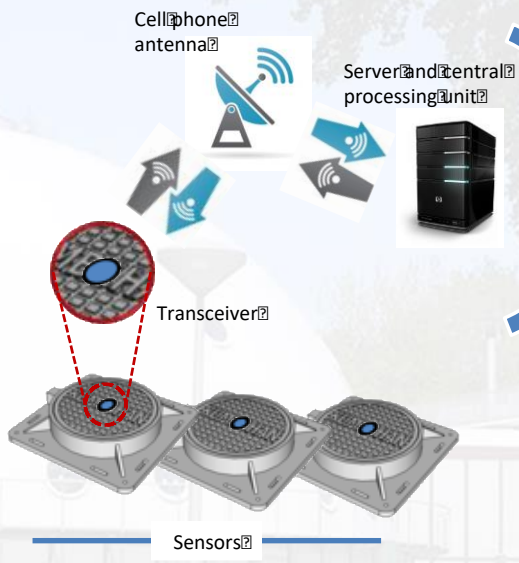
- AGENCY9 ✓
- ACTION Modulers ✓
- SOILVISION
- AIWORX ✓
- LumenRT ✓
- ContextCapture ✓







Resilience Digital Twins: Flood Response

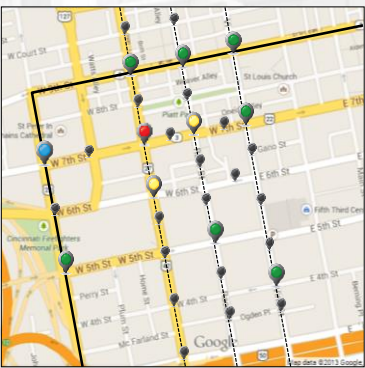
-  ✓
-  ✓
- 
-  ✓
-  ✓
-  ✓





- 
 - Command Center
 - Access to remote users
- 
 - Smartphone
 - Tablets



Sewer monitoring system



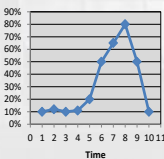
Alert log




Manhole ID	Level	Map
00101	65%	
00102	45%	

Information

Manhole ID	00125
Level	15%
Latest update	22-Aug-2013 17:55
Battery	45%
Coordinates	39.1000° N 84.5167° W
Status	On

Level vs time





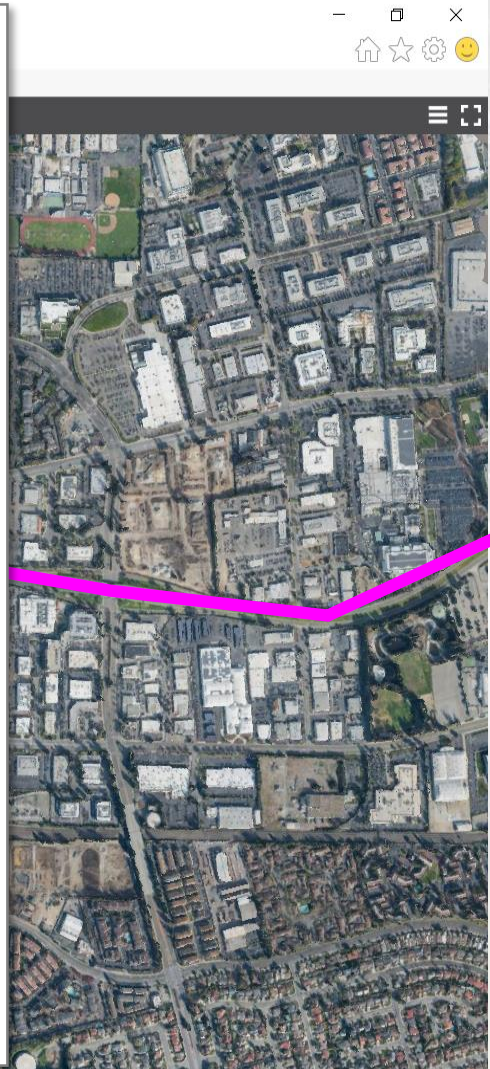

Browser address bar: http://104.197.28.85/SunnyVale3D/#%2F
Menu: File Edit View Favorites Tools Help
Page title: SunnyVale_v01

Storm Drain Condition Assessment Report

200-400 Block Matilda Ave. Sunnyvale

Survey date: 180202
Report date: 180207

		<p>SD 326 Matilda E. Surveyed: 180202 Condition: Poor WO Issued: 180210 Completed: No</p>
		<p>SD 321 Matilda W. Surveyed: 180202 Condition: Fair WO Issued: 180210 Completed: No</p>
		<p>SD 336 Matilda W. Surveyed: 180202 Condition: Good WO Issued: Completed:</p>



- Options:
- Zoom to identified area
 - Show flood risk areas
 - Show affected networks
 - Perform flood analysis
 - Search for local video
 - more...
 - Condition R





Browser interface showing navigation icons (back, forward, refresh), address bar with 'acute3d', and menu options (File, Edit, View, Favorites, Tools, Help). The page title is 'SunnyVale_v01'.

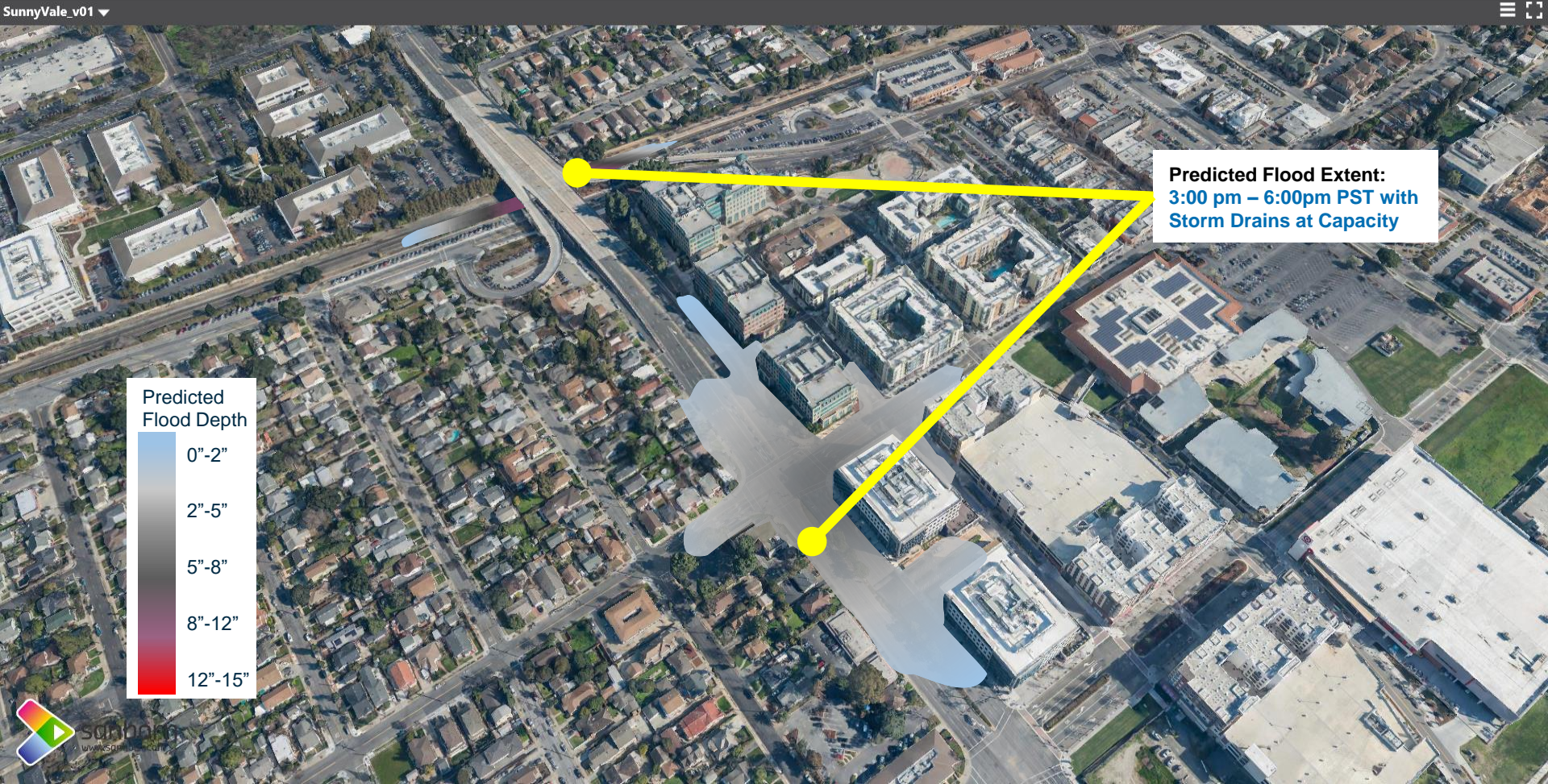


Predicted Flood Extent:
3:00 pm – 6:00pm PST
with Storm Drain Blockage

Predicted Flood Depth

0"-2"
2"-5"
5"-8"
8"-12"
12"-15"







Performance Digital Twins

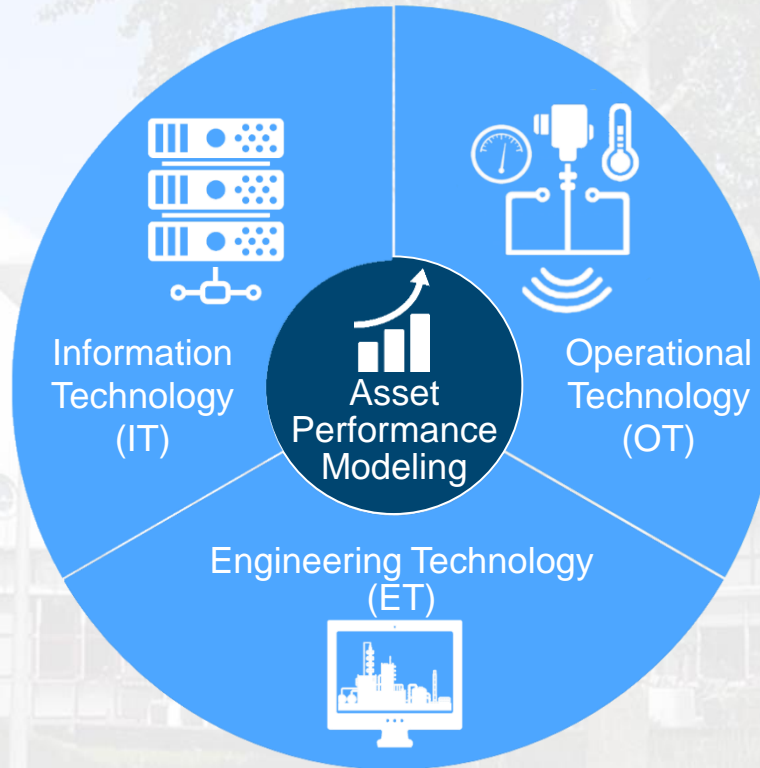


Performance Digital Twins



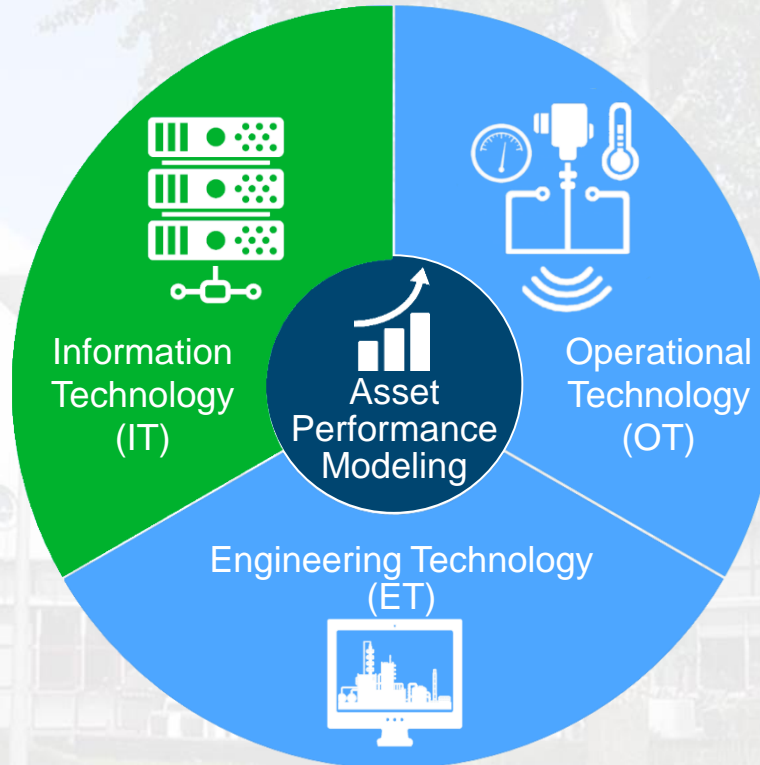


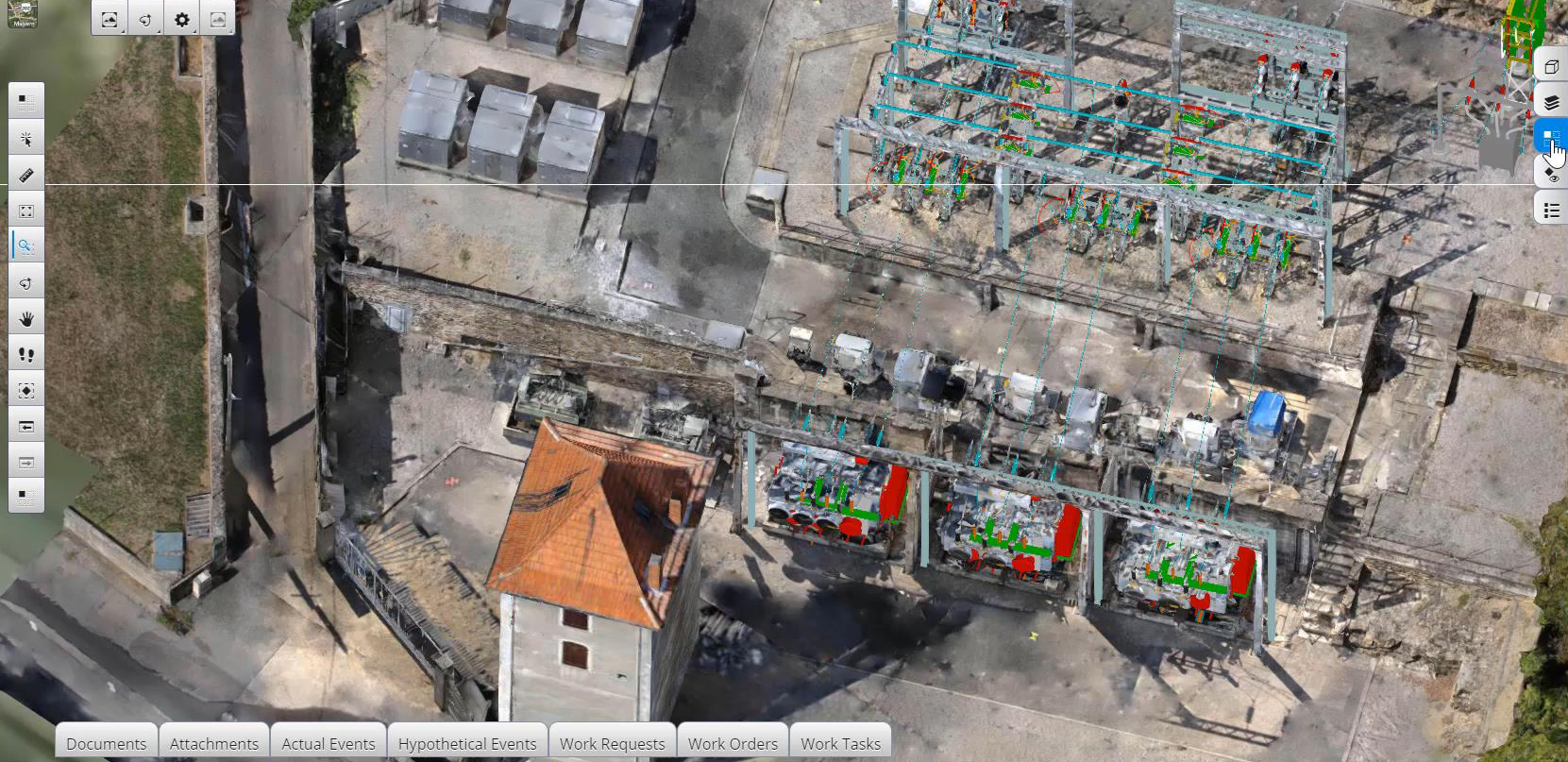
Performance Digital Twins





Performance Digital Twins





Select the Filter

- Mapped Elements
- By Class Name
- Defect Priority
- Actual Events
- Defect Locations
- Operational Status
- Assets In Alarm

- Documents
- Attachments
- Actual Events
- Hypothetical Events
- Work Requests
- Work Orders
- Work Tasks



Smart Cities Digital Twins



Smart Cities Digital Twins

AGENCY9

AIWORX

SignCAD



ContextCapture

LEGION
SCIENCE IN MOTION



LumenRT



AGENCY9

ACTION
Modulers

ACE
enterprise
SLOVAKIA

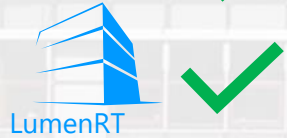
SYNCHRO
SOFTWARE

PLAXIS

SOILVISION



Smart Cities Digital Twins: Mobility





Smart Highway Digital Twins

We're focusing on optimizing integrated solutions
Connecting the Real World with vehicle development

SIEMENS
Ingenuity for Life

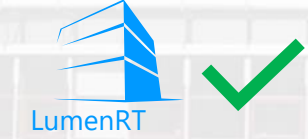


Bentley ContextCapture and
LumenRT with Simcenter TASS



Connected vehicles
Connecting car, driver and infrastructure

Page 10





Smart Cities Digital Twins: Urban Planning



ContextCapture

LEGIION
SCIENCE IN MOTION



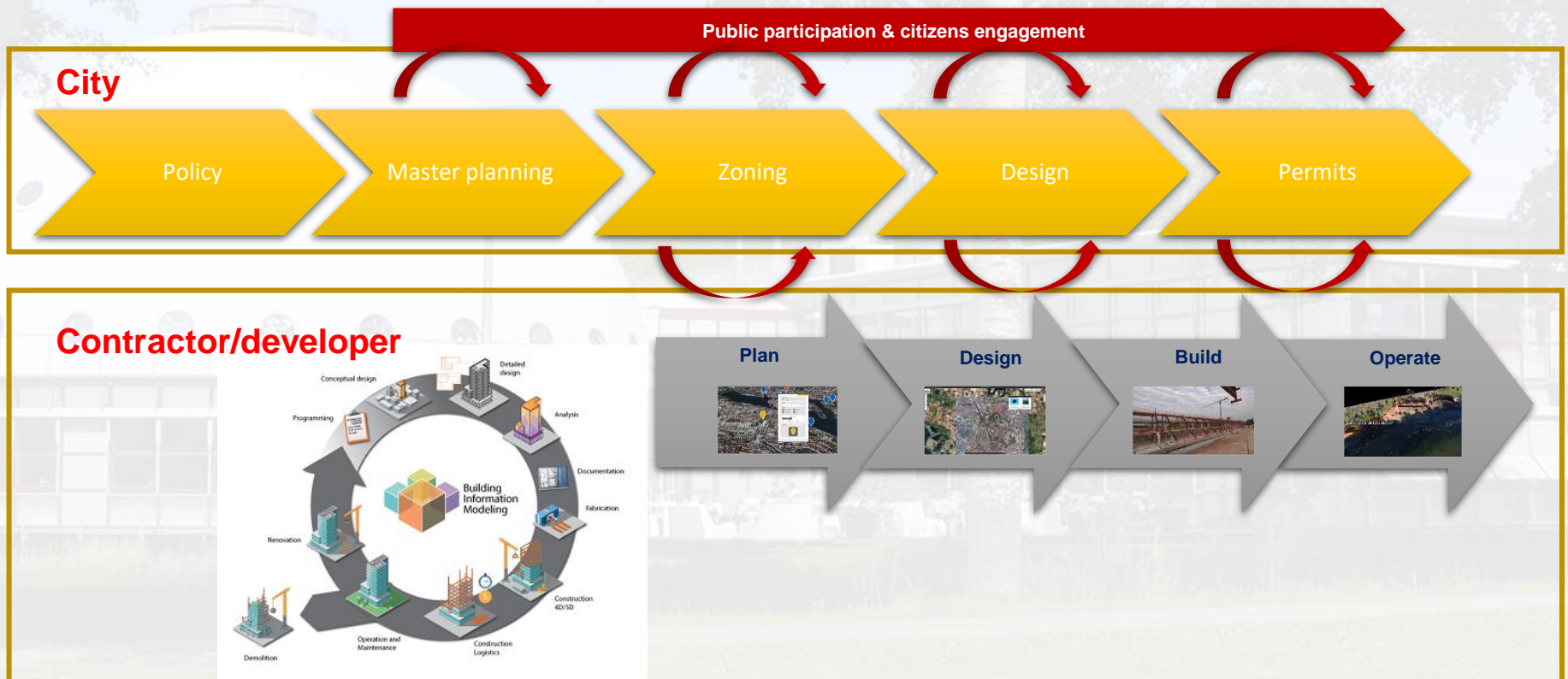
LumenRT

AGENCY9





Digital workflow in planning process





Bentley Digital City solution example

Reality Modeling
ContextCapture

Design
MicroStation
ConceptStation
OpenRoads
OpenRails
ProjectWise

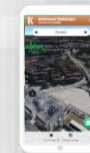


OpenCities Planner

Asset & GIS
OpenCities Map
AssetWise

Simulation
LEGION
OpenFlows FLOOD

Team, Stakeholder, Citizens





Helsinki

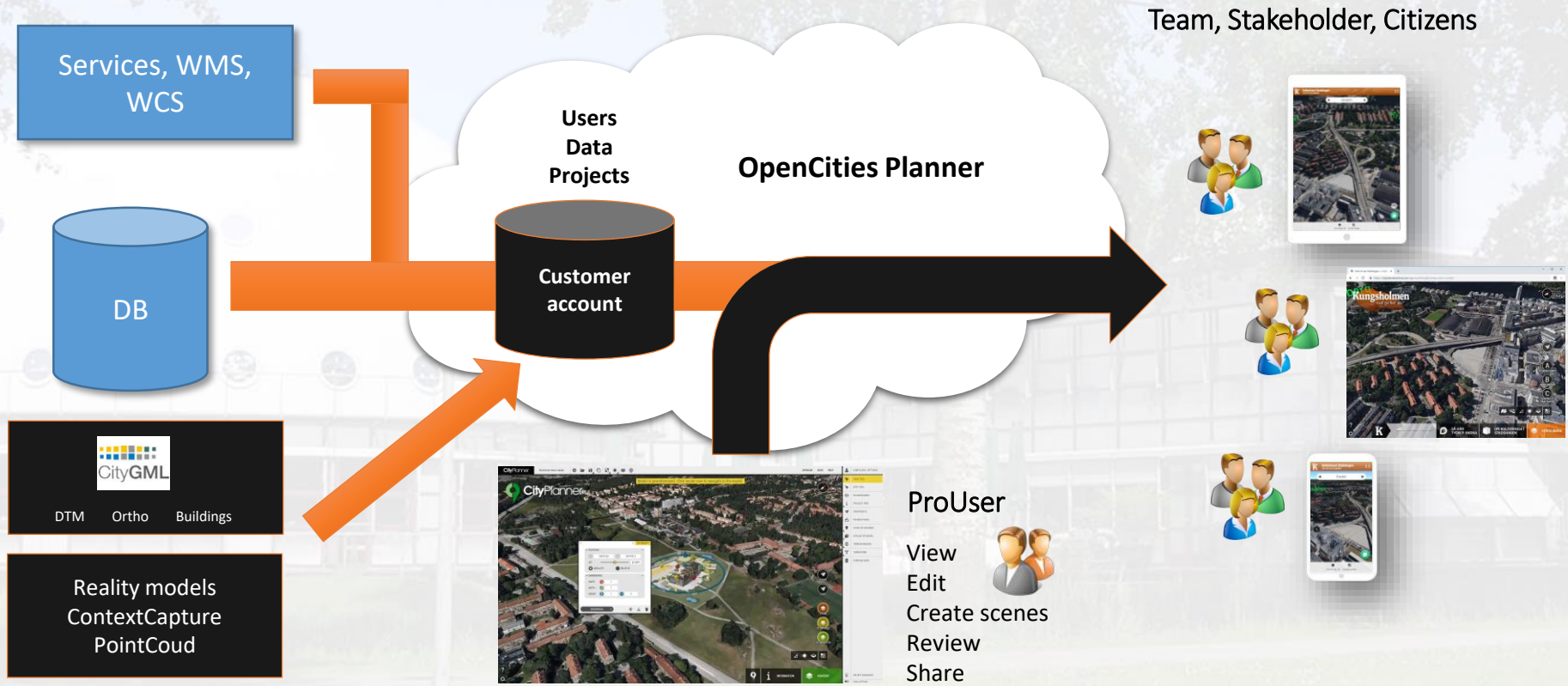


KALASATAMA



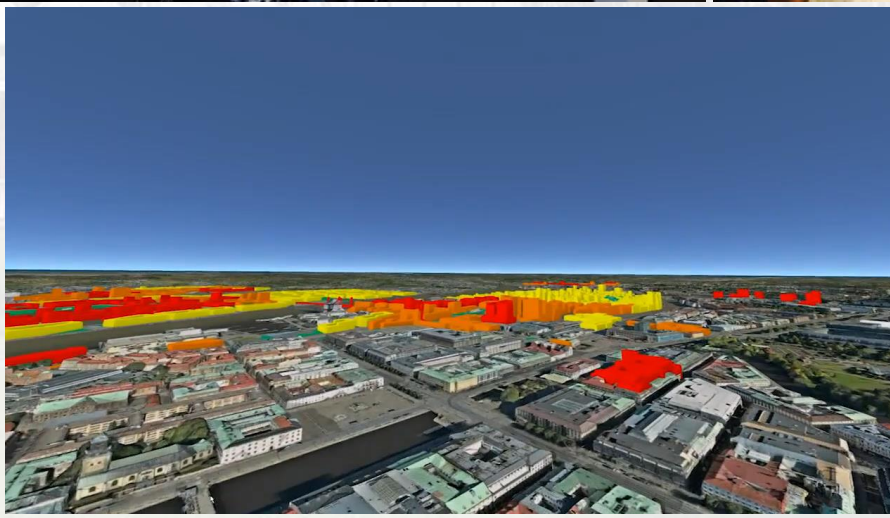


OpenCities Planner cloud





Gemeente ruimtes, evenementen, VR ervaring





Conclusie

“Back to Work” (tot het einde van het jaar) =

1. Zorg dat de gebruikers geregistreerd en verbonden zijn
2. Upgrade desktopapplicaties naar CE-versie
3. Kom in aanmerking voor een EVD-korting bij de volgende contractverlenging
4. Upgrade ProjectWise naar CE met CSS betaalmode
5. Overweeg Select + CSS als een kosteneffectieve optie voor softwarebetaling (pay-per-use)
6. Plan uw Cloud-strategie:
 - (i) on premise
 - (ii) Bentley cloud of
 - (iii) hybride
7. Digital Twins & Steden (van 2D naar 3D en meer)



Dank voor uw aandacht

Email: Slavco.Velickov@bentley.com