CYCO INTERNATIONAL

CycoDELIC

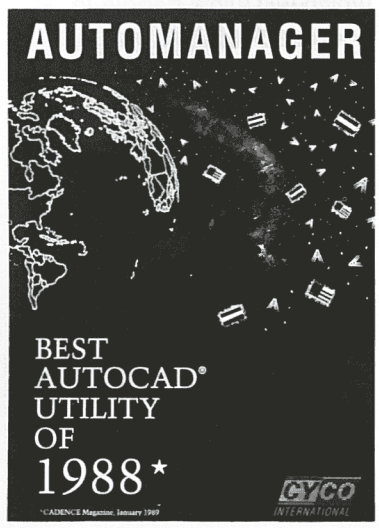
March 1989
Volume I, Number 1

AutoManager: Utility of the Year 1988

1989 started with a nice surprise for Cyco . In the January issue of *Cadence* magazine, AutoManager was chosen as the Utility of the Year. The magazine stated, "Paging through the drawings is a tremendous time saver." We agree! This was the whole reason why AutoManager was invented.

Cyco Automation, our parent company located in Holland, initially had 40 networked workstations. However, it was impossible to categorize any of our large drawings. Such a task would take weeks. Eventually, our frustration drove us to develop AutoManager, which allowed us to easily browse through drawing files. AutoManager also provided us with a way to quickly look at blocks and layers and perform housekeeping functions such as copying, renaming and deleting.

Cyco International is honored that AutoManager was able to catch the attention of the *Cadence* magazine writers for their "The Best of 1988" awards. Our goal for 1989 is to introduce AutoCAD users around the world to AutoManager, because experience shows: Once you view AutoManager, it's love at first sight.



Cyco announces new products

AutoManager ADI and ACAD Release 10 Support for All Products

By Rick Jones
Dealer Manager

Cyco announces the release of AutoManager ADI. The long-awaited version which supports graphics cards using ADI 3.1 and 4.0 is shipping. The high-resolution monitors and the graphics cards in which customers have invested thousands of dollars are supported, and users now get the same high resolution graphics they expect from their AutoCAD systems.

AutoManager for CGA, EGA and VGA monitors is a separate and distinct product from AMADI. For customers who already have AutoManager 2.04 or lower and would like to have full use of their high resolution monitors, there is a $49 conversion fee.

AutoSave 2.01, for ACAD version 10, is also available now. In addition to recovering more types of errors, AutoSave 2.01 can be used to translate AutoCAD version 10 drawings down to version 9 drawings. The update from the lower versions of AutoSave to 2.01 is free.

Customers can update their software by sending in the registration card included with Cyco software. As Cyco comes out with updates for AutoManager, AutoSave, and our other software programs, the details of new features are sent out along with any new product information. A ten dollar shipping and handling fee is requested and needs to be returned with the update form. At that point, the software will be sent directly to the customer.

New products to be released soon include AutoDump (Print AutoCAD and AutoManager drawings directly from the screen), The Flying Dutchman 5.0 (Transfer data even faster using point and shoot capability), and an AutoCAD/ database file management system. Look for these in the near future.

Cyco Travel Log

TO RUSSIA WITH CAD

By Valleau Hopkins

We've all heard the news about long lines for bread and vodka in the Soviet Union, but long lines for SOFTWARE?

The stories we have heard about what goes on behind the Iron Curtain have certainly not been favorable over the past few decades, so when Vincent Everts, president of Cyco International, recently traveled to Moscow, he was indeed surprised with what he saw.

Vincent traveled to Moscow in November to attend the first-ever Auto- -CAD® expo in the Soviet Union. Cyco International was the only U. S.-based software company invited by Autodesk to participate in the Expo.

Not quite knowing what to expect on his trip, Vincent was delighted and a bit taken back when on the first day of the Expo, he encountered a crowd of computer enthusiasts.

"A crowd of 600 people were waiting for the show's nine o'clock opening. People poured in and took everything on the tables. Autodesk lost 12 copies of the book *Customizing AutoCAD* before they realized what was happening."

According to Vincent, the Soviets are increasingly buying western software and computer gurus are becoming more and more visible on the streets of Moscow. Vincent found the Soviets he met with to be very well-educated and certainly computer literate.

"The Russians are intelligent, educated people who are eager to learn and to change. They are equally eager to earn hard currency by getting their software, which is very high quality, into the U. S. market."

Vincent noted, however, that the Soviets are well aware that some aspects of their society and technology are one generation behind. "They have the infrastructure--the factories, the trains, the planes--to make it happen, but what they currently lack is the operational management to motivate people, to think on a commercial basis, and to design the product to sell."

Up until now most computer users have managed, by legal and illegal means, to get their hands on almost any software that they needed. Now, however, new copyright laws have been established to reduce the amount of illegal copies circulating. Vincent says, "there are more than 15,000 illegal copies of AutoCAD programs floating around the Soviet Union." The new laws will definitely allow more software manufacturers from the West to distribute their products in a legitimate, business-like fashion."

While in Moscow, Cyco met with Quest Automation. Quest has been established in the Soviet Union for 15 years and has annual trade with the Soviets totaling $20 million. Quest and Cyco are now exploring the possibility of distributing Cyco software in the Soviet Union in the near future.

As for life in general in the Soviet Union, Vincent had a few amusing stories to tell that describe the present atmosphere in that country.

"At the end of our fifth day in Moscow, we decided to go shopping on Gorki Street. We saw a big crowd gathering in front of a building and hurried over, thinking this may be a political demonstration. The people were all dressed up and waiting for --- Walt Disney's *Snow White and the Seven Dwarfs*. Unbelievably funny!"

In another amusing incident, the day before Vincent left the Soviet Union, a newspaper cartoonist drew a picture of Gorbachev hanging from a tree with a rope around his neck. Immediately, the censors shut down the newspaper for insulting the government. However, on the following day the paper was allowed to reopen and the censors were fired!

"I was struck by the difference between what I saw and my expectations. The Russians discussed the changes in their country openly and intensely; in doing so, they complained so much about the government and bureaucrats that for a moment, I thought I was back in the States!"

Vincent and Autodesk invade Red Square.

Soviets line up for Auto CAD Expo Moscow '88.

Editorial

Cycodelic? Psychedelic? Seecodelic? Since starting Cyco International in May 1988, I have made every effort to get those of you in the United States to pronounce Cyco as SEE-CO. " Cy" is short for Cybernetics and, of course, "Co" is short for Computers. Well, "psycho" seems to be the obvious conclusion yet, in Holland we pronounce Cybernetics as "See-bernetics." I've finally given up, however, trying to teach you folks Dutch pronunciation, so from here on out I'll try to make the most of it.

When I started Cyco International in May 1988, with one computer and a suitcase, I didn't dream of some of the things that I would encounter here in the United States.

Two of my first products marketed in this country were AutoManager and AutoSave, both created in Holland by my company, Cyco Automation. In April 1988, I had decided that the usefulness and quality of the programs were good enough to market abroad. I was confident that I could make the USA enthusiastic about Cyco software!

When I landed in New York, though, and the whole country was laying before me and seemed so massive, there were moments when I thought,"Is this really going to work?" But, shortly after arriving, I introduced AutoManager and AutoSave to Autodesk, and they immediately send me on the first plane to Chicago to attend the AEC convention.

I was grateful for the support those folks at Autodesk gave me in the very beginning, and I am still grateful for their ongoing support. The show in Chicago was a great success and our 10 x 10 booth was packed!

There is nothing more exciting than running around in another country and seeing that people actually like the products you've created on the other side of the ocean.

After the Chicago show, I hired one full-time staff member and began advertising in *Cadence* and *Cadalyst*. Slowly, I added employees and started to build my dealer network.

Having been a dealer myself for a long time, I knew that to make my company grow, I would need qualified dealers who would be close to my customers and be able to answer questions and provide customer and technical assistance. Good dealers are the best guarantee for success.

We now have over 650 dealers around the country, so every person interested in our products should now be able to find a Cyco dealer in their town.

One of Cyco International's goals is to fill in the gaps in the AutoCAD market. Companies such as Autodesk, who have started a complete market and are responsible for expanding the number of potential users within this enormous market, are not always able to pay attention to little details.

Keeping your eye on the big picture of two- and three-dimensional drawings, shading and solid modeling is an incredible task. Therefore, utilities that are designed to simplify are appreciated. Cyco provides programs that allow users to quickly browse through drawings, repair corrupt drawing files and easily plot their drawings.

Cyco software enhances AutoCAD to make it an even more glorious market leader, thus making life for the user more productive. Cyco's philosophy is to provide inexpensive, enhancement software for software industry leaders such as Autodesk. By providing creative products and solid, dependable software support, we make program users more productive. We always try to follow this philosophy, and you can judge if we follow it reasonably -- please give us your opinion.

In the future you will certainly see more programs from us. Presently, we are working on a front-end drawing, database manager which will allow people to keep track of their projects, drawings and budgets on single PC's or on a network. Also in the future AutoManager, AutoSave and the plotting programs will be integrated. More will follow!

This year we are following Autodesk all over the world to trade shows in Germany, England, Chicago, Sweden, Moscow, etc. We hope to meet you at one of these events.

To survive and to grow to excellence we need to have your input and criticism. We are excited and dedicated to doing a good job in this AutoCAD world. Any help from your side is greatly appreciated.

Greetings,
Vincent Everts

AutoCAD 10, stepping into 3D

By Vincent Everts

Autodesk has come out with AutoCAD version 10. With this release AutoCAD has added a number of very powerful capabilities for the AutoCAD user. Users can now enter the world of 3D. Now that viewports have been added, building 3D models with perspective views is an easy job. AutoCAD has four viewports (windows), and in each viewport you can specify a different viewpoint or zoom into a detail, thus making it possible to look at an object from different angles.

Having all these powerful features added to AutoCAD, yet still allowing AutoCAD to run within the 640 kilobytes of MS-DOS (compare this to the Mac version of AutoCAD 10, it needs five megabytes) is incredible and proves that AutoCAD did not become the leader in the CAD market by looking over it's shoulder and being satisfied.

For Autodesk's wish list for AutoCAD version 11 we would like to add: the ability to save groups of layers in more than one drawing, the ability to protect some layers,a version for OS/2 with an integrated AutoShade.

Naturally, all of the Cyco programs are fully compatible with AutoCAD version 10.

How do you use Cyco products?

One of the most fascinating things that we have discovered is that people use our programs for the strangest applications. For example, doctors have used AutoManager to look at X-rays, which were edited in AutoCAD; salesmen with portable computers have used AutoManager to show their products to customers.

There is even a project being developed to connect AutoManager to an alarm system. If an alarm goes off, AutoManager brings up the floor plans of the building and pinpoints the location of the alarm.

These are all applications that we never thought of when we were patiently looking into drawing files to bring up drawings. If you have used our products in unusual ways, please let us know, and we will reward the best 10 applications with the hottest T-shirt in the AutoCAD world: the famous Cyco AutoCAD Expo Moscow T-shirt with Gorbechev on the back, smiling at you.

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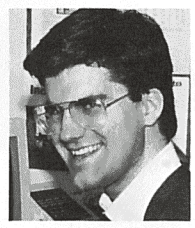
Departments



International

Hi, I am Michael Molendijk. As my name would lead you to suspect, I am a very Dutch person, in charge of handling International Sales. My immediate goal is to boost sales overseas, and to have copies of our products installed from Greenland to the Antarctic and the Philippines to Kenya. In other words, a global Cyco marketing attack.

So far we are very well represented in Europe and Australia: Our distributors are:

- Datech in the United Kingdom,
- Digital Tegnetekknik in Norway,
- ISTC in France,
- Cyco Automatisering in the Benelux,
- System Partner in Germany,
- Online in Switzerland,
- Cadd Distributors in Western Australia,
- Collinear in Eastern Australia.

I am currently negotiating new distributorships in Sweden, Denmark, Spain, Italy, Austria, Hong Kong and New Zealand. In future newsletters I will take you around the world to meet our distributors and their countries.

So long, Auf Wiedersehen, Au revoir, Hasta la vista, Arriverdecci, Tot ziens and G'day mates!!

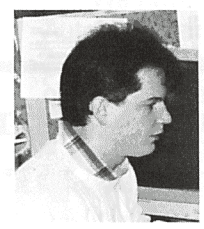
Education

Hi, I'm Val Hopkins. Please join me for a brief tour of the Education Department.

The Education Department officially opened its doors in January 1989, and ever since, we have been extremely busy -- becoming more and more familiar with schools, universities, AutoCAD Area Educational Representatives, AutoCAD Training Centers, and AutoCAD User Groups all over North America. And goodness, the enthusiasm we have encountered!

Cyco International offers an attractive pricing arrangement for all of our customers; however, here in the education department we offer special discounts for schools, universities and AutoCAD Training Centers.

My first two months here have been filled with writing letters, faxing letters, making phone calls and sending out mailings. In general, I have been trying to make a lot of noise about our products so that people across North America will become more and more familiar with them. Cyco products are ideal for the education world. In general, they are practical, productive utilities designed with you in mind!



National Accounts

Cyco International has now entered the National Accounts arena!

The National Accounts Department recently stepped forward to meet the needs of Fortune 1000 companies face to face. My name is Kevin Faus, and I am the National or Large Accounts Representative. My primary responsibility is to act as a liaison between Cyco dealers and Cyco corporate customers.

My day usually involves assisting dealers in servicing their corporate accounts. However, in addition to my normal (rather sedentary) everyday office duties, I will have the opportunity to do some traveling in the near future. (If you call and I'm out, just leave a message!)

Cyco International will be attending many trade shows in the coming year. In March, I plan to participate in the Autodesk Expo '89 in Birmingham, England.

I look forward to an exciting year in this explosive market of National Accounts. If you would like to know more about our products for your business or about quantity discounts, please call me. I also hope to be hearing from the AutoCAD National Accounts dealers.

An International View form the Aisle Seat

Fasten Your Seat Belts...

By Michael Molendijk

Last year when Cyco decided to go international, it constructed its nest in Atlanta, Georgia. Atlanta (Metropolis of the south, with 2.5 million inhabitants) has great infrastructure for companies like Cyco, that want to conquer the world. This active city boasts one of the largest airports in the world, Atlanta Hartsfield International Airport: Planes take off and land here every minute, 24 hours a day.

More than once you will find that your friendly co-passanger (in the aisle seat!) is a member of the happy Cyco family, whether it is Vincent (our President) on his way to a user group meeting in New York, or Val (Educational Sales Manager) on her way to a large educational conference in Dallas. sometimes (if you fly over the oceans, too!) you may be seated right next to me, Michael, on my way to one of the international trade shows we attend this first half year.

One of the most important trade shows during the first quarter of 1989 will definitely be CeBIT '89 (March 8-15) in Hannover, West Germany. It is a show that attracts 500,000 visitors (20% foreign) and almost 3000 exhibitors. Cyco International will exhibit here, being part of the large USA Pavilion in Hall 6. Basically, we have two goals for this exciting show: (1) boost sales in West Germany, one of the largest potential markets in Europe, and (2) meet current potential distributors to strengthen our European distributor network.

Another show will take place concurrently in Birmingham, UK. It is the AUTODESK Expo '89, part of CAD/CAM '89 (March 14-16). Again Cyco will have a booth (E57) to show our English and Irish friends how easy-to-use our utility software is. Our main goal for this show is to support our exclusive distributor Datech in one of the most successful Cyco countries around the globe.

The show we will visit next is called AUTOCAD Expo Europe, and will be held form May 9-12 in Goteborg, Sweden. This show is mainly geared towards the Scandinavian countries. These Nordic countries have great potential and we are looking forward to our visit.

Peeking past this summer, I can already tell you that we will even spread our wings a little further. But that is then and this is now. The wheels are out and the flaps are up. Now, let's see if I can find a rental car with enough leg space...

Q and A

Dr. Know

Why should I update to AutoManager ADI?

If you have a high resolution monitor at your workstation, then chances are that you will need AM ADI to keep the same resolution. The older version of AutoManager and our latest version of AM 2.0 support EGA and VGA graphics, but they are not able to support all of the hundreds of graphics cards on the market. To support these cards without having to write drivers for all of them, Cyco has adopted the ADI standard for AutoManager. Now, almost all of the graphics adapters using ADI 3.1 or 4.0 are supported in their high resolution mode by AutoManager.

Why does the text in my drawing appear different in AutoManager than in AutoCAD?

Right now, AutoManager supports only the Simplex text style in only one size. This means that text styles other than Simplex appear in AutoManager as Simplex. The size of text used in AutoCAD drawings is not maintained in AutoManager so if you have dimensioning in your drawing some of the text may appear larger. This discrepancy and others are being corrected for future versions of AutoManager.

Spotlight on AutoSave

By Vincent Everts and Valleau Hopkins

In June '88, when we started Cyco International in Atlanta, Georgia, on of the first programs that we introduced was a program called AutoSave.

AutoSave's main feature is allowing AutoCAD users to rescue corrupt drawing files. AutoSave translates corrupt drawing files into good DXF files. The DXF files can then be read into AutoCAD, thus saving users from a multitude of disasters!

We are continually amazed by the damaged files that people send us. Typically, we receive a detailed written description of a damaged drawing along with a floppy, but on several occasions we have received much less and have been expected to perform magic! Not too long ago, for instance, we received a floppy which had been COMPLETELY ruined by a dog and it had the following remark attached: "Please make the best of it."

Since June, however, people from all corners of the world have used AutoSave to recover more than 3000 drawing files. From conversations with these customers, we have determined which errors are most commonly encountered.

E-READ ERRORS: One of the most popular errors is the Entity error. It can either be caused by an invalid entity type or by a value overflow. If such an error occurs, AutoCAD will be unable to read the drawing.

AutoSave to the rescue! AutoSave will skip the unknown entity and report it in the .MSG file. If an attribute of the entity is invalid, such as layer, color or line type, it will create a new layer (AutoSave-X, X=number) and take the standard text style, line type, etc. but save the entity.
If a block definition is damaged then AutoSave will insert a dummy block definition which consists of a simple box with the name text "DUMMY BLOCK" in the drawing. The user then only has to redefine the block to save it.

SMIO ERRORS: An AutoCAD drawing file is similar to spaghetti: there is no logical order to the way AutoCAD reads a drawing. AutoCAD continually jumps from one end of a drawing file to another by means of "pointers." If one of the pointers is pointing, for example, in the directions of Australia, AutoCAD says, "Sorry Mate, it's all over!: (SMIO error)."

OUT OF RAM: This type of message is puzzling to a lot of people. sometimes if ACADFREERAM is not set correctly, this message will appear; however, if it always happens with the same drawing, it means that AutoCAD has been instructed to set up an enormously large table within a drawing file. For example, an array with 1,000,000 copies of a block will produce this type of message. AutoSave can correct the problem by reducing the requested table size to a smaller value.

CALLOC: this is the same as an OUT OF RAM message, but it applies only to text. AutoSave will check the actual length of the text message and fill in the correct number of messages. for example: "See next messages (3)."

While these are the most common errors encountered, they are all caused by the following:
DELETING FILES BY ACCIDENT. The number of people who have deleted six weeks of work in one second is truly unbelievable.
In general, a deleted file can be recovered with the famous Norton or PC Tools utilities. Their recovery rate, however, for drawing files is terribly low. AutoSave is designed specifically for recovering .DWG files rather than DXF files, so it is an ideal program for AutoCAD users. AutoSave is also menu driven, so you can select those drawing files that you want to repair.
Here are some final reasons why drawing files can become damaged and steps that can be taken to avoid this:

(1) Hard disks can crash or malfunction; therefore, do a "chkdsk" every week. Also, make a backup, and do a low format every year. This will definitely freshen up a disk.

(2) After a year or two, memory chips can become unreliable, so be sure to test your computer memory with diagnostic disks, (but make sure the computer has been working for a couple of hours and has "warmed up!")

(3) Bad ADI drivers can also damage your drawing files. (It is still an art to write those things.)

(4) And last but not least, mistakes (believe it or not) can be made by AutoCAD. Sometimes, AutoCAD will write damaged files to the disk. The END command stores it in a different format then the SAVE command (which is basically a quick save.)

(5) AutoSave knows the correct .DWG formats and has 20 different methods to make sense out of the garbage that AutoCAD users are sometimes left with after their drawings have been damaged.

After four versions, AutoSave is now capable of recovering a large variety of damaged drawing files. AutoSave was also designed with user interface in mind, so we guarantee that the program will not raise your blood pressure.

In addition to repairing corrupt drawing files, AutoSave has two other prominent features:

AutoSave allows users to translate .DWG files to DXF files. It does this twice as fast as AutoCAD. It also works while your work station is unattended. The DXF file it creates can be version 2.5, 2.6, 9.0 or 10.0.

AutoSave also allows you to tag, file and translate all of your drawings in a batch mode.

Finally, AutoSave permits downward conversion of AutoCAD drawings. AutoSave can translate drawing files form the latest versions of AutoCAD into earlier versions. For example, users can make a 2.6 DXF file out of a 10.0 ,DWG file.

We truly hope that you will not be one of the unfortunate ones who one day finds that your drawings have been damaged. However, if you are, don't despair! With AutoSave, we can recover your drawings and ensure that your blood, sweat and tears (and numerous cups of coffee) will always pay off.

AutoCAD & Networking

By Vincent Everts

When office automation is a success and more and more machines are carried into the office to replace the drawing board, a bright future seems to shine ahead.

When productivity increases rapidly, quality increases and profits go up. However, after a year or so, it becomes clear that managing files at different workstations is a big problem. Everyone wants to give their drawings reasonable names that they will remember, but everybody also has their own unique system for naming files. Backups of individual machines usually never occur until a big problem arises. Plotting means running around with a floppy and waiting in a line. Exchanging macros, and implementing LISP programs, and menus take forever.

Updating to new versions is also a big problem because all the machines have to be reorganized. Also, if you want to create an archive of projects, it is a very time consuming and frustrating process, not to mention how difficult it is to later find something.

The key problem is that drafting is a group activity. People work on a project together, but on a personal computer they are isolated. Without a network they must exchange information with floppies. However, running form computer to computer with floppies is a very crude and primitive practice and leads to frustration. Networking can solve these problems.

Draftsmen who are networked have their own workstations and can continue to work as if they are on a single PC, except they will now be able to share hard disks and peripherals. A macro can supply a useful name, and a system manager can make an automatic backup. For example, at 2:00 am he can program it so that all of the changes are automatically saved. Blocks, menus and macros are available for everybody, and everyone can share "news of the day." Electronic mail systems can also be installed to keep everyone informed.

The person in charge of the network (not a full time job) can organize and streamline the organization. He can pull strings from his workstation instead of running around the office trying to keep the individual PC's organized.

AutoCAD runs great on a network. With good network software, such as Novell, the machines do not have to have a local hard disk. Instead, they can all run from one version of AutoCAD on the fileserver. Of course, every workstation needs to buy its own copy of AutoCAD!

All of Cyco International's products are developed to run on a network. Only then do we make versions which work on stand alone workstations. Our commitment to networking is firm. We believe that in the long run it is the way to go.

In the next issues of CycoDelic we will discuss how to set-up AutoCAD in a network.

Installation of Cyco Programs

By Vincent Everts

All of the Cyco programs are a breeze to install. Cyco programs are normally only one file such as AM.EXE and AS.EXE. To begin the procedure of installing the programs, the files must first be copied from the floppy to the hard disk. We advise that you copy them to a place where the DOS path is pointing so that the programs can be started everywhere.

To find out where your DOS path is pointing, type: PATH.

You will see something like this: Path=c:\bin; c:\dos; c:\acad. If you start a command and the program is not in the directory, MSDOS will look in these places in your path and try to find the program. A typical command to enter would then be: Copy a:am.exe c:\bin.

To start AutoManager from within AutoCAD you need to take one more step. Tell AutoCAD that it should recognize the new command AM, and then start the Automanager. It doesn't take much to do this.

In the directory where the AutoCAD files are, there is a file called ACAD.PGP. This file contains all of the so-called external commands which you can execute within AutoCAD. Examples are TYPE, DIR, SHELL AND DEL. We are going to add another one. To do this command, take the following steps: (1) At the prompt: C:\acad, type: *edlin acad.pgp.* This will start the DOS editor. (2) At the prompt:*, type: *i.* The i is for insert. (3) At the prompt:1:, type: *am,am,300000,,4.* This defines the new command which needs 300000 bytes to work. (4) At the prompt: 2:, type ^Z. This will stop the insert ;you are making. (5) At the prompt:*, type:*e.* This will save the file and leave the editor.

After this exercise you can type in the command: AM. AutoManager will then start within AutoCAD. You are now free to browse through drawings, check some blocks, copy files, etc. Finally, after you leave AutoManager, you will return to AutoCAD in the same drawing with everything unchanged. Easy enough?

Once Upon An AutoManager

By Wendy Bosley

Once upon a time there was an AutoCAD dealership called Applied Software Technology. As with all fairy tales, everything was quiet in the magic CADingdom and all the merry subjects of the King used AutoCAD to design more efficient layouts for the renovation of the Royal Technical Department.

However, the King's daughter was not happy because she had skipped her CAD classes to watch the Fairies building in the Royal garden, when she should have been learning AutoCAD. The princess was now searching for her software Prince: an Entrepreneur in shining armor who could fulfill a very essential AutoCAD need: The ability to view AutoCAD drawing files quickly without using AutoCAD.

The King loved his daughter dearly and offered a handsome reward to anyone who could present him with this Magic Software. Meanwhile, the Fairies, who had no clue about AutoCAD, were finding it difficult to access the floor plans for the Royal Technical Department so that they could complete the renovations.

The subjects of the court were becoming very unhappy. Without the new Technical Department, service would disintegrate and the Wicked Witch, PC Martha, would take over the CADingdom.

Many frogs came forward, Sir Slick, Sir QSee and Sir CADView. However, the princess was very disappointed with all of them and returned to the Royal Tower in despair. She decided to learn C and develop her own program. The King, worried that his daughter would become an Old Software Maid, sent news to far-off lands in the hope of finding a suitable solution.

One week later, the Princess had still only reached page four of the C tutorial and was feeling very sad. Then it happened. From across the ocean, Sir Cyco arrived. Word spread quickly throughout the CADingdom and everyone sat in the Royal Garden waiting for the Magic Demonstration. Even the Gnomes who taught the Royal AutoCAD classes were there.

Sir Cyco gave a charming demo and the whole CADingdom fell in love with his software, AutoManager...and his accent. The Princess was so excited that she immediately signed up as a Royal Dealer. She ordered 20 copies and sold one to each of the fairies so that they could view the renovation plans. She then signed up for the Applied Software AutoCAD Training course in the hope that one day she could become the top AutoCAD sales person in the CADingdom. She vowed to install a copy of AutoManager in every AutoCAD system in the CADingdom and then retire to the Bahamas.

The King bought a Royal Dealer Network Version for his SUN network and was so happy that he rewarded Sir Cyco with the use of his file server to start his own company.
And of course, they all lived happily ever after.

Back To Reality

Well, I have not made it to the Bahamas yet, but the response to AutoManager and AutoSave has been tremendous. It is almost impossible, as an AutoCAD dealer, to look at all of the AutoCAD compatible third party software available. However, it is even more difficult to ignore the Cyco products which literally jump up and bite you and your end users.

As a Cyco AutoCAD Dealer, we are supplied with highly qualified sales leads which often only require a telephone call to obtain a happy client. The dealer who sees the Cyco sale as just a software sale is indeed lacking in imagination. The contact with the client often reveals a need for a network, another AutoCAD station or simply a new pet AutoCAD dealer.

We have found AutoManager to be a very good management tool. For one of my clients, we added an extra 286 AT loaded with AutoManager into a SUN network running AutoCAD and placed it in the manager's office. This then became the system manager station, allowing management to view projects without learning AutoCAD. This rebuilt the link between management, who do not have the time to learn AutoCAD, and the production of drawings without the drafting board.

I wish Sir Cyco (Vincent Everts) and all his Cyco people, the success they deserve for providing us with excellent products and great dealer support. Thank you, from myself and all the other CADingdoms out there.

(Wendy Bosley is one of Cyco International's most dynamic dealers. She recently moved to Atlanta from England and now works at Applied Software Technology (404-633-8660). She is hoping to retire to the Bahamas at a ripe young age.)

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