

This is AutoSPRINK® CEO Joe Reghetti's "Myth vs. Fact" letter:



AutoSPRINK® by MEPCAD

“MYTH – vs – FACT”

MYTH: AutoSPRINK is windows based and not a third party AutoCAD add-on program and therefore won't be compatible with the AutoCAD drawings I receive from the architect.

FACT: AutoSPRINK is completely compatible with AutoCAD up to and including the latest releases. It licenses AutoDESK's own real dwg. import/export engine so there is no need for users to purchase AutoCAD. Our latest release will also offer the new AutoPREP program that will make AutoSPRINK's user friendly windows interface compatibility with AutoCAD much more seamless than using AutoCAD itself or any other AutoCAD based fire sprinkler design program.

MYTH: You must do all work in 3-D. Converting 2-D drawings into building models or working in so called “virtual reality” which seems far too complicated and unnecessary, after all, drawings are flat!

FACT: #1. AutoSPRINK allows work to be performed in either 2-D or 3-D. **FACT: #2.** Users can design 3-D system piping over unmodified imported 2-D cad drawings. **FACT: #3.** Column symbols can be automatically converted into 3-D members and roof planes can then be automatically placed so systems can be designed to roof structure. This also allows hangers to be placed to code requirements and “cut” to roof slopes over 2-D single line structural members at zero elevation. Lastly, for the ultimate design, 2-D drawings can be converted into real world models with minimal user input. This is not required but it facilitates 3-D coordination with structure and other trades. Imagine having your field crews install your system design without having to take the 300 machine out of the truck! The exacting designs created from 3-D modeling make this the norm not a “Myth”.

MYTH: AutoSPRINK is not AutoCAD based and is too complicated to learn in a reasonable timeframe.

FACT: AutoSPRINK is totally windows based and as such is by far the easiest and most user friendly program available. If you understand MS windows and fire sprinkler codes, you can be designing, hydraulically calculating and stock listing a project in your first day of class. Upon completing the five day basic class, you should be at or above your current design level regardless of what program you are now using. There is also an Intermediate class of three days and a two day Advanced class. Regardless of how much training you have you will continue to improve each and everyday thereafter for as long as you use the program. That's one or two weeks out of you life and depending on your skill level and commitment to learn, your production will increase between 50 to over 200 percent with increased accuracy. Guaranteed!

MYTH: AutoSPRINK is just too expensive when compared to the other programs in the market place.

FACT: AutoSPRINK's “Bronze” level program lists for \$1,950 with an annual activation fee of just \$950 which includes all maintenance, technical support and free program updates. Considering, AutoSPRINK has it's own graphic design engine and there is no need to purchase or upgrade AutoCAD that's nearly \$2,000 less than any competitive program. The bronze level program has, Automated By-Directional Hydraulic Calculations, Real Time Hydraulic Analysis, True 3D Design and complete AutoCAD Import/Export Capability. It is capable of designing any type fire sprinkler system for any type of building and can out performing every competitive program on the market today. Guaranteed or your money back! Also,

when calculating costs you must consider increased productivity along with the accuracy of designs that fit and install with fewer labor hours. That makes any investment in AutoSPRINK a very quick pay back with sustained profitability thereafter.

MYTH: AutoSPRINK is fine for small jobs but when it comes to large projects with enormous drawing files and continual revision drawing it is too much work to have to continually go through the import process over and over again.

FACT: AutoSPRINK is available with a new program called AutoPREP that makes AutoCAD interface nearly seamless. We all take it for granted having to spend hours dealing with complex, convoluted AutoCAD drawings to get them cleaned up to a state where they can be used as a background. That includes but is by no means limited to collecting and binding x-refs, removing all unnecessary Layers, Blocks, Text, App. ID's Reg. App's, Duplicated Entities etc. That is no longer the case, AutoPREP can complete all these tasks in a matter of minutes. More importantly, all subsequent revision drawings can be prepared and readied with literally the push of a button. The program incorporates built-in memory wizards that keep track of all previous user input to perform the same cleanup tasks on any subsequent revision drawings. It can also run a "compare" feature that defines each and every change or modification in the revised drawing. This includes added, deleted, revised or relocated architectural or structural elements including walls, beams, text, etc. Graphic color delineation or automatically placed revision clouds then facilitate system revision and/or costing impacts to provide change orders etc. The program also has the incredible ability to automatically convert 2-D line based drawings into complete 3-D models with very little user input. This program can revolutionize design as we know it and save another 20 to 40 percent in design time.

MYTH: To design with AutoSPRINK you must choose a pipe type for each part of the system such as branch line, cross main, riser nipple, riser etc. and make sure these pipes are placed in the proper sequence throughout the system.

FACT: In order to achieve accurate hydraulic calculations and proper make-on assignments, system piping components must be properly defined in any program. AutoSPRINK VR 7 has taken its internal intelligence to a new level by allowing the program assign all pipe roles as Branch lines, Crossmains, Riser Nipples etc. by the pipes, size, orientation and to what it is connecting. You can now simply choose a pipe size and draw as you would in any other design program. We have also made drawing in 3-D as effortless as drawing in 2-D by adding a new elevation lock command. This feature keeps all piping at user specified elevations and combined with automated connect commands for riser nipples, swing joints and drop nipples allows cutting all vertical piping with the added benefit of providing completely automated hydraulic calculations. It even has the patented ability automatically place "Flex-Drops" and hard pipe from a user specified distance from the sprinkler back to the overhead piping. Keep in mind these functions can be performed on all sprinklers at once.

MYTH: Stock Listings is too complicated and it's easier to list by hand!

FACT: Outdated line based programs require all portions of the system to be properly drawn and connected in order to perform additional tasks. Some programs now provide error messages at problem locations to assist in correcting "errors" to assist in making necessary corrections to perform stock listing or hydraulic calculations. AutoSPRINK's internally intelligent object oriented technology allows these functions to be performed regardless of "errors" or even system connectivity. Each system component contains all necessary information internally including, size, hydraulic information, part numbers, color, price etc. With the push of a button at any stage of design the user can obtain a bill of materials or a complete stock list with all desired reports. Partial stock lists can be generated by simply selecting any portion of the system to be delivered. Later when sending the remainder of the material, simply select the entire system to insure completeness and the program will notify you which items were listed previously. When you also consider that each intelligent system component can contain its own "trim" package, totally accurate stock listing can truly be a simple task. What you see, is exactly, what you get! Including the TRIM!

MYTH: AutoSPRINK does not have a large enough support, training or development staff!

FACT: MEP CAD has the largest staff of dedicated professionals devoted to training, support and development of our programs than anyone in the industry. Our dedication to development and providing state of the art programs is unmatched by any competitor. Our innovation is proven with several patents and many more pending that will insure superior performance and unmatched capabilities long into the future.

MYTH: AutoSPRINK does not have an estimate program.

FACT: The same internal intelligent technology allows our, AutoPRICER program to be the simplest most accurate fire sprinkler estimating program in existence. It is capable of providing totally accurate and concise estimates in just a fraction of the time with minimal input. It's individual object intelligence also contains material and labor pricing internally for each system component. This allows our users to build complete "kits" of risers, drains, pump assemblies, anti-freeze loops or typical sprinkler piping kits with pipe, fittings, sprinkler, hanger, etc to be used in any estimate. Stored in the handy on screen parts bin users can drag and drop them anywhere in the drawing to obtain a comprehensive estimate. Versatile system wizards can automatically draw complete three dimensional, grid, tree, loop, in-rack, or standpipe systems. Considering they are also automatically hydraulically calculated users can determine the most cost effective design in minutes. Program features, AutoFITTINGS, AutoCOUPLINGS and AutoHANGERS can then be used to place all required system components to finalize system costing. Tools are also available to generate complete exacting estimates for partial designs. The program has a built-in proposal generator that creates detailed MS word proposal documents, including design criteria by area, point and click, inclusions, exclusions qualifications, clarifications, etc. It also contains another feature called design transfer that keeps track of all relevant information collected during the bidding process ready to hand over to the design department. Some of its features include, design specifications, pre-bid meeting notes from contractors, consultants, AHJ's etc., value engineering ideas and possible change order implications that equate to bottom line profit. You can also order it with a built-in simplified estimator specific version of AutoSPRINK (built for the back of a napkin guy) with all the functionality listed above. Estimate drawings can be included as part of the design transfer package to be given to the design department for a head start with veteran input.

MYTH: AutoSPRINK does not plot as clear or easy as AutoCAD based programs.

FACT: Printing and plotting from AutoSPRINKS windows based interface is much easier, clearer and crisper than any fire sprinkler design program on the market today. User can also choose plot options to look exactly like AutoCAD and other Cad printouts. Whether the drawing is large or small, using the AutoSPRINK's Plot Sheets can be adapted to fit all situations even with different paper sizes. Large drawings can put in associated match lines with corresponding numbering for matching drawings. Using the fields in Text, Plot Sheets can add Job information, location, number and many more items normally completed manually including sequential plot sheet numbering. Plots can be performed individually or using the Binder feature, group plans together and/or in sets or batch printing or save the profile for the next time you wish to print the set. Plotting is as fast as your computers and plotters spooling and head speed will allow. If plotting or printing problems arise it is usually related to out dated or improper printer drivers. Other issues could be distance from the plotting device, substandard cabling, or coupling connections.

MYTH: AutoSPRINK can only be used on industrial and commercial projects.

FACT: With AutoSPRINK large data base of items and tools, any type of project can and has been completed. From a track home to a palace, using cpvc, copper, propex tubing, steel or any combination of materials. If you need materials or devises that are not already in the data base, you can enter it or have fun building a detailed element to use now and in the future. The flexibility in the Hydraulic Calculations and the ability to flow individual sprinkler heads at a know pressure and or gpm, allows you to calculate one head or 1000s. There are no limits in AutoSPRINK large or small!

Again, thank you for your time and I truly hope we can convince you to join the future of design!

My Best Regards,



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AutoSPRINK CEO Letter

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