GRABCAD

Move your CAD to the Cloud

You know that it would be smart to move your CAD files to a place where everyone can access them, from anywhere. The Cloud makes that possible for your company. Who wouldn't want their team to be more efficient, collaborative, and cost-effective? The trick to a successful transition to the Cloud is getting everyone - engineers, management, and partners - using the solution that you choose. And, it's possible with the right planning.

Assure your partners that they'll benefit from smoother communication and will always have the right file when they need it. Explain to your managers that it'll be easier to meet deadlines and that the team will get out of each other's way. Show engineers how their everyday tasks will be more focused on CAD and less on process and documentation.

Is it that easy? You can get through the challenge of introducing change, and get to the benefits faster, when you explain to everyone involved how they will experience meaningful results and exactly what the change means for them. No matter what role a person plays on your team, they'll need a little help getting started. And, it's worth the effort because the better adoption you get from your team and partners, the more powerful the results will be. This guide will help you get the most out of the ease, efficiency, and speed that the Cloud offers by detailing how to bring your engineers, senior leadership, and partners to the Cloud, too.

Move your engineers to the Cloud

Get the engineers on your team excited about getting better results and reducing the time they spend on manual administrative tasks like tracking CAD file changes and organization.

How to find success with engineers:

- Start with the way you work
- Spread the excitement to other engineers
- Reward your team for great results

Start with the way you work

Your engineers understand the problems you face every day. They are also used to a certain process and are most likely in the middle of an important project. It takes time to migrate data to the Cloud and any gaps in learning can be overcome with some simple training. In the end, the effort your engineers put in upfront will allow them to work smarter, communicate faster, and meet deadlines down the road.

GRABCAD

Make sure that the Cloud solution you choose is tailored to your team's needs. Knowing that what they'll be using is built for them will make it easier for independent workers and those less adept at technology to make an effort to train and learn any new processes. You can make sure things are tailored for your team by trying out the solution you're considering and incorporating it into your process, first.

Here are some concerns you may hear from engineers:

- This technology is being used to replace me.
- My job won't be the same.
- I don't want this to slow me down.
- We're too busy to do this right now.
- More feedback could slow down development.
- The Cloud isn't secure enough for us.

Spread the excitement to other engineers

Letting your team know about the improvements and benefits of adopting Cloud solutions will be the best way to get them excited about trying it.

- Have them agree on the things that are hurting the team now.
- Explain how easier access to information will help those problems.
- Show them how it can improve productivity with a product demo.
- Describe that the Cloud is both flexible and scalable.

It's important to let your engineers know that they'll receive training and will have time to make changes to the way they work. It isn't a fad for your company and it won't need to happen all at once. Remind them that they use the Cloud every day in their personal lives. Adding the Cloud at the office will help them bring the same benefits they've seen this technology bring to their personal lives, to the way they work. As they start slowly to use the Cloud, they'll be more receptive to adding more processes to the mix and will share the news with others.

Reward your team for great results

A good way to help adoption of new Cloud solutions is to share specific examples of how it has helped your team so far. Or, you can ask the vendor you're working with to give you references that you can share with your engineers. Call attention to any engineers who are using the Cloud in interesting and helpful ways. The real successes will come when the whole engineering team is working in the same place - the Cloud.

GrabCAD Workbench gives your engineering team the benefits of the Cloud in a no cost and intuitive way. *Learn more*

Move your senior leadership to the Cloud

Your leaders are concerned with the future of the company. Show them the return on investment the Cloud offers and what your plan and goals for move look like.

How to find success with senior leadership:

- Get them ready
- Address their concerns
- Share your plan and goals
- Get them ready

Now that your engineers are ready to move their work to the Cloud, you need the buy-in of your senior leadership team. That could include your engineering manager, CEO, board of advisors, or VP Engineering. They will want to see how this switch helps the company from a process and business perspective. Moving to the Cloud will cost money, take time, and require a shift in culture. With a few materials, you can show leadership that costs and time are at a minimum and will offer a great return on investment. And, with your engineers already behind the switch, you can assure senior leadership that any cultural change will go smoothly and lead to a company that meets product deadlines.

Address their concerns

Senior leaders in your company have invested a lot in the company's future. They likely molded the current culture, structure, and tools you use to get things done. It's important to respect the impact moving to the Cloud will have on the company by presenting a strong business case to them. A strong leadership team is always looking for ways to improve and innovate, so motivate them by sharing solid arguments for why this change is necessary to remain competitive. Any short-term changes will benefit the company in the long term.

Here are some concerns you may hear from senior leadership:

- The long-term benefits won't cover the costs.
- A change would be too disruptive and may slow us down.
- This isn't the right time, we're in the middle of a project.
- Our data isn't secure in the Cloud.
- Keeping IT as part of our team gives us greater flexibility and quality.
- It will be too difficult to switch Cloud vendors and we may get stuck with them.

Show evidence and a clear plan for moving to the Cloud:

- Present how much time your company spends on manual CAD management.
- Calculate the cost of duplicating CAD files that aren't easily found or shared.
- Document examples of a wrong part being manufactured or sent to a partner.
- Use our Security white paper to inform your plan.
- Explain how your company will have an advantage over your competitors by making the move now.

Share your plan and goals

Moving to the Cloud will save your company money. It will also boost your reputation with partners and clients. Productive communication with partners will help them trust you and your processes. Partners will always have the right files in front of them, so they won't be stuck questioning if progress is being made or feel disconnected.

GRABCAD

Meeting your deadlines thanks to the increased speed of your team in the Cloud, will let partners know that you execute in a timely and professional manner.

Let your senior leadership know that the Cloud offers your company a flexible and powerful system. It can scale as resources are needed and as your team grows. Adding contractors for new projects is simple and taking on new partners is as easy as a few clicks. Cloud services also offer the convenience of renewing month-by-month, which means you can quickly start and stop a service. You won't get locked in like you can with more traditional desktop solutions.

Your company will also enjoy the flexibility and quality of an in-house IT department without the costs of maintaining them on site. Servers scale as you need them and turn off when they're not in use. Security is also a tighter system in the Cloud where all sharing is more controlled than in an offline environment and is protected by companies whose number one concern is keeping your data safe and secure. Your data is always available and vendors provide recovery services along with data redundancy to give your company the benefits of a much larger data ecosystem.

GrabCAD Workbench gives your senior leadership the ROI and security they need in a flexible and scalable solution. Learn more

Move your partners to the Cloud

Cloud, analytics, mobile and social (CAMS) offer greater connections to your partners and clients. They will enjoy more transparency with your team and will always have the information they need, when they need it. This will help build trust and customer loyalty because your company values what partners need to be successful. Of course, all of this helps your team at the same time, so it is a win-win for everyone.

How to find success with partners:

- Advocate an improved experience
- Present why you're making the change
- Get them started slowly
- Advocate an improved experience

Like we've said before, the benefits you get with moving to the Cloud get even better when your whole network is using them. With your engineers already using the tool and your senior leadership putting their support and feedback into the project, you'll now be ready to get your partners, suppliers, clients, and manufacturers using Cloud solutions.

Present why you're making the change

It's difficult to ask partners to adopt a new tool, so it's important to emphasize the benefits to their business and how they'll get more out of their business relationship with you. The trust they already have in you and your company will help bridge the gap. Be sure to walk them through every step, just like you would with any new partner getting to know your system and processes.

GRABCAD

Here are some concerns you may hear from partners:

- Things are fine the way they are now.
- We will suffer through disruptions in our normal process.
- New tools will make us lose time and miss deadlines.
- I want to make sure our intellectual property is safe.

Use your confidence in the improved experience to advocate the Cloud:

- Your company has invested in this one step at a time and has great adoption.
- Cloud solutions are a long-term commitment and part of your senior leadership's business strategy.
- You have experienced success and want to share that with your trusted partners.
- This switch will allow partners to access information quickly and easily, making their company work more smoothly, too.
- Your team and their team can work in parallel instead of wasting time waiting for things to be communicated to one another or shipped from one person to another.
- Cloud solutions are always up to date and don't need upgrading or scheduled maintenance that traditional methods require.
- Teach your partners that their data is safe, and in fact, more secure when processed in the Cloud.

Get them started slowly

Introduce your business partners to the Cloud slowly, so you can make sure each step toward getting to know your new process is controlled and is a good experience for them. You can keep the traditional review process and start by sending approved files through Cloud sharing services. Then as they get used to working in the Cloud, you can add the feedback process to the Cloud services you share with them. Finally, you can move all communication over to the Cloud. This slow and steady transition is worth it for your company because you'll be able to manage all of your partners in one, convenient, and safe place.

There is no cost associated with GrabCAD Workbench, so there is low friction when getting them to adopt the tools you love. *Learn more*