AEC is Voyansi

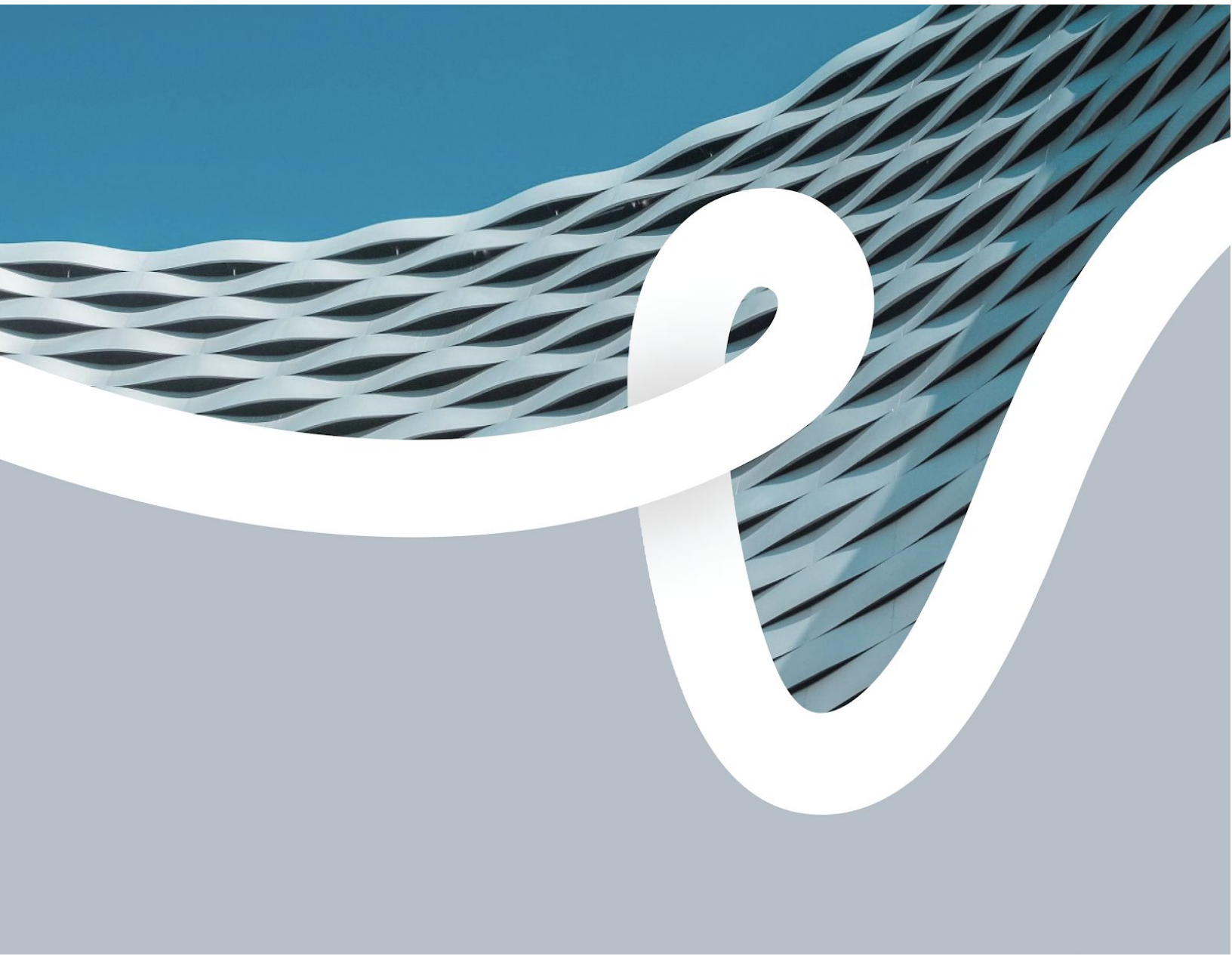AEC Resource — Building excellence through technology **+** AECLAB **=** voyansi

Thanks!

First, we wanted to start this letter with "Thanks!" Thanks for being a customer of ours over the past several years, or welcome to the AEC Voyansi Family if you've recently started working with us!

We are writing today to share with you that our Consulting and Services companies (AEC Lab and AEC Resource) are starting the process of rebranding! The reasons for this change are many. As business leaders, we have experienced it with a partially remote workforce going completely "work from home" mode.

We started AEC Lab in early 2020, knowing how BIM would revolutionize not only the AEC Industries, but also the way all companies manage space. This past year we felt the effects of accelerated transition of space and knew that there was a need in the market for a company that could make BIM accessible and easy for all.

When we took a look in the mirror, we realized that we had all the parts of a combined full services BIM company: BIM professionals such as modelers, coordinators, and support staff; a software team comprised of developers who are also trained architects or engineers; a boots on the ground reality capture team with the latest scanners and drones; and a group of seasoned industry veterans with experience developing and leading training. The best part is as a remote workforce, we now have employees in North and South America, with Europe coming soon. Out of this powerful combination, we are proud to announce our new name: Voyansi.

I know what we say next will sound cliche, but we are really excited to share some of the projects we have been working on over the past few months. Among other things, this month we will be releasing our first publicly available software tool: Ship. Ship is an open source (free) tool that helps you manage content or other packages for AEC software. Whether you are a firm of 5 or 500, Ship makes deployment of new software assets simple for your user base.

If you've read this far, I'm sure you have a ton of questions. Our marketing team put together an FAQ section that follows this letter. Of course, as one of our valued customers, you know you can reach out to us with questions via phone or email.

Thanks again for all the years of support,

The Voyansi Leadership Team
Daniel Biagi, Diego Cotsifis, Tyson Cadorette, Libo Li, & Mike Lee

Question & Answer

1. **What does Voyansi actually mean?**

   Voyansi is a (portmanteau word) of many words in Spanish and English. As a multi-lingual, global company we knew we would need a name that resonates in all tongues. Our rebranding process began with outward reflection. As a group of architects and engineers, we see the industry wave of change coming. Our new name needed to incorporate this, but also align with our mission of BIM for Voyansi is our voyage to an elevated perspective for how we build and manage space. Together, we change what it means to build.

2. **Will this have any impact on our business relationship?**

   None on our day to day projects, our teams continue to work normally with yours. In a few months when our brand registrations have been finalized in your country and jurisdiction, we will send a letter to all financial and purchasing departments explaining the change and the minimal impacts it will have.

   Today, we will still bill you as AEC Resource as we have been. In March, both of our websites will be redirected to our new website www.Voyansi.com. A sneak peek of it is live, but keep your eyes open for some exciting new things coming such as our Knowledge Base with lots of how-tos articles and other instructional materials we have developed. To be updated on our releases as they occur, sign up for our newsletter and you will be among the first to know.

3. **Tell me more about Ship....**

   It's simple really. When we went completely remote in early 2020, we realized there were ways we could improve our content delivery to our modeling team. That soon expanded to friends, then our customers. At some point, we realized that anyone who needed to share packages or other Revit content with colleagues could benefit from our new tool and we decided to release it for Free on GitHub. You can sign up [here](#) to be among the first to learn when we release!

4. **So, Ship is really free? How do you make money on it?**

   Yes, Ship is really free. It's also open source which means your IT department can take our source code and make it their own. We developed Ship to make our job easier, it's simply a much more efficient delivery tool than anything we have worked with before. For companies who want our help setting up or customizing Ship, we offer [paid consulting & software development services](#) and can tailor it to your needs.

5. **What else is new?**

   At the end of last year, we piloted 2 new ways of going to market.

   First, as a software first company, we built a customer success department. Our CS department is made up of trained architects and engineers who have been in your shoes and understand the challenges you deal with on an everyday basis. Our customer success team is a results oriented customer advocate group, and there to help you work more efficiently.

   Our second update is really born of our customer success department. Voyansi Team Subscriptions are the result. As you grow and scale, you may find the need for a flexible extension of your team. We offer dedicated BIM development teams with skills ranging from modeling and drafting at all LOD to more complicated trades or services like software development or coordination.

   Our subscriptions are flexible, and you can pick and choose from a variety of optional part time equivalent add ons. If you are interested in learning more, contact your customer success representative to talk about options and how this can be a more efficient way of working.