

ZWCAD 2023 Kostenlose Testversion
Schnelle, Stabile, mit DWG kompatible CAD-Lösung



cadalyst



CAD Manager's Newsletter
STRATEGIES AND SOLUTIONS FOR THE REAL WORLD
By Robert Green

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Overhead Bad — Billable Good

As the economy slows, being seen as an “overhead” expense can put your job at risk. Find out how to explain to upper management why the CAD manager is an active “billable” role and that you’re integral to getting work out the door quickly and profitably.

Over the years that I’ve written *The CAD Manager’s Newsletter*, one thing has remained constant — the argument from some senior management teams that CAD management is “overhead” that can be eliminated. And, now, as the global economy has started to slow, and businesses becoming more cost sensitive, it is no surprise that I’m seeing more about CAD management labeled as “overhead” in my Facebook CAD Manager’s Unite group lately.

In this issue of *The CAD Manager’s Newsletter*, I’ll tackle the issue of considering CAD management “overhead” from a career point of view and advocate that you should be considered a “billable” CAD manager, not as an “overhead” CAD manager. Here goes.



Image source: iQoncept/stock.adobe.com.

Overhead = Non-Billable

One thing that's the same as ever is that CAD managers working as overhead are non-billable and are thus perceived as being expendable and are more prone to layoff. CAD managers who are billable are perceived as being valuable to the company and its success and tend to NOT get laid off. So, what kind of CAD manager would you rather be in an economy that is slowing?

Without hesitation, the answer is “the billable CAD manager.”

How to be Billable

Being billable as a CAD manager is a matter of adapting the tasks you perform to be job-specific and therefore of high value to project teams. Or, more specifically, to become an integral part of getting jobs out the door quickly and profitably.

Here are a few examples:

CAD standards. Rather than striving to create an all-encompassing “unicorn” set of standards that will work on all projects — which is almost impossible to do — strive to optimize standards for ongoing jobs so that you can cut labor time.

Training. Rather than training new software features or theoretical concepts, train users on specific job workflows that will speed job completion.

Customization. If you create customized programs, macros, blocks, families, or other content, be sure that they save time on existing projects right away.

Now that you've tethered all your CAD management tasks to faster, more profitable job completion, doesn't it seem reasonable that the time you spent doing so would be billable to projects? I can tell you that I've been successful — and highly billable — doing this throughout my career. Let's explore how.

Find out how to get authorized to bill to projects and why the project management team wants you on their team. Show them how you add value and motivate users, making your CAD management role one of the most important on the team. [Read more >>](#)

Tools & Resources



Ultra Small Form Factor Desktop Workstation

Lenovo has introduced the ThinkStation P360 Ultra, an all-new desktop workstation small form factor desktop. Half the size of a traditional small form factor desktop workstation, its chassis is less than 4L in total volume and has 12th Gen Intel Core processors and supports up to NVIDIA RTX A5000 mobile professional graphics. Within this new form factor, the ThinkStation P360 Ultra outperforms previous generation small form factor desktop workstations by more than 50% according to the company. [Read more >>](#)

Webinar: Critical Factors for a Successful Digital Transformation

14 July 2022, 11:00 (EDT). This CIMData webinar will focus on digital transformation's critical role in the future of your business and the critical dozen elements that all digital transformation programs need. The last few years have reinforced the imperative for companies to collaborate digitally throughout their extended enterprise. Whether executives decide that work will be remote, on-premise, or a more hybrid approach—digital transformation is required not only for growth and profitability but for survival.

[Read more >>](#)



Siemens NX Released

Siemens Digital Industries Software announced the latest release of Siemens' NX software, a product engineering solution that brings greater electronic co-design, collaboration, and intelligence capture and reuse capability, according to the company. Part of the Siemens Xcelerator portfolio of software and services, NX delivers productivity and user-experience enhancements across a broad range of capabilities. [Watch the release >>](#)

On-Demand Webinar: Utilizing Model-Based Systems Engineering Approach for Vehicle Development

Learn how an integrated platform for model-based systems engineering (MBSE) helps you manage embedded systems and electronics. This 60-minute webinar examines the benefits of implementing MBSE, including: Increased user satisfaction and decreased vehicle recalls; compliance with safety standards and emission, economy, and crash regulations; examination of high-level design alternatives and optimization of new, fast-changing technology through simulation and automation rather than costly physical tests; reduction of both development time and cost, and traceability from initial requirements through final testing. [Watch now >>](#)

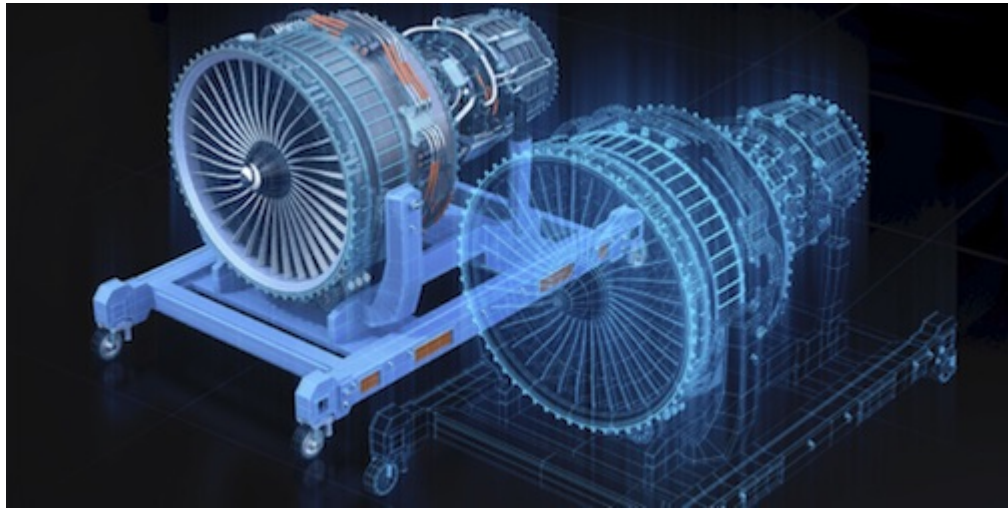
What's New from Our Sponsors



IIJA Act Triggers Flood of Infrastructure Work

AEC industry looks for technology to help handle wave of projects. *By Cadalyst Staff* [Read more >>](#)

What's New at Cadalyst



MCAD Solutions: Digital Twins Come of Age for Manufacturing

Using digital twin technology in a product's full lifecycle from design through use, service, and even decommissioning will soon be a reality across the design spectrum. *By Cadalyst Staff* [Read more >>](#)



Herrera on Hardware: The Mini Fixed Workstation: HP's Z2 Mini Presents Another Compelling Proposition in Form Factor

The traditional fixed workstation platform continues to evolve to serve a wide range of preferences and demands. *By Alex Herrera* [Read more >>](#)

CAD Programming: Introducing Python for CAD

Open-source language offers intriguing features for CAD programmers. *By Andrew G. Roe* [Read more >>](#)

Free Resources



From the editors of
cadalyst

Herrera on Hardware:

The Evolving Role of the Mobile Workstation


White Paper

Mobile vs. Desktop Workstations for CAD

The Evolving Role of the Mobile Workstation

It comes down to physics — a desktide can always outperform a mobile workstation. Cadalyst hardware expert, Alex Herrera, looks under the hood of both to break down the pros and cons of each form factor.

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cadalyst Pro Tips #9

TRAINING CHECKLISTS FOR CAD MANAGERS

Conducting training can be overwhelming. Whether you're an experienced trainer or new to the process, it's easy to overlook details that you need to succeed. With a little guidance from CAD management expert, Robert Green, you can be sure you're ready.

Cadalyst Pro Tip:

Training Checklist for CAD Managers

Training is an essential task on every CAD manager's to-do list. But with all those little details to remember, preparing a clear, informative training session can ve overwhelming. Use this handy checklist from CAD management expert Robert Green to help you be successful.

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