



New distributors bring experience, innovation to Asian market

Apr 23, 2021 06:43 UTC

## Vectorworks, Inc. Expands Reach in Asia With Two New Distributors

**Columbia, MD (April 22, 2021)**—Global design and BIM software provider [Vectorworks, Inc.](#) is expanding its service in the Asia Pacific (APAC) region by onboarding two influential distributors in the design and production industry: [Tathastu Techno Solution](#) and [Total Solution Marketing](#). Tathastu Techno Solution and Total Solution Marketing will expand and grow the Vectorworks business to better serve customers in the APAC market.

“We’re proud to add Tathastu Techno Solution and Total Solution Marketing to our growing roster of distributors in the APAC region to best serve our

customers in the industry” said Vectorworks Global Channel Operations Director Victoria Morris. “By expanding our presence in the APAC market and bringing in proven experience within the design industry, both distributors will improve our ability to give our customers the best possible support.”

Based in Mumbai, Tathastu Techno Solution joins Datalogics, an existing Vectorworks distributor, in the burgeoning Indian market. Tathastu Techno Solution, which currently distributes 3D, animation VFX and motion graphics software by sister company [Maxon](#), will represent Vectorworks in India, Bangladesh, Bhutan, Nepal and Sri Lanka.

“Vectorworks products fit perfectly with our vision to partner with world-renowned 2D/3D software companies,” said Chetan Jain, CEO of Tathastu Techno Solution. “India is a diverse and innovative market and partnering with Vectorworks will give us the opportunity to better serve our customers with the best software solutions. Customers are acquisitive to adapt to new products and technologies and we see great potential to introduce Vectorworks products to customers and assist them in changing their existing workflows and product pipelines. This partnership between Tathastu and Vectorworks will definitely scale new heights in business across India.”

As a distributor for [MA Lighting](#) – a platinum partner with Vectorworks, Total Solution Marketing joins existing distributors Softedge and Quick Solutions to represent Vectorworks in Malaysia, Singapore and Thailand. The experience they bring to the media and entertainment industry will expand access to product support, training and customer success in the region, including offering Vectorworks training conducted by [Linesmith](#) founder and long-time Vectorworks user Gabriel Chan.

“We are privileged to be appointed a distributor for Vectorworks and look forward to our collaboration,” said Total Solution Marketing Executive Director Tevin Heng. “In the past few years, we have seen the continued partnership of Vectorworks and MA Lighting and other lighting manufacturers to enhance lighting design workflow processes in the entertainment lighting industry. We believe Vectorworks is the one-stop solution for entertainment show documentation and design. With the Vectorworks team support, we will offer local training and improve the quality of technical support to Vectorworks users.”

To learn more about [becoming a Vectorworks distributor](#) or to find a local

distributor in your region visit [vectorworks.net/international](https://vectorworks.net/international).

## About Vectorworks, Inc.

Vectorworks, Inc. is an award-winning design and BIM software provider serving the architecture, landscape architecture and entertainment industries in 85 countries. Creating intuitive software since 1985, we've become the preeminent software built to manage the entire design process. Globally more than 685,000 users are creating, connecting and influencing the next generation of design with Vectorworks on Mac and Windows. Headquartered in Columbia, Maryland, with offices in Newbury, England and Vancouver, Canada, Vectorworks is a part of the [Nemetschek Group](#). Learn how we empower designers to create experiences that transform the world at [vectorworks.net](https://vectorworks.net) or follow @Vectorworks.

---

## About the Nemetschek Group

The Nemetschek Group is a pioneer for digital transformation in the AEC industry. With its intelligent software solutions, it covers the entire lifecycle of building and infrastructure projects and guides its customers into the future of digitalization. As one of the leading corporate groups worldwide, the Nemetschek Group increases quality in the building process and improves the digital workflow of all those involved in the building process. This makes it possible to design, build and manage buildings with greater efficiency, sustainability and environmental compatibility in terms of resources. The focus is on the use of open standards (Open BIM). The portfolio also includes digital solutions for visualization, 3D modeling and animation. The innovative products of the 15 brands of the Nemetschek Group in the four customer-oriented segments are used by approximately six million users worldwide. Founded by Prof. Georg Nemetschek in 1963, the Nemetschek Group today employs more than 3,000 experts.

Publicly listed since 1999 and quoted on the MDAX and TecDAX, the company achieved revenue amounting to EUR 596.9 million and an EBITDA of EUR 172.3 million in 2020.

## Contacts



**Jeremy Powell**

VP Marketing

Vectorworks

[jpowell@vectorworks.com](mailto:jpowell@vectorworks.com)

+1 443.542.0652