RealWear Partner Guide

What is Assisted Reality (aR)?

Assisted reality, also denoted as "aR", allows users to view information via a screen that is directly in their field of vision, working hands-free. It adds an extra layer of information to the user's view, delivering content such as text, images, videos & diagrams to enhance their situational awareness.
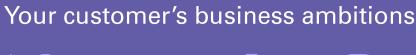
Find out more by reading our "What is" article.

Hands-free wearable computing: introducing RealWear

With three options available, companies can select the Navigator 500, HMT-1, or "intrinsically safe" HMT-1Z1 (follow the links for more detail or view the comparison guide):

- ✓ High-res micro display sits below the user's line of sight & views like a 7" tablet
- ✓ Boom arm allows for optimum positioning & can be adjusted to wear on either eye
- ✓ Fully ruggedised; suitable for wet, dusty, hot, dangerous & loud environments.
- ✓ Built-in camera, torch & four microphones (for best-in-class noise cancellation)
- ✓ Fully PPE compatible – safety is a priority, not a "bolt-on"
- ✓ Over 200 software partners to suit your customer's application & industry

Your customer's business ambitions

Reducing travel costs	Increasing first-time fix rate	Improving health & safety	Upping worker productivity	Accessing expert knowledge	Providing real-time data & information

Key use cases

Remote Expert
Hands-free collaboration & telepresence.
Read More

Digital Workflow
Visual instructions, checklists & data entry.
Read More

Document Navigator
Access to files & documents, hands-free.
Read More

Industrial IoT Visualisation
Real-time actionable information for workers.
Read More

Key customer industries

Automotive
Supporting training, production & dealer services.
Read More

Manufacturing
Supporting SLA fulfilment, production & secure digitised documentation.
Read More

Oil & Gas
Supporting uptime, compliance & knowledge transfer.
Read More

Healthcare
Supporting proctoring, rounding & thermal imaging.
Read More

Energy & Utilities
Supporting training, productivity & safety.
Read More

Field Services
Supporting safety, productivity & compliance.
Read More

Questions to ask

1. What are your digital transformation plans for your front-line workers?
2. How often do your workers require their hands to work, & do they find using handhelds interferes with this?
3. Would you be interested in increasing your first-time fix rate & reducing your travel for senior/expert engineers?

Need help? Speak to your Westbase.io account manager.

What does a good customer look like?

Potential for minimum 25+ units	Digital transformation goals in place	Use case/s identified already	Tablet replacement / safety drivers	Cost reduction / productivity drivers	Compliance requirement & drivers

Supporting a field trial

A field trial allows your customers to see the power of the RealWear Navigator or HMT in situ. Ensuring this is a success is key to closing your deal. Typically, a field trial with RealWear starts with an initial demo, progressing to a more detailed workshop to identify the customer's requirements.

Read our best practices article for running a successful field trial or, alternatively, Westbase.io provides a **Managed Field Trial Service**. With this you can leverage our pre-sales & technical teams to fully deliver the trial on your behalf – we take care of the detail to provide a seamless & positive experience for all. Enquire now to find out more.

Supporting the rollout: typical challenges

You or your customer has limited technical resource
Westbase.io RealWear staging services provide configuration support so your customer's Navigators and HMTs can go straight into the field & work out of the box – keeping your & the customer's resources free to focus on what really matters to your businesses.

You or your customer needs RealWear training
Westbase.io provides all of our partners with basic RealWear training as standard. We also offer a range of advanced technical, commercial & user training services designed for both you & your customers.

Your customer has connectivity issues
Westbase.io is also a leading 4G/5G distributor & can assist you in providing more flexible, reliable connectivity solutions if WiFi networks aren't readily available for your customers to connect their Navigator or HMT devices.

Want to find out more about the Westbase.io partner toolkit, to ensure a smooth rollout for your customer? Read this now.

Other resources

- ✓ Assisted reality vs Augmented reality article
- ✓ RealWear in Action article series
- ✓ Case studies
- ✓ Connected Worker application webpage

The Westbase.io team of RealWear experts is always on hand to help you throughout the sales process. Please contact us at any time:

+44 (0) 1291 437 567, +31 (0) 35 799 2290, hello@westbase.io.

WESTBASE.IO