

# BEST PRACTICES IN ENTERPRISE TRAINING WITH **AR**



NOVEMBER 27, 2018

VERIZON | UBIMAX | VUZIX | AUGMATE

# Today's Experts



**Fraser Bowie**

*Innovation & Design Leader*

Fraser.Bowie@verizonwireless.com



**Percy Stocker**

*President Ubimax Americas*

percy.stocker@ubimax.com



**Alexander Kelly**

*Director of Innovation  
& Strategic Partnerships*

alexander\_kelly@vuzix.com



**Peter Orban**

*Chief Commercial Officer*

peter@augmate.com



**Fraser Bowie**

*Innovation & Design Leader*

Verizon

---

# Verizon

**Verizon delivers the promise of the digital world by enhancing the ability of humans, businesses and society to do more new and do more good.**

Learning and Development delivers training and performance support globally. We are chartered with delivering classroom, virtual and self paced training. Our goal is to continuously transform the business through learning and use technology to help move the learning organization forward.



# Augmented Reality in Training

Build a platform to provide Performance Support materials to our Field Tech Reps to assist them on the job.

## Goals

- Safety
- Reduce Training Time
- Improve Response Time
- Reduce Errors





**Percy Stocker**  
*President Ubimax Americas*

# Ubimax

---

# DISRUPTIONS ALONG THE WHOLE SUPPLY CHAIN

TURNKEY DIGITAL SOLUTIONS FOR HIGHLY EFFICIENT, DATA-DRIVEN OPERATIONS

## INTRA LOGISTICS

manual order picking •  
incoming, outgoing & sorting of  
goods • inventory management

## SERVICE & MAINTENANCE

service and inspection •  
diagnosis machine  
maintenance • worker training

**Verizon Focus**



## ASSEMBLY & QUALITY

assembly line support •  
quality assurance •  
human-robot collaboration

## REMOTE SUPPORT

remote assistance • first-  
person video • remote  
sensor data streaming •  
training

# UBIMAX COMPANY OVERVIEW

THE MOST EXPERIENCED GLOBAL AUGMENTED REALITY SOLUTION PROVIDER



70+ employees from over 20 countries



250+ satisfied customers worldwide



15+ years industry experience



10+ Awards by customers and organizations



• Ubimax office locations



**Alexander Kelly**  
*Director of Innovation*

Vuzix

---

# Vuzix Corporation: Leading Augmented Reality Wearable Display Company

**VUZIX®**

Year Founded	<ul style="list-style-type: none"> <li>Company was founded in 1997, IPO in 2009</li> </ul>
Headquarters	<ul style="list-style-type: none"> <li>West Henrietta, NY (suburb of Rochester)</li> </ul>
Offices	<ul style="list-style-type: none"> <li>US &amp; Canada</li> <li>UK and Barcelona</li> <li>Japan</li> </ul>
Company Overview	<ul style="list-style-type: none"> <li>Leading provider of next-generation Smart Glasses and AR wearable display technology for the global enterprise market</li> </ul>

## Key Customers

**TOSHIBA**  
Leading Innovation >>>

 **AIRBUS**

**SAP**

**UP SKILL**  
Formerly APX Labs

**UBIMAX**

**BECHTLE**

**AWA**  
(EXPERTEYE)

**sats**

**KPIT**

**accenture**

**AUGMATE**

**verizon**



# Award Winning Smart Glasses

**Vuzix M300  
for Enterprise  
Users**



Android Operating System

Significant Reduction in Power Consumption

Over 1000+ Preproduction Pilots in the Field

Ruggedized and Designed for 24x7 Operations

Ecosystem of Partners (SW, MDM, System Integrators)

**VUZIX®**

**Vuzix Blade for B2B,  
B2C and Prosumers**



Android Operating System

Features Vuzix' Waveguide Optics

AR and AI for Business and Prosumers

World's First Alexa Enabled Smart Glasses

The Ultimate Hands-Free Accessory for Smart Phones



**Peter Urban**

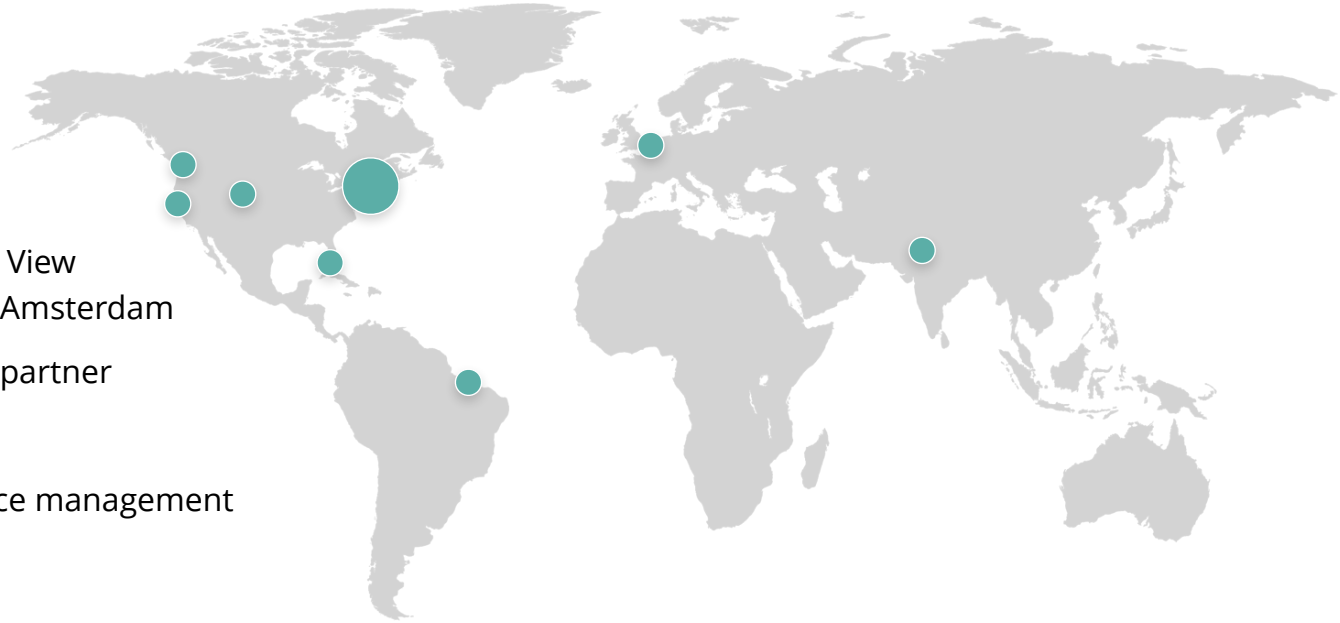
*Chief Commercial Officer*

# Augmate

---

# Augmate / Wearable First, Mobile Friendly

- Founded in 2013
- NYC headquarters, Mountain View R&D, New Delhi engineering, Amsterdam
- Original Google Glass@Work partner
- Gartner Cool Vendor 2017
- Expanding into a full IoT device management platform in 2019



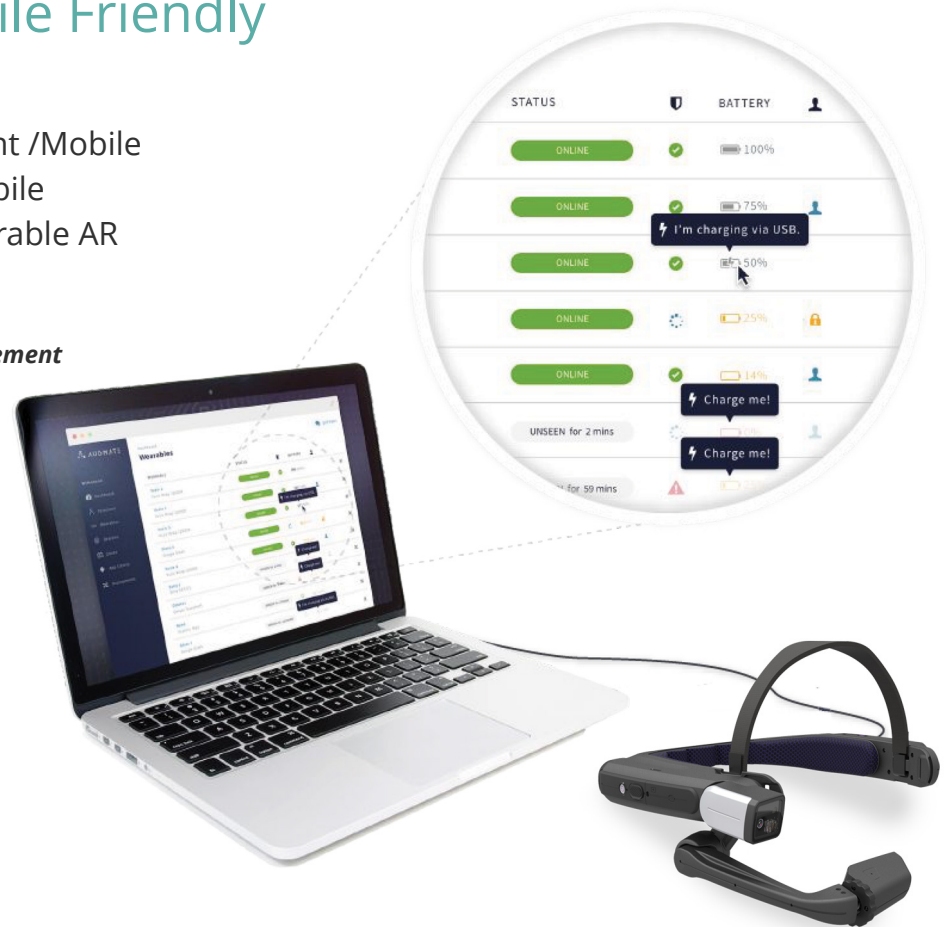
# Augmate / Wearable First, Mobile Friendly

"Assuming conventional Mobile Device Management /Mobile Application Management (MDM/MAM) tools or mobile security approaches can be easily extended to wearable AR solutions is both inaccurate and dangerous"

**Technical Report: Wearable Enterprise AR Security - Risks & Management**  
*Augmented Reality for Enterprise Alliance / thearea.org*

## Wearable Enterprise Manager: a WDM in the sea of MDMs

- The Nature of Wearable Universe
- The Role of Economic Incentive
- The Impact of Architecture
- The Ease of Integration



# Project Overview

---

The background of the slide features a person wearing augmented reality (AR) glasses. The person's face is partially obscured by a circular digital overlay that resembles a clock face or a data visualization. The entire image has a teal or cyan tint. Faint, vertical text and symbols are visible in the background, suggesting a technical or digital theme.

# Q1

Why is it important to create modern training methods with AR?

# Q2

---

What are the critical points to consider before beginning a pilot?



Q3

---

How much do partnerships matter  
for a successful pilot and launch?

# Q4

---

How to avoid pilot purgatory?

The background of the slide features a teal-tinted image of a woman's face, wearing glasses. Overlaid on her face and the background are various digital and technical elements, including binary code (0s and 1s), mathematical symbols like pi (π), and circular data visualization patterns resembling radar or sonar scans. The overall aesthetic is high-tech and futuristic.

# Q5

---

What was the most important  
takeaway from this project?

# Q&A

---



# Thank you!



**Fraser Bowie**

*Innovation & Design Leader*

Fraser.Bowie@verizonwireless.com



**Percy Stocker**

*President Ubimax Americas*

percy.stocker@ubimax.com



**Alexander Kelly**

*Director of Innovation  
& Strategic Partnerships*

alexander\_kelly@vuzix.com



**Peter Orban**

*Chief Commercial Officer*

peter@augmate.com