

Westbase.io RealWear Managed Field Trial

Our managed field trial service puts our pre-sales and technical experts to work for you, to fully deliver your customer's trial. We take care of the detail to provide a seamless, effective trial which ensures a positive experience. This helps to drive conversion rates, and encourages customers to better engage with the RealWear ecosystem.

How Does it Work?

Our pre-sales team will:

- | Define the trial requirements, including capturing and agreeing your customer's requirements, objectives and timelines.
- | Provide operational management of the trial, including initial trial device configuration and deployment.
- | Supply technical troubleshooting and problem solving during the trial.
- | Conduct trial checkpoints and reviews, plus provide recommendations for the final deployment.
- | Deliver a final review session, including you and your customer, to agree next steps once the trial has concluded.

Why a Managed Field Trial?

By providing you and your customer with access to an experienced field trial and pre-sales professional you will:

- | Ensure clear and achievable objectives are agreed.
- | Remove technical blockers and/or business challenges quickly and easily.
- | Keep the trial on track, and within the originally agreed parameters, to prevent slippage.
- | Improve the likelihood of a positive outcome and closure of the wider project sale.

For more information, or to book your managed field trial, simply contact Westbase.io:

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