



## GLOBAL PROVIDER OF MILITARY SYSTEMS

### CUSTOMER CHALLENGE

This customer approached Man and Machine for expert advice and guidance, when looking for a way to visualise and predict product performance in a wide range of atmospheres.

### PROJECT GOALS

The client's key goal for this project was to be able to ensure the regimented military objectives are always met and overachieved. This is particularly important due to the extreme environments they operate in, so the client needed to know the environmental impacts on their products, before putting them into action.

### SOLUTION

After a period of product testing and proof of concept work, the organisation relied on Man and Machine to help implement a completely new set of complimentary Media and Entertainment tools, as well as the following solutions/services:

- Software Asset Management
- Software User Optimisation
- Product Scope of Works
- Project Proof of Concept
- User and Admin Training
- Ongoing Detailed Support

### BUSINESS OUTCOMES

With a combination of software tools, user training and support, this client is now able to sell concepts and explore design ideas during the design phase, rather than when it's too late to make changes.

### CONCLUSION

With the help of Man and Machine, this customer has been able to minimize risk and sell their concepts at an earlier stage in the process.