

# Solution Design Services

Realize your Vision, Eliminate the Risk

## overview /

Custom simulation projects come with risks, and the technology is rapidly evolving. What business issues are you trying to address? What is the expected return on investment? Which skills do your trainees need to develop? Which technology is the best adapted to your needs? What is the total cost to achieve your project? Too often, answers to these questions are only found after a project is already underway, leading to critical delays, unexpected expenses and disappointing results.

## benefits /

CM Labs Simulations can help ensure your project's success. Our solution engineers can help you answer all of these questions and achieve your vision. We provide a wide range of engineering services, ranging from requirements gathering to training system and facility design and customized training program conception. Whether you select CM Labs to build your next project or not, we can help you avoid pitfalls and complete your project on time and on budget.

## CM LABS SERVICES /

1. Identify training needs and methodology
2. Evaluate and scope options
3. Define budget requirements and schedule
4. Calculate return on investment
5. Write technical requirements
6. Design simulator and facilities layout

### Establish the Benefits:

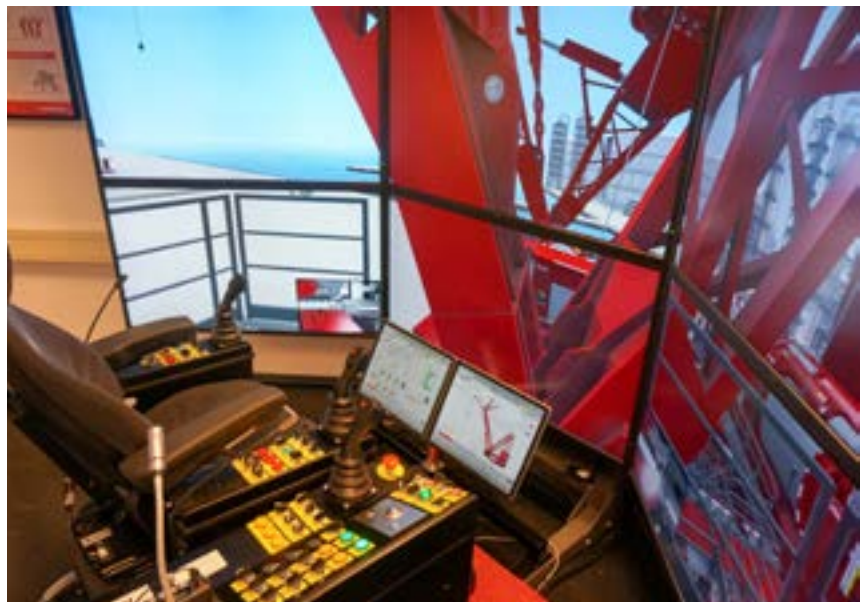
Compare the costs of live machine training, lost productivity and equipment wear with simulator acquisition costs. Our team can help you build the case for adding simulation-based training to your operator training activities.

### Define Your Unique Solution:

Every client and simulation project is different. CM Labs starts with a complete review of your learning needs and requirements, and provides a customized analysis of options and considerations. These requirements define training exercises and how you will measure student performance goals.

### Control Project Risk and Cost:

Prevent unexpected costs and delays with a clear definition of technical and pedagogical requirements. CM Labs can also provide fixed-firm pricing and schedule commitments along with requirements analysis.



# Why CM Labs Simulations

## 1

### A Proven Process

Our consulting methodology has been developed over dozens of simulation-based training projects. We have assisted port terminal operators, construction equipment fleet owners and vocational training schools to identify their requirements and complete successful projects.

- Review of existing training methodology
- Audit of activities conducted by operators on target equipment
- Communication with target equipment manufacturer
- Interviews with instructors, operation managers and operators
- Analysis of objects, structures and obstacles found in work environment

## 2

### A Tailored Solution

Every project is unique. Our consultants provide solutions adapted to your needs and objectives, from business case definition to technical design. Your solution can include any of the following:

- Project risks and mitigation strategies
- Definition of learning objectives and skills acquisition requirements
- Identification of operational challenges to be addressed by training
- Simulator design, configuration options and training room design
- Training exercise design and student performance measurement
- Definition of simulated equipment specifications, incidents or faults
- Budgetary or fixed-firm pricing and schedules

## 3

### An Experienced Team

With 20 years of simulation experience and hundreds of customers using Vortex simulators for operator training in ports, construction, defense and offshore, CM Labs provides a unique expertise that combines both technology and training methodology.

This means our engineers can not only help you define your training solution, but also how simulator-based training can be incorporated in your current training program.

This ensures you will build the right skills and deliver the greatest business benefits.

