



Putting out virtual fires to help save lives

Real Training delivers powerful firefighting training software on Dell Precision mobile workstations



Software

Norway

Business needs

Real Training needed to have reliable, powerful workstations to support its virtual reality firefighting training software.

Solutions at a glance

- [Dell Precision mobile workstations](#)
- [Dell monitors](#)
- [Dell EMC ProSupport](#)

Business results

- Enables, sustainable fire extinguisher training for employees
- Delivers a realistic way for employees to learn how to use fire extinguishers

VR

gives customers cost-effective firefighting training



Helps

technology partner sell, market and deliver more training classes





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Arve Aasmundseth, CEO, Real Training

When a fire breaks out in a hotel or restaurant, employees must be able to start fighting the flames immediately. Fires spread quickly, which is why workers need to know how to use fire extinguishers to stop the flames. That’s where Real Training comes in. The Norwegian company provides Real Training virtual reality (VR), fire simulator software that teaches people how to use a real hand-held extinguisher in a virtual fire scene. Employees at customer sites such as hotels, restaurants and hospitals wear VR goggles and walk back and forth through virtual spaces as they put out fires. “All fires start out small. If someone knows how to use the fire-extinguishing equipment that’s present, they will frequently stop the fire before the firefighters get there,” says Arve Aasmundseth, CEO at Real Training. “This results in lives being saved, as well as property being protected.”

To ensure its software runs seamlessly, Real Training requires robust and reliable hardware. “This training is critical, so we can’t have the software running poorly,” Aasmundseth says. Reliability is also important because Real Training depends on its partners to sell and deliver the software to businesses across Europe. “For our partners, it’s about satisfying customers’ needs for a more realistic way to perform fire drills, as well as a desire to reach new customers,” says Aasmundseth.

Running simulated firefighting software on Dell Precision mobile workstations

As it prepared to launch its software in 2017, Real Training selected Dell as its technology provider. “We had already been using Dell Latitude notebooks, which worked well for us,” says Hans Seime, chief marketing officer at Real Training. “We looked at several solutions for our software, but quickly arrived at Dell again. Technology is always advancing, and Dell provides VR-ready solutions that are robust and stable.”

Real Training chose to run its software on Dell Precision 7000 Series mobile workstations, equipped with NVIDIA® Quadro® graphic cards. “The Dell Precision 7000 series is optimised for VR applications, and it gives us a powerful, high-performance solution for our software,” says Seime.



The company also uses Dell P2417H monitors for displaying its VR software internally and to customers. “Using the Dell solution, we get a powerful graphics solution and a realistic VR experience,” Seime says.

The company has also tested next-generation Dell Precision 7000 Series mobile workstations with the new NVIDIA® Quadro® graphic cards. The solution has been certified and is ready for the company’s VR-simulated firefighting software.

Additionally, the mobility of the Dell solution enables Real Training staff to easily transport the devices on training excursions. “The Dell Precision workstations are very portable, and we can easily take them on flights,” Seime says. Real Training also takes advantage of 3 years’ Dell EMC ProSupport for mobile workstations.

Ensuring reliability and stability at customer sites

Real Training ensures a reliable VR experience for its customers because of the stability of the Dell Precision solution. “We got what we were looking for with the Dell Precision mobile workstations: powerful, stable devices we can rely on every single day,” Aasmundseth says. “This gives us a high degree of confidence when we work at customer locations, because the instructors who use the equipment have varying levels of IT ability. Therefore, it is important that the machines always work. If the devices had any problems at a customer training site, our reputation as a company would suffer.”

Delivering a highly realistic VR experience

Relying on the Dell Precision solution, Real Training is delivering a high-performance, realistic VR experience for employees who need to learn how to use fire extinguishers in the workplace. “Our software doesn’t have any lag time running on the Dell Precision 7000 Series mobile workstations. It works perfectly, and that’s very important for the user experience. We’re teaching people how to potentially save lives, so we need to deliver a seamless software experience. We can do that with the Dell Precision solution,” says Aasmundseth.



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“We’ve run demos for 2,000 people and have gained 7,000 new users in the last year. The feedback has been universally positive. Whether it’s a shopping centre worker or a firefighting instructor, the reaction has been ‘wow!’”

Helping partners reach new customers

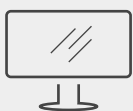
Real Training is also using its VR application to help partners such as RelyOn Nutec, Sweco, Securitas Norway, Redningssselskapet and Firetech Systems sell, market and deliver more training classes to customers. “Our partners are bold first movers that want to reach new customers and strengthen relationships with existing customers. They can do this using our innovative solution, based on Dell Precision technology,” says Aasmundseth. “This also helps us bring our VR application to the market in a more dynamic way than we could do by ourselves.”

In the near future, Real Training expects to continue working with Dell to enhance its VR application. “If we had chosen a smaller supplier, our platform would be much weaker. Dell gives us a feeling of confidence because

of the product roadmap and the continued reliability of the products we are already using,” Aasmundseth says. “Virtual reality is evolving quickly, and we know we can depend on the technology and support we get from Dell to enable our technology development.”

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