



Introduction to Altoura

& The New Reality of Work

Increase Productivity and Lower Costs With
Spatial Collaboration

THE NEW REALITY OF WORK

The transition to a more distributed, mobile, and collaborative workforce began before the coronavirus struck. However, the pandemic accelerated the need for organizations to build new processes and establish standards for remote work. Organizations now face the challenge of empowering workers—including the two billion frontline workers that make up seventy five percent of the global workforce—with the tools they need to collaborate and be productive when they are both on-site *and* remote.

The Problem With Traditional Collaboration Tools

Tools like Outlook, Zoom, Teams, Slack, etc., were never designed with frontline workers in mind. So, fabricators, assemblers, technicians, warehouse workers, and healthcare workers instead rely on paper documentation, training classes, and peer-to-peer mentors to onboard, train, and work. None of these methods are very effective at helping workers to learn or do their jobs remotely, nor do they provide a way for them to remotely interact with their peers, workspace, or equipment.

For most organizations that are practicing social distancing, this lack of empowerment and skilling raises fundamental questions about how to build and maintain a productive frontline workforce:

- How do you remotely onboard and train new employees to use machines and equipment?
- How do you facilitate collaboration between knowledge workers and front-line workers?
- How do you empower workers to complete tasks in real-time and reduce errors?
- How do you enable sellers to connect with customers and deliver product presentations?

The answer to each of these questions is straightforward: **you use spatial collaboration.**



Manufacturers and operators



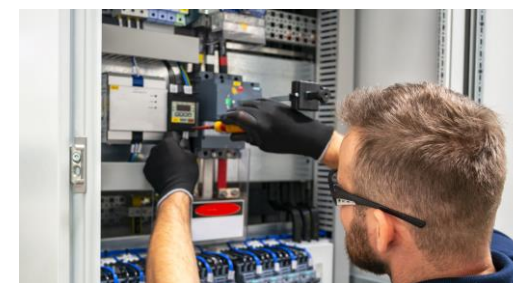
Retail and warehouse workers



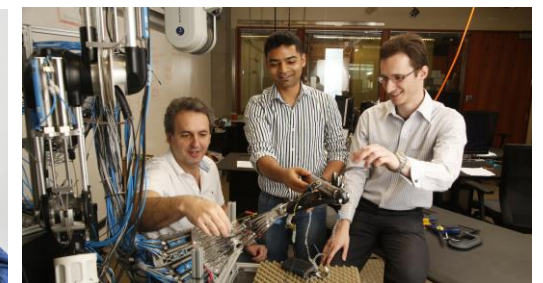
Healthcare practitioners and workers



Construction & real estate planners



Service/repair technicians



Educators and instructors

Spatial Computing Stokes Collaborative Work

Spatial computing improves collaboration and business productivity in fundamental ways:

- It makes it easy for frontline workers to collaborate in 3D environments and shared spaces, acquire knowledge, perform tasks, and digitally interact with equipment, buildings, and machines.
- It helps organizations upskill workers by supplementing—and often replacing—traditional training and guidance techniques with much more effective, immersive experiences.
- It empowers organizations to deliver digital content and expert guidance, training, etc. into the context of the frontline workers' physical environment.

J.P. Gownder
Principal Analyst
Forrester Research



Spatial computing will change the way people interact with machines and each other, just as the mouse-based interface did in the 1990s and touch interfaces did with the adoption of the smart phone.”

INTRODUCTION TO ALTOURA

Altoura is the productivity platform for the metaverse. With a secure enterprise infrastructure, spatial collaboration tools, and a no-code Experience Builder®, Altoura helps organizations transform their physical assets into high-fidelity 3D models that power immersive, interactive, and collaborative experiences for remote workers.

Business-critical use cases that once required a physical presence—such as employee training, product prototyping, facilities design and planning, space layout, and product demos—can now be completed as immersive experiences inside Altoura from any location on any device. This shift from physical work to virtual remote work creates operating efficiencies and increases employee engagement.



Why Altoura?

As the gold standard in spatial collaboration, Altoura represents both a technology and productivity breakthrough. As organizations continue to invest in digital transformation, they turn to Altoura to visualize business processes, improve the user experience, and help their people adjust to the new reality of work. Altoura is the gold standard for key reasons:



Extensible

Most flexible, easiest to use no-code platform

Altoura's Experience Builder is a powerful no-code development tool that lets users author 3D spatial computing experiences (like training and step-by-step instructions) that improve worker safety, efficiency and agility. This extensibility enables users to tailor work processes to their industry needs—no development experience required.



Integrated

Best for Microsoft Dynamics 365 and Azure

Altoura integrates with Dynamics 365 Guides, as well as Azure cloud services (like Remote Rendering and Spatial Anchors), which brings all the great productivity features of Dynamics 365 and Azure together with the multi-user spatial collaboration environment of Altoura to enable scalable deployment and rapid time to value.



Comprehensive

Highest out-of-the-box value

The Altoura platform provides industry-best out-of-the-box value and full integration with Dynamics 365 Guides. It supports the most devices (HoloLens, Quest, iOS, Android, PC, Mac) and the most use cases, such as training, simulations, sales and marketing, and collaborative design.



High performance

Most skilled partner to help you scale

Altoura Studios, our award-winning in-house 3D studio team, is available to help onboard organizations so they can be self-sufficient and get the most value from their investment in the Altoura platform. The Studios team can assist and train Altoura users to build, deploy, integrate, and customize solutions that deliver photorealistic spatial collaboration experiences.



Proven Business Impact

Altoura is used today by the most innovative and successful organizations in manufacturing, retail, healthcare, RE&F, AEC, technology, and service industries to generate business impact.

Measurable Results

85%

Increase in productivity

Dramatic reduction in errors and increase in timeframe before required retraining

66%

Reduction in training cycle time

Training hybrid workers virtually to achieve readiness to do hands-on work

60%

Improvement in training content recall & retention

Employee soft-skills training enabling consistent customer service and reduced conflicts

55%

Cost savings

Elimination of physical design mockups & site travel by using collaborative visualization

50%

Revenue growth

Driving new opportunities through immersive customer engagements



Chris Binion,
Director of Innovation,
Thermo Fisher Scientific



Altoura is transformative in the way it enables our workers to reduce training cycle time without reducing quality—and we delivered the same experience workers normally get on the shop floor by using a digital twin of their environment and enabling them to remotely collaborate in Altoura.



Salla Eckhardt
Director of Digital
Building Lifecycle &
Innovation, Microsoft



We use Altoura to help visualize, tour, plan, and manage many of our most important facilities investments around the world before they are built, which translates to big savings in physical prototyping costs and travel expenses.

One Solution, Numerous Use Cases

Altoura is used by organizations to improve business processes and empower workers to complete tasks remotely such as virtual trainings, on-the-job task guidance, virtual product sales presentations, and real-time collaborative design and prototyping—all built into the platform.

Immersive Training and Simulation

Organizations use Altoura to build collaborative and immersive training and simulation experiences to remotely onboard new workers and train existing workers on new products and business processes.

Using Altoura, multiple workers can teleport to a shared space with their coworkers (who appear as avatars), see a photorealistic rendering (hologram) of their work environment and equipment, and complete training where instructional content is delivered via a 3D experience. By using a fully digital (holographic) training simulation, organizations can avoid the time and expense of machine or factory downtime, and instead prepare their workers to arrive at their physical job already skilled and productive on day one.

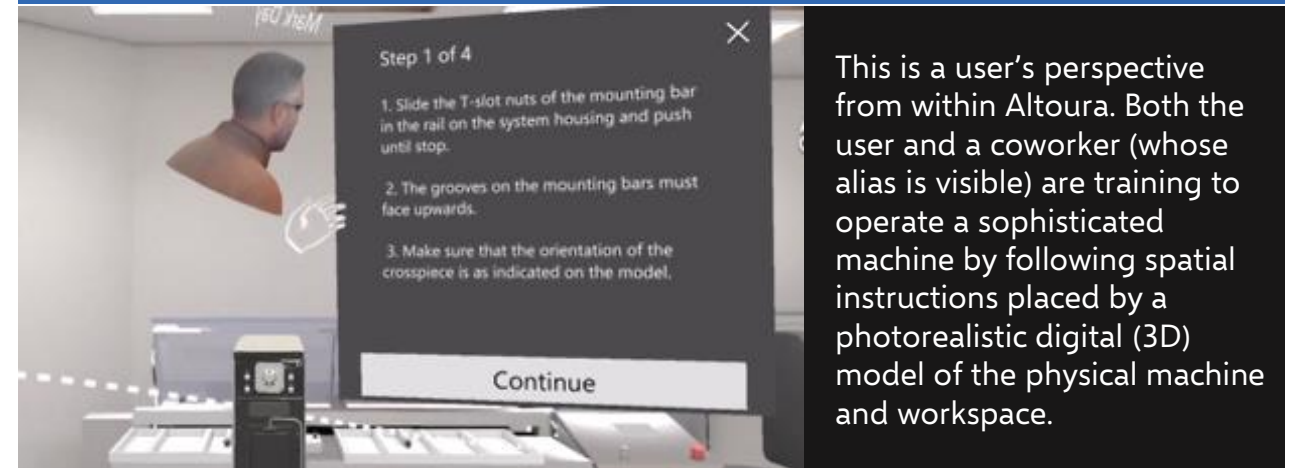
Introducing Train-to-Work®

Solutions built on Altoura dramatically reduce training cycle times and increase worker productivity. Train-to-Work, an immersive training solution that includes Altoura, Microsoft Dynamics 365 Guides, and HoloLens 2, enables organizations to build training guides once, deploy those guides inside Altoura to train remote workers in a virtual setting, then use the same guides within Dynamics 365 Guides to provide workers with real-time AR-assistance when in their physical workspace.

Workers that train in Altoura show up to the physical workplace ready to work because they have simulated the procedures and processes—and have built muscle memory in completing their tasks. As a result, their time to productivity is dramatically improved.

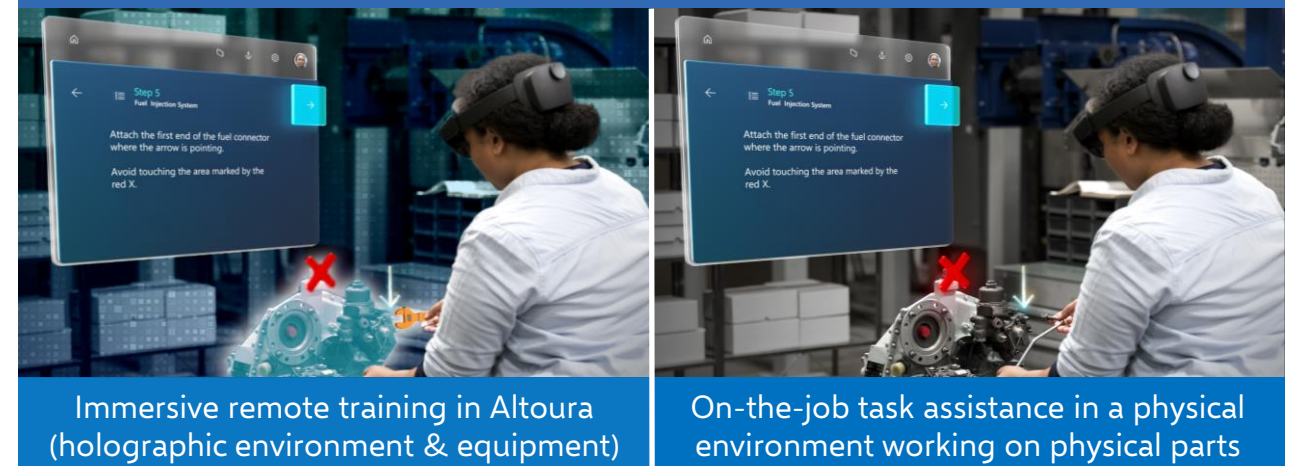
Training and Simulation

Scale onboarding and remote learning



Train-to-Work®

End-to-end training workflow from virtual to physical environments



Better Together: Altoura and Microsoft Dynamics 365 Guides

BUILD ONCE

Author step-by-step instructions in Dynamics 365 Guides, then import and run the same guides in Altoura's immersive environment

SIMULATE YOUR ENVIRONMENT

Import guides into Altoura and train users in a simulated workspace that's a high-fidelity representation of your physical workspace

COLLABORATE & TRAIN WITH PEERS

Conduct trainings with multiple users inside Altoura—from anywhere at any time—to achieve shared learning goals

INCREASE PRODUCTIVITY

Training workers in Altoura before they do live work in Guides reduces training cycle times and improves worker efficiency, satisfaction, and longevity in role

The combination of Altoura and Dynamics 365 Guides makes it easy for us to build immersive training solutions for our clients that have a critical need to upskill remote workers and assist them once they are deployed on the front lines.”

- Matt Fedorovich, Immersive Technology Lead, Insight

Design and Prototyping

Organizations use Altoura to improve and validate design and prototyping processes, accelerate decision making, and reduce costs associated with creating physical models. Users can upload existing 3D models into Altoura to enable an immersive virtual tour of the project/product details and features. This enables users to navigate the model details and invite other users to view and interact with a simple and convenient online portal where they can provide comments and feedback, driving deeper engagement with customers or employees.

Organizations also use Altoura to evaluate layouts by conducting spatial mapping of floors, walls, and ceilings. Users then import 3D models, drag, drop, and rotate models as 3D holograms to determine placement within their environment before investing in new equipment.

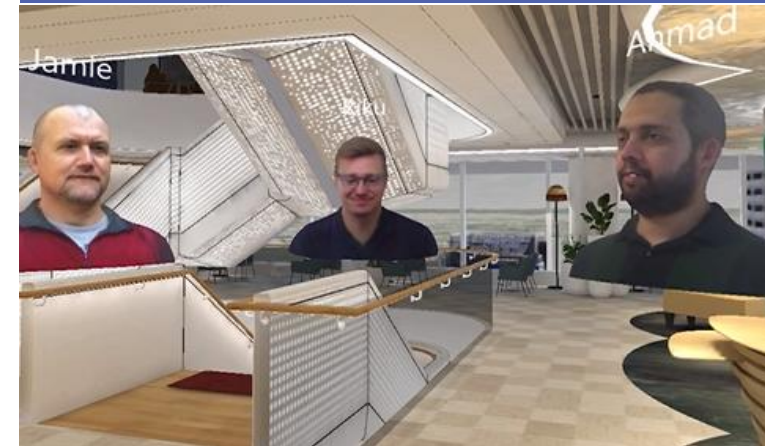
Virtual Sales

Organizations use Altoura to create interactive sales and marketing experiences that grow revenue. Sellers and marketers can easily import 3D models of products into Altoura and create a virtual online product showroom where customers can view and manipulate detailed product “digital twins.”

Spatial selling answers customer questions quickly and naturally through full scale product visualization and interaction. In Altoura, sellers can explain complex mechanics or specialized product features with simple product animations, customized spatial computing experiences, and text or rich media annotations. And these conversations can take place with anyone, from anywhere using Altoura’s sophisticated VoIP and 3D avatars.

Design and Prototyping

Visualize, plan, and review designs and layouts



These users are in Altoura and are reviewing the planned design for a new building. A photorealistic model of the building design allows the users to get a 360-degree view of features and layout, and to post comments and documents that persist across multiple sessions.

Virtual Sales

Accelerate decisions w/ virtual demos



This salesperson is using Altoura on a smartphone to demonstrate appliances in a virtual 3D showroom so that prospective buyers can compare features and designs with those of physical models on the retail floor.

A Complete Technology Stack

Altoura offers more use cases and custom spatial experiences on more devices—built on a secure and manageable foundation—than any other company in the world.



Devices

Altoura runs on the most popular and proven devices to give organizations flexibility in selecting their hardware platform, and to give users flexibility in how they collaborate, train, and interact with people and their surroundings. 3D content is packaged and managed in Altoura to accommodate the specific computational limitations of each device.

Collaboration Use Cases

Altoura powers the largest number of collaboration use cases to help organizations collaborate effectively and maximize return on their investment. While some vendors charge by the module for every use case, all collaboration use cases are built into the Altoura platform for a single price.

Experience Builder

Some vendors want to charge an arm and a leg for their “AR studio” tools, but Altoura includes a no-code Experience Builder for authoring custom spatial computing workflows and linking them to create experiences like step-by-step training, product testing, etc., and to collect data from user activity in the virtual space—without needing developers or courseware designers.



Cloud Services

Altoura can run purely on-premise, or it can be configured to integrate Azure cloud services to allow for spatial awareness for certain use cases, like 3D training, predictive equipment maintenance, and design review, all in the context of your users’ environments. For example, by implementing Azure Remote Rendering and diverting the rendering workload to high-end GPUs in the cloud, Altoura is able to stream a high-fidelity image directly to the target device. And by implementing Azure Spatial Anchors, Altoura can map, persist, and share holographic content across multiple devices at real-world scale.

Security and Management

Altoura is built on an Azure-based cloud Infrastructure that provides enterprise-grade authentication, security and manageability via mobile device management (MDM).

Altoura Has The Resources To Help You Succeed

Altoura Studios (JumpStart)

Organizations that want to evaluate spatial collaboration in a limited pilot can purchase Altoura JumpStart—a limited-time and limited license engagement supported by Altoura Studios.

Strategic Partnership with Microsoft

As a member of Microsoft's elite Mixed Reality Partner Program, Altoura partners closely with the Microsoft Sales, Marketing, Engineering, and Consulting Services teams to support customer engagements, pilots, and deployments—and to shape future innovations in spatial computing.

International Presence

The Altoura teams in Shanghai, Bangalore, and Seattle provide our customers 24x7 availability and service.

GET STARTED: IT'S QUICK AND EASY

The best way to get started with spatial collaboration is to put Altoura to work in a limited trial (using a limited number of use cases) and evaluate the short-term improvements to your business. Your team could be using Altoura in a matter of days. Prepare for your journey with any of these next steps:



Schedule a demo

Schedule a demo of Altoura with a member of our team



Attend a webinar

Register for an on-demand webinar featuring Altoura customers discussing the *New Reality of Work*



Contact an expert

Send an email to us at sales@altoura.com and let us know how we can help



Get the free trial

Sign up to be contacted when we launch the free trial of Altoura (Q2 2022)