# Looking for a VR vendor? Here are the questions to ask.

Choosing a vendor to build your VR training is an exciting opportunity. You want to get it right. Not all VR vendors are the same. Each vendor has their own unique set of capabilities, processes, tools and features. Understanding these differences will help you make the best choice for your organization.

Many companies start with a VR pilot project. The initial creation and cost of a pilot is often similar from one vendor to another. Vendor differences become very clear when you want to expand your pilot. Vendors have different processes to add new scenarios, update existing ones and distribute changes. This is usually due to their use of tools or lack thereof.

Certain vendors provide tools that give you control over content changes and distribution. Different tools require different skill sets. Some tools are flexible, some are not. Other vendors do not provide tools. This means they must be involved for each and every change.

Overlooking these differences is often why organizations fail to get past the VR pilot stage. Your choice will have a significant impact on costs and timelines as you move forward.

Take the time to learn about the differences between vendors and their processes. Understand how your team will fit into each one. This will pave the way for your initial and continued success. It will ensure that you find the right vendor for your organization.

**As a guideline, here are some questions to ask any VR vendor before you start a project:**

1. Can we make changes to our VR training content without your involvement? If so, how?
2. Do you provide a custom VR simulation which mimics our real world work environment?
3. Can trainees perform the same steps in VR that they would in the real world?
4. Can you describe your typical process for creating a VR training scenario?
5. Is the creation process different for the first training scenario vs additional scenarios?
6. What is the process for distributing a new VR training scenario with your solution?
7. Is the distribution process different the first time vs the second? If so, how?
8. What is the process for updating an existing, deployed VR scenario?
9. Who needs to be involved in that process?
10. At what stages is custom development work required?
11. When does Unity or Unreal engine need to be used? Who does that work?
12. Do you track user training data and results?
13. Where is the user data stored?
14. Can the user data be stored on our network?
15. Can you integrate with our LMS or LXP?