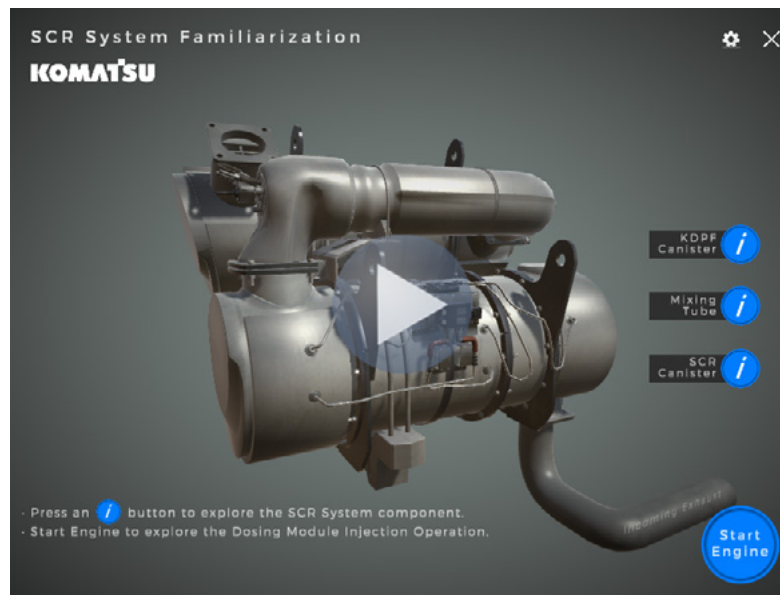




CASE STUDY - KOMATSU

PROBLEM: Komatsu manufactures diesel engines as part of their product line. They needed to teach the complex theory (technology & chemistry) behind soot and nitrogen-oxide reduction in their product, in a way that was more visual and interactive.

SOLUTION: Stepping away from traditional paper-based manuals and non-interactive learning, empower students to virtually learn on 3D interactive components of the diesel engine. This enforces 'learning by doing', the most effective method of training. [Click here](#) to see the application in action.



EXPECTED RESULTS:

1. 3D interactivity will allow distributors & technical instructors to virtually discover and teach features about the engine.
2. Students will locate, explore and interact with the machine models as they would during live classroom lab exercises.

EXPECTED BENEFITS:

1. Train in less time, virtually - reducing direct training expenses.
2. Avoid wear & tear on demonstration machines and limiting costly damage to those machines.

STATUS: Komatsu's customer training center in Cartersville, GA is blending the 3D interactive training with classroom lecture sessions and hands-on/practical lab exercises. Sales reps have access to product knowledge anytime, anywhere with just-in-time mobile apps.

"The application Heartwood created effectively takes complex concepts and breaks them down into manageable pieces, improving retention and understanding with the user. Working with Heartwood has been a really GREAT experience and we are very pleased with the completed training product." - Director of Training, Komatsu

