



APRIL 29, 2026 · 1:00 PM ET

FREE WEBINAR

How to Get **Budget Approval** for VR Training

A live walkthrough of the 9-step framework used by enterprise leaders at Avangrid, Enel, Toyota, and Toronto Hydro.

· 60 Minutes · Live + Recorded · 4 Expert Panelists

Co-hosted with PICO Enterprise and ArborXR · Featuring Enel

PANELISTS



Lorne Fade

Co-Founder & COO · VR Vision



Matthew Hall

Chief Solutions Officer · ArborXR



Dax Leepart

Enterprise XR SME · PICO XR



Brian Stice

Director of Strategic Operations · Enel

What You'll Walk Away With

60 minutes. Four speakers. Everything you need to build and defend your VR training business case.

01 The 9-Step Approval Framework

From identifying the right problem to structuring an ROI model your CFO will actually read.

02 Client Perspective from Enel

Brian Stice shares how Enel evaluated, justified, and deployed VR training at enterprise scale.

03 Device & MDM Deep-Dive

ArborXR and PICO cover hardware selection, fleet management, and IT readiness.

04 Your Internal Approval Toolkit

ROI calculator, cost guide, implementation playbook, and resources you can take back to your team.

The Approval Gap

Most VR training proposals never make it past budget review. Here's why:

01

Wrong Headline

They lead with headsets and cool tech demos instead of business outcomes the CFO cares about.

02

No ROI Model

They skip the financial case entirely — no payback period, no cost comparison, no conservative scenario.

03

Wrong Audience

They pitch the same deck to every stakeholder instead of tailoring to what each budget holder values.

The problem isn't the technology. It's the business case.

Start with the Problem, Not the Technology

Executives fund solutions to problems they already worry about. Anchor your case to ONE:



Safety & Incident Cost

High-risk procedures where training errors have catastrophic consequences



Time-to-Competency

New hires take too long to get productive as experienced workers retire



Consistency & Compliance

Training quality varies by location, instructor, or scheduling



Training Delivery Cost

Travel, facility, equipment downtime, instructor hours



Retention & Engagement

VR trainees are up to 40% more engaged than traditional

Pick ONE. Make it the headline of your business case.

Map Your Stakeholders

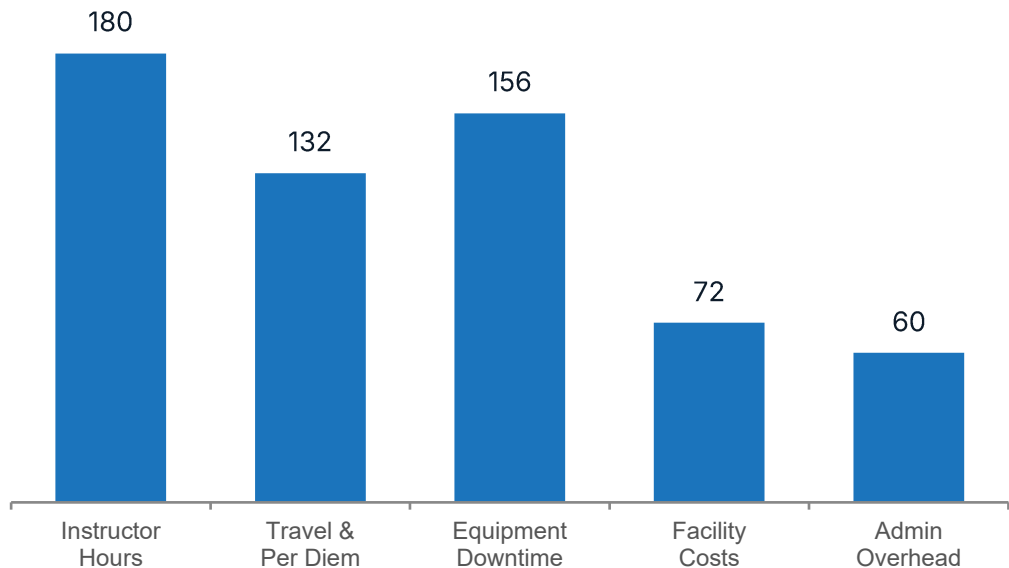
Each budget holder filters your proposal through a different lens.

STAKEHOLDER	PRIMARY CONCERN	LEAD WITH
CFO / Finance	Payback period, cost per learner	ROI model, incident cost avoidance
VP Operations	Scheduling, error reduction	Operational impact, shift coverage
EHS Director	Incident rates, regulatory exposure	OSHA recordable reduction
IT / Security	MDM, network, data, SSO	Standalone headsets, ArborXR MDM
HR / L&D	Effectiveness, scalability	Vision Portal analytics, tracking

For each person who must say "yes," write the one metric that would move them.

Quantify the Cost of Doing Nothing

This is the step most proposals skip — and it's the most persuasive.



\$600K

ANNUAL HIDDEN
TRAINING COST

Illustrative: 500-person workforce



Run your own numbers:

<https://vrvisiongroup.com/roi-calculator>

Most organizations significantly undercount training costs because they're spread across Ops, HR, Safety, and Facilities.

Build the 4-Layer ROI Model

Connect the problem to the money. A credible ROI model has four layers:

1

Direct Cost Reduction

per-learner savings vs. traditional training

40–60%

2

Time-to-Competency

faster onboarding (Avangrid)

65%

3

Incident Avoidance

cost of one serious incident avoided

\$500K+

4

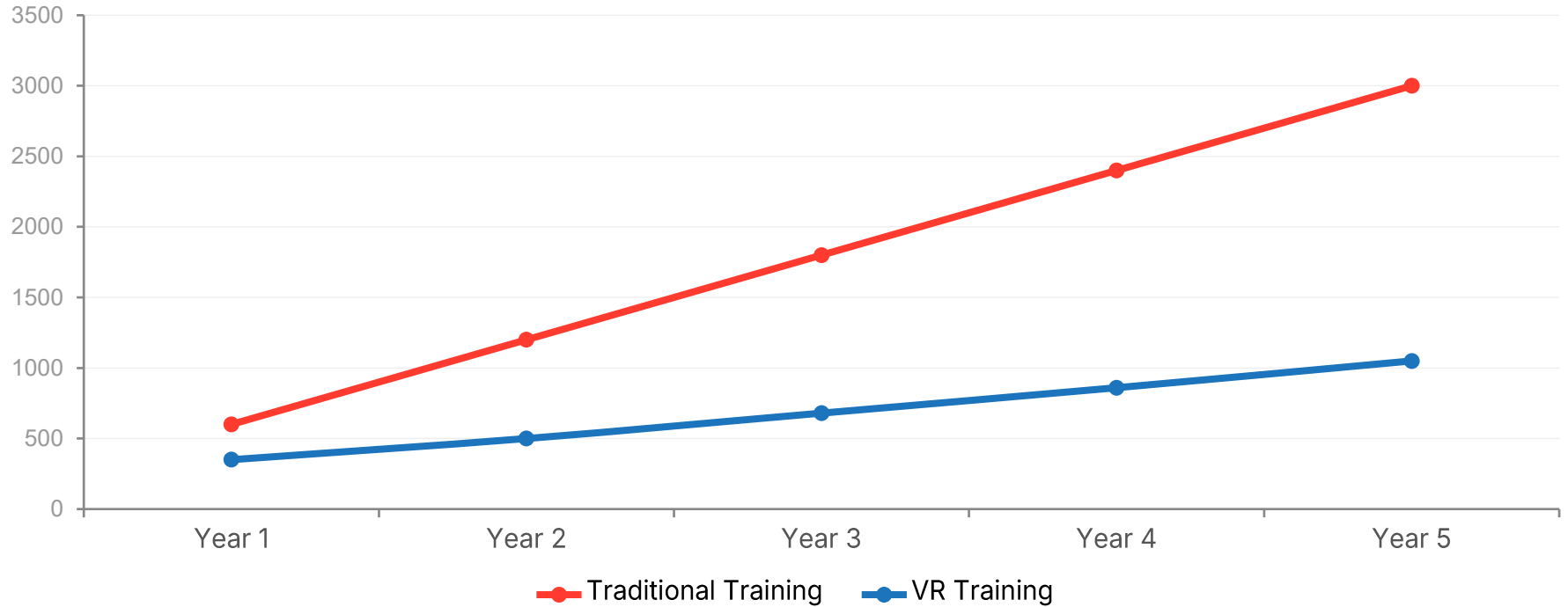
Scalability & Reuse

is where the real leverage shows

Year 2+

Always present conservative AND realistic scenarios. Never only the optimistic case.

5-Year Cumulative Cost: VR vs. Traditional



VR investment is front-loaded in Year 1. Traditional costs compound annually. The savings gap widens every year.

Proof Points: Real Deployments, Real Results



65%

Faster onboarding

Wind turbine maintenance. 40+ VR modules across US facilities.



\$1.5M

Saved annually

Immersive forklift maintenance training across US and Canada.



300+

Operations & maintenance technicians trained, built for scalability

SIEMENS

30K+

Technicians trained

Renewable wind technicians trained globally on crane certification.

The Client Perspective



How an enterprise buyer evaluated, justified, and deployed VR training at scale.



Brian Stice

Director of Strategic Operations - Enel

DISCUSSION TOPICS

Why VR Training?

The business problem that led Enel to explore immersive training for their global workforce

Building the Business Case

How the internal approval process worked and what convinced leadership to invest

Results & Lessons Learned

Measurable outcomes from deployment and what they would do differently

Advice for Other Buyers

What Brian would tell someone starting the VR training approval process today

The Device & MDM Conversation



Matthew Hall, Chief Solutions Officer · ArborXR



Dax Leepart, Enterprise XR SME · PICO XR



Standalone headsets, no server rooms, no tethered PCs



MDM handle remote device management at scale



Push content, lock devices, manage fleet across sites



LMS integration via SCORM/xAPI

IT READINESS CHECKLIST



WiFi at training locations



MDM platform



LMS w/ SCORM/xAPI



SSO / identity provider

If you have these four, you're ready.



Select Your High-Impact Pilot

You don't need to boil the ocean. Start with one use case that checks all five boxes:

1

High Consequence

Training errors have serious safety or financial impact

2

Frequent Need

Training is delivered regularly, not just once a year

3

Measurable Baseline

12+ months of pre-VR data on incidents, costs, or ramp time

4

Executive Sponsor

Someone with budget authority is championing this

5

Logistically Constrained

Hard to schedule, expensive to travel to, or requires equipment shutdown

All five? That's your pilot. Define SMART metrics before launch.

Typical pilot timeline: 4-6 months from kickoff to deployment

Pilot Metrics That Matter

METRIC	TRADITIONAL	VR TRAINING	IMPROVEMENT
Training Time	12 weeks	4 weeks	↑ 67%
Knowledge Retention	40%	75%	↑ 88%
Learner Engagement	48%	88%	↑ 83%
Cost Per Learner	\$1,200	\$540	↑ 55%

Composite benchmarks from VR Vision deployments and PwC VR Training Study.

Pre-Answer the Objections

PANEL DISCUSSION — ALL SPEAKERS

"It's too expensive."

Compare \$80K–\$250K VR investment vs. \$300K–\$600K annual status quo. Payback often under 12 months.

"We don't have IT infrastructure."

Standalone headsets, remote MDM, browser-based management. No server rooms needed.

"Our people won't use it."

Change management, not tech. Train-the-trainer model. Most users adapt within minutes.

"How do we know it works?"

Vision Portal tracks completion, error rates, knowledge checks. More granular data than any classroom.

"Can't we buy off-the-shelf?"

Generic modules teach generic concepts. Custom simulations teach your SOPs in your environment.

Your Internal Approval Toolkit

Every resource you need to build, present, and defend your business case:



ROI Calculator

Generate custom cost/benefit projections for your organization

vrvisiongroup.com/roi-calculator



VR Training Cost Guide

Benchmark development, hardware, and platform costs

vrvisiongroup.com/guide-to-vr-training-costs



Ultimate Guide to VR Training

Educate stakeholders on modalities and technology

vrvisiongroup.com/ultimate-guide-vr-training



Implementation Playbook

Plan your deployment after approval is secured

vrvisiongroup.com/vr-training-implementation-playbook



Vision Portal

See the analytics and management platform in action

vrvisiongroup.com/vision-portal

All links will be shared in the follow-up email and chat.



Need help building your
internal business case?

Book a Free Strategy Session

- ✓ Pressure-test your ROI model
- ✓ Select the right pilot use case
- ✓ Structure your stakeholder presentation

→ <https://vrvisiongroup.com/book-a-demo>

Q & A

Drop your questions in the Q&A panel.



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