

Before you talk to vendors

Most of what decides whether a VR program works gets decided before a vendor is involved. Settle these nine things first and the vendor conversation gets much shorter.

- ☐ **01** Pick one procedure to start with, and write down why it suits VR: high risk, hard to access, or expensive to practice for real.
- ☐ **02** Choose the metric you'll judge the pilot on, and capture a baseline before you start.
- ☐ **03** Name the person on site who will own the headsets after launch.
- ☐ **04** Name an executive sponsor who owns the VR training budget, not just a champion who likes the idea.
- ☐ **05** Confirm the procedure is final, or know when the next revision is due.
- ☐ **06** Ask IT what they need to approve headsets, accounts, and data handling.
- ☐ **07** Decide whether completions must reach your LMS.
- ☐ **08** Set a budget range for the pilot, and for year one if the pilot works.
- ☐ **09** Identify the subject matter expert who will review the content, and book their time.

ASK EVERY VENDOR YOU SHORTLIST

What happens to our content if your platform shuts down? Enterprise VR platforms do close. Meta shut down its Horizon Workrooms collaboration app in February 2026 and MeetInVR closed in April, leaving their customers to migrate or lose their content. Get the answer in writing.

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