

**tiefdunklesweiss®**

herausfordernd.  
unbequem.  
anders.

# Systems. Simulation. Training.

Mastering Complexity. Mastering Missions.



## ► **Systems. Simulation. Training.** Mastering Complexity. Mastering Missions.



tiefdunklesweiss has tremendous experience and a strong competence in most-modern Modeling, Simulation & Training solutions and services.

Combining superior expert knowledge with proven and valid experience, adding real and relevant innovations and searching for an honest and open dialog with customers and end-users - that is what generates the necessary success factors for developing and maintaining tailored and best-for-purpose training solutions.

These training systems qualify and generate mission readiness – the ability to master complexity and to successfully survive the most challenging tasks and missions.

tiefdunklesweiss is your partner of choice for all tasks related to requirements analysis, systems design and specification, project leadership and integration. These technical and system-oriented aspects of a solution will get enhanced by new business and operational models, covering flexible leasing-concepts as well as simulation-/training-On-Demand solutions, allowing users to access their applications and training via modern web-portals, any time and place, and paying an hourly fee just for the effective usage of the service.

tiefdunklesweiss advises the use of modern modelling & simulation techniques in an extended range of applications and market segments.

Applications range from analysis to planning, from experiment to verification and optimization and from visualization to decision support. Markets addressed, beside the experienced military one, are in public safety & security, critical infrastructure protection or in complex industrial manufacturing.

## ► **Simulation and Training. The Categories.** Integrated Thinking. Connected Concepts.

As your advisor, solution designer and engineering services partner, tiefdunklesweiss applies all its specialist knowledge and competence in simulation and training into the full range of simulation and training categories:

- Virtual Simulation (Flight & Driving Simulation)
- Constructive Simulation (Command & Staff Training)
- Live Simulation (Instrumented Real Equipment)
- LVC-Hybrid / Networked Training
- Serious Gaming Technologies / Gaming Engines
- E-Learning (CBT, WBT and IPT)
- Virtual & Augmented Reality

tiefdunklesweiss is convinced that previous categories and definitions will fade away. Instead, hybrid training solutions and methods will become more important, combining the strengths and advantages of several past approaches.



tiefdunklesweiss will support you during the planning, design and implementation phase of your training system. Additionally, we ease your life in day-to-day operation of all your training facilities and curricula and in every aspect related to life-cycle-management.

Our focus will be on your concrete use-cases: our services are relevant to you, meet your needs, provide an objective and sustainable value and will allow you to concentrate on your own core mandates.

## ► Services at a Glance.

Understanding. Developing. Instructing.

tiefdunklesweiss supports the design and implementation of simulation-based training with the following range of professional services:

- Attendance & coaching of project-teams
- Representation at governmental purchasers
- Analysis and support of tendering processes
- Studies and market research
- Development of designs and specifications
- Integration and qualification support
- Drafting of operational concepts
- Development of life-cycle-management concepts
- Obsolescence management and modernization
- Integrated business modelling and financing
- Provisioning of training services / training support services

All these services are offered to tiefdunklesweiss' customers on the bases of an individual offer. They are always tailored towards the concrete use-case and respect each customer's specific situation and need.



Additionally, tiefdunklesweiss is your partner of choice for enabling and executing modeling and simulation based concept development & experimentation (CD&E) initiatives.

The strong foundation - highly interactive and configurable simulation environments, enriched by powerful means for visualization and data analysis, will allow customers to reach a new level of realism, density and quality in tasks like capability analysis, concept development, what-if experimentation and assumption verification.

## ► The essential Questions.

Building blocks towards successful Training.

There is a multitude of important questions related to the specification, design and implementation of successful training media and training programs.

tiefdunklesweiss will help you to answer these questions. As your adviser and engineering consultant, but also as a worthwhile resource in your project.

**Training Need Analysis** – understanding the real training need is a vital prerequisite for any training system or programme !

**Didactics** – what are the methods and approaches towards the consistent application of learning and training ?

**Syllabus** – what are the training contents, goals and elements, what are the procedures ?

**Training- and Trainee-Management** – what makes your day-to-day training operation flawless and efficient ?

**Training Need to Training Media Allocation** – which building blocks combine and create a successful training media setup ?

**Performance Measurement** - how do you measure training success and efficiency ?

**Training Media Design & Specification** – how will the solution look like ?

**Development** – realizing the missing elements and capabilities !

**Integration** – successfully putting your components together !

**Content Development** – enabling your device with high quality databases, scenarios and operational context.

**Verification & Qualification** – insuring that the training device and program meets requirements and standards

**Instructional Quality** – what are the factors generating instructor effectiveness and teaching/training quality ?

**Optimization** – what are the process and measurements for continued improvement of training ?

## ► tiefdunklesweiss - the Brand.

herausfordernd. unbequem. anders.

With all his passion for tolerance and diversity and driven by his strong conviction that real answers and solutions are never black or white only, Andreas Hartmann found his motivation to develop a new consultancy and professional services brand:

**tiefdunklesweiss®**

tiefdunklesweiss aims for multidisciplinary and complementarity and measures its own success against a scale of relevance and objectivity.

The brand name - tiefdunklesweiss - will create curiosity and creativity, contains refreshing contrariness, stimulate thinking and ask for your personal interpretation.

## ► Self-image and Commitment.

Escaping your cognitive Prison.

„Think outside the box!“. Effective approach to real creativity, or just a paradox predetermined to failure ?

Whoever is searching for new ideas, creative solutions or real innovation might soon recognize: I'm reaching my own personal limitations, seems there is no way to think outside my box.

It is far more effective to utilize the experiences and background of other - the "Other's Boxes" principle.

tiefdunklesweiss believes in the values of collective creativity and innovation. As your consultant and partner we accompany you and your team on a journey towards new solutions and successes.

Our brand claim is herausfordernd.unbequem.anders.

This is what we offer to be for you:  
Your challenging, sometimes uncomfortable, but always different partner.

## Andreas Hartmann

Personality. Mentor. Engineer.

Industry expert and experienced leader in simulation and training for defense forces and aviation industries

People leadership through talent acquisition, diversity and teamwork

Technology leadership for complex and international research and development projects

Market leadership by combining visionary power with customer focus

