

Nine engagements, *one method*, no two alike

Steel, hydropower, telecom, buildings, construction, satellites and a human twin. Clients are anonymized where naming them was not ours to give, and every claim below traces to a source.

INDUSTRY-AGNOSTIC · REALITY-DEFINED · OUTCOME-DRIVEN · SOFTWARE-ENABLED · DATA-ANCHORED

The method does not change when the industry does. What changes is which reality we capture first — and that is decided in the room, with the people who own the decision.

DELIVERED — IN OPERATIONAL USE

- **Steel · production twin.** A 46-sheet planning spreadsheet reverse-engineered into a live planning dashboard reading the plant's own time-reporting, production and project systems — remaining hours against capacity, risk per project, penalty exposure — plus a navigable 3D twin of the halls on the same data. The client verified the final fixes himself and put it into weekly replanning.
- **Hydropower · plant twin.** One live plant mapped: infrastructure, data, and the organisation around it — roles, mandate, who actually decides. Delivered a demonstrable twin, a platform evaluation against short-, medium- and long-term requirements including security, and a standardised method for twinning the next fifty rather than a one-off.
- **Smart buildings · self-learning heat.** One room, then fifty, the model improving as it ran. Verified energy saving of 9.5% across the portfolio, and the approach scaled to 500 buildings.
- **Construction · national programme.** One job site became the seed of a national digital-twin initiative — the scale-up path mattered more than the first model.

BUILT AND TESTED — COMMERCIAL PROOF IN CONTRACTING

- **Telecom · Open RAN handover.** With Altiostar, on real network data. The finding that reframed the work: handover cannot be optimised from logs alone, because history holds one setting per cell relation, so the alternative was never observed. It has to be generated. The operator-facing product is built — 3D globe twin from open geodata, before-and-after simulation, a clean seam for a physics RF engine — backend tests green.
- **Telecom · reality capture.** Three tower capture runs established that registration quality beats camera resolution, at roughly 300 images per tower. That is a cost model, not an opinion.

RESEARCH, STANDARDS AND FRONTIER

- **Q-SMART testbed.** A home that learns and stays secure for decades — an accepted Digital Twin Consortium testbed, announced publicly in 2025.
- **The human twin.** A sovereign digital twin for a person — the venture where the method is pushed hardest, because biology forgives nothing.

WHAT EVERY ENGAGEMENT HAD IN COMMON

It started with as-is	A named owner	A method, not a model
Never a target architecture. The spreadsheet, the drawings, the systems already paid for.	Someone who owns the numbers, in the room from the first hour.	What outlives the project is the repeatable way to do the next one.

WHERE A PROJECT STARTS

Scoping workshop, virtual	€4,500 · half a day, up to 8 stakeholders
Scoping workshop, on site	€9,500 + travel · full day, up to 15
The fee	Credited in full against the project
Time to a scoped answer	Hours in the room, written scope within a week
If you do not need a twin	You will hear it that day

All nine, with what could not be validated named in each: winniio.io/work