Partnerships that embed Aramco employees in the offices of its suppliers can bring important breakthroughs, and fast.

Take the case of Viavi Solutions, a longtime software supplier to Aramco. Hussain A. Alnasser, a computer scientist from Aramco, joined Viavi’s team in San Jose, California that develops and deploys network monitoring and performance software.

In the space of just a few months embedded in a multi-disciplinary team at Viavi, he played a role in a successful project to deploy and pilot a new product called “Performance & Threat Center” on Aramco’s computer network back at company headquarters in Saudi Arabia.

It was the product’s first deployment anywhere in the world, part of an aim to enhance the way Aramco monitors network performance and security using Industrial Revolution 4.0 technologies, artificial intelligence and advanced analytics.

“The idea of the embed program in my case was to gain knowledge and experience on how to use Viavi’s product and develop a deeper understanding of the technology behind it so as to improve the way Aramco uses it,” said Alnasser. “We are a huge company with users all around the globe so we need to have to have the best level of network performance possible. This ensures that people can be as productive as possible.”

The year-long assignment, he said, is an “opportunity to work with new designs for new products to address any gaps we see at Aramco.”

Viavi, which has offices across the United States with teams that can work remotely across several different industry verticals, has been a supplier to Aramco for more than a decade.

“Hussain is our first embed from Aramco. This type of training program has been a great way for us to tighten our relationship with a key client,” said Charles Thompson, senior director for product management at Viavi. “Both organizations benefit from this, and by working alongside Hussain we get to understand how he thinks about our products.”

AlNasser’s training included getting a holistic view of all of Viavi’s operations.

“We positioned Hussain to get a lot of exposure to the whole business - marketing, products, customer care, commercial and R&D functions,” added Thompson. “What is exciting is that a lot of the technology he has been working on will make it into the field.”