

# RFI: Polkadot Real World Case Studies

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This Request for Information comes from the Polkadot Open Ecosystem BD Working Group.

## **Brief**

Case studies are a key part of bringing Polkadot outwards in a way that connects with potential adopters. They tell the story of a real customer's adoption and reasons for adoption, focusing on the value created for the customer and the return on investment.

Case studies complement the enterprise sales process, and in fact can be great conversation starters for BD people and proof points. They may be available in various mediums – blog articles, PDFs, podcasts and Youtube videos.

Example:

- [Blockchain reduces airline cargo costs by 7%, boosts efficiency \(cointelegraph.com\)](#)
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Have you created or found a case study about Polkadot? Please submit it here, and it will be added to a list that is distributed to BD and marketing teams.

[Submit here](#)