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**Get Better Pricing:
Have These
Conversations With
Your Laser Scanning
Provider.**

PERSONAL CONTACT

Brendan Welsh, PE, PS

C: 513.997.9013

O: 513.755.8733

E: Brendan.Welsh@TrueScan3D.com

WEBSITE

TrueScan3D.com

A Division of



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FIVE CONVERSATIONS TO HAVE WITH YOUR LASER SCANNING PROVIDER BEFORE YOU GET A QUOTE:

Using laser scanning or reality capture can be intimidating the first time, and a big change from traditional measurement methods.

We've heard from clients reflecting on first-time projects with another provider that they thought quotes were hard to compare or were surprised by what wasn't included.

Having conversations with providers before you get a quote can be the difference between the easiest project you've ever experienced, and a project with filled with extra headaches.

Here are five conversations to have before you ask for a quote:



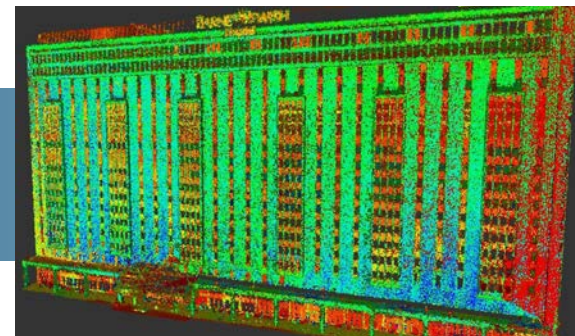
1. Which reality capture tool is best for you?

When many of our clients think about reality capture, they think about laser scanning. The truth is, there are many different options to collect and deliver data, and more coming.

To decide what's right for you, a good provider will help you consider cost vs. accuracy. Usually, more accuracy means more cost.

Laser scanning is accurate within 1/2", but it is also more expensive than tools more focused on creating interesting visuals.

Your project can be documented at almost any level of accuracy, but a good provider helps you balance accuracy and cost.



2. Understand exactly what you are trying to obtain.

One of the first questions we typically ask our clients is, "What do you really need?"

While we are always happy to scan an entire building, that might be unnecessary if your main goal is a window replacement and all you really care about are the window openings.

Before you start your project, have a conversation with your service provider about how you plan to use the information. Typically, your provider can save you money if they understand your goals.



3. Understand how you would like the data delivered to you.

Reality capture information can be delivered in a variety of ways, including most of the typical formats that designers and contractors use most often.

You may be comfortable using a point cloud after some basic training, or you might want us to create an AutoCAD file or 3D Revit model. Perhaps there is another format you prefer.

Taking some time to think about which format works best for you will help ensure the data fits seamlessly into your existing processes.



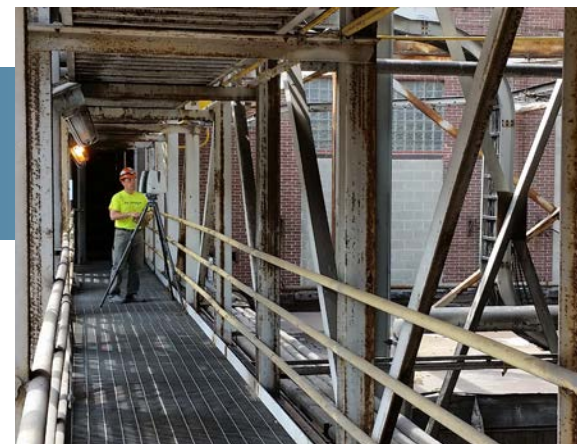
4. Discuss what will be included in your 3D Model.

3D modeling is often where many clients can find themselves surprised by additional charges or missing information.

Many professionals, including TrueScan, will scan to Level of Detail (LOD) 200.

However if you haven't had a detailed conversation with your service provider, you may be surprised to find out that doesn't include specialty items like piping, ductwork, railings, equipment, built-in-cabinetry, furniture and finishes.

Detailing exactly what information you need at the beginning of a project can save you time and money in the long run.



5. Discuss access to the site.

As with any project, communication is essential!

Be sure to determine if:

- permitting will be required to access the site
- you need scanning accomplished during certain hours
- field crews will encounter dangerous conditions before they are deployed into the field.

Have these five conversation up front, and you'll get a much more accurate, informed quote.

To get a free quote today, visit TrueScan at [TrueScan3D.com](https://www.TrueScan3D.com).

Over the past few years, technology has made reality capture much more affordable.

Reality capture continues to produce higher quality results and imagery, but now the cost is similar to “older” or “traditional” methods of measurement.

Considering reality capture provides more comprehensive data, is more accurate, greatly reduces return trips, and reduces project risk, ask yourself:

**How much are
project unknowns
costing you?**

