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

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

Using laser scanning or reality capture the first time can be intimidating and is a significant change from traditional measurment methods.

We've heard from clients that their first scanning project with another provider had surprises. Either the quote was hard to compare, or it wasn't clear what services the quote did not include.

Having conversations with potential providers before you ask for a quote can be the difference between the easiest project you've ever experienced, and one filled with unnecessary headaches.

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



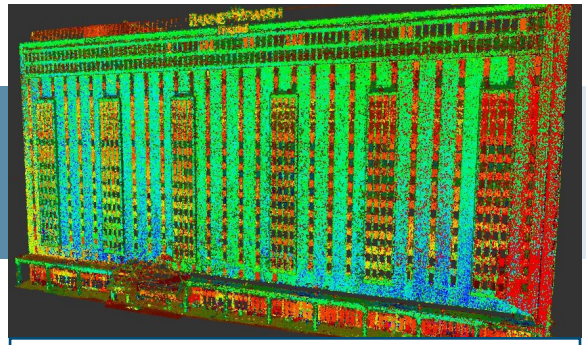
1. Which reality capture tool is best for you?

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 every day.

To make the best decision for your project, a good provider will seek to understand your goals and help you weigh the cost vs. accuracy. Typically, more accuracy means more cost.

Laser scanning is accurate to 1/2", and it is more expensive than tools focused on creating compelling visuals

Documenting your project can be done at almost any level of accuracy. A client-centered provider helps you balance accuracy and cost.



2. Understand exactly what you're trying to obtain.

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

While we're happy to scan the entire building, that might not be necessary. For example, if your main goal is a window replacement, then 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, they can save you money if they understand your goals.

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3. Understand how you'd like the data delivered.

Reality capture can be delivered in a variety of ways, including the most common formats designers and contractors use frequently.

You may be comfortable using a point cloud after some basic training, or you might want an AutoCAD file or a 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 exisiting processes.



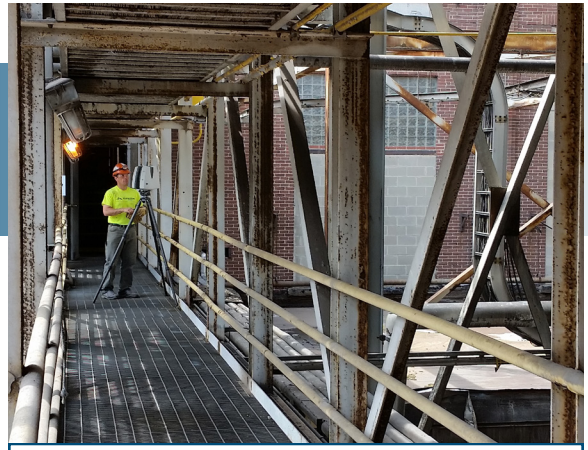
4. Discuss what will be included in your 3D Model.

3D modeling services are commonly where many clients find themselves surprised by additional charges or issing information.

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

Suppose you haven't had a conversation with your service provider about your project's details. In that case, you may be surprised to find out that it doesn't include speciality items like piping, ductwork, railings, equipment, built-in cabinetry, furniture, and finishes.

Precisely detailing the information you need at the beginning of a project will 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

Having these five conversation upfront will get you a much more accurate, informed quote.

To get a free quote today, visit TrueScan at TrueScan3D.com.

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

It continues to produce higher quality results and imagery, and now costs are similar to “older” or “traditional” methods of measurement.

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

How much are project unknowns costing you?

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