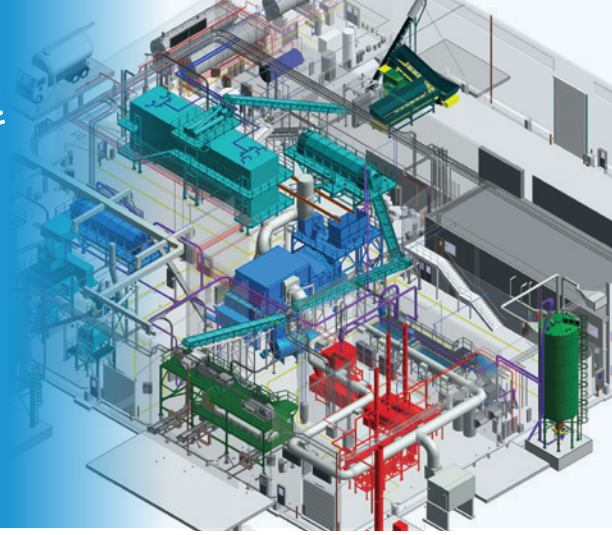


# Leica Laser Scanner Proof-of-Concept Proves Value for EastPoint



The Engineers and Architects at Nova Scotia-based **EastPoint** follow an interesting approach when meeting with a potential client. Instead of jumping into the latest technology solutions, they begin with a brainstorming session. Instead of just answering the questions asked, they provide answers to questions the company may not know to ask. This deep-dive, collaborative approach yields a comprehensive understanding of the company's needs and expectations and brings in long-term success factors such as safety, reliability and strength. The result is more accurate project timelines and budgets, fewer problems down the road, and additional value for the client.

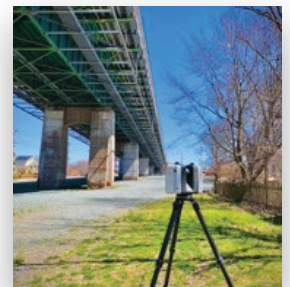
## Commitment to Client Satisfaction Leads to New Service Considerations

"We want to ensure that our clients are confident that when they spend money on infrastructure, they'll only need to spend that money once," said Simon Sankey, BIM and Quality Manager, EastPoint. "We recognized that the ability to capture accurate as-built measurements more quickly and present a detailed, photograph-like image of their spaces and our designs would help us instill that confidence."

EastPoint, who purchases their Autodesk software from IMAGINiT Technologies, had heard about Leica laser scanners from their IMAGINiT Account Manager and IMAGINiT events. Interested in learning more, they arranged for IMAGINiT to conduct a presentation on the Leica BLK360 scanner, which is ideal for small areas, and the Leica RTC360, which is for larger areas and is quicker and more precise.

During the presentation, EastPoint also learned that unlike other Leica resellers that could only help them purchase scanning technology, IMAGINiT could help ensure success from "field to finish" by:

- Recommending the right technology
- Implementing the technology
- Efficiently adding it to their current design processes
- Teaching them how to store and retrieve the deliverables
- Helping them communicate with customers about their new capabilities



## Proof of Concept Confirms Value

"We were impressed with the power of the RTC360 scanner, but hesitant to make such a large investment before confirming that the technology worked for us and that our clients would find value in the deliverables," said Simon. "We decided to work with IMAGINiT on a proof-of-concept by purchasing the BLK360 scanner, software that met our long-term goals, and training."

EastPoint chose to test the BLK360 by scanning a newly constructed recycling treatment plant they had designed. They would present the customer with a point cloud, or a dataset that represents the scanned area, that the customer could use to confirm the completed construction met the design intent.

IMAGINiT recommended in-person training for both the field and office activities. EastPoint agreed, and IMAGINiT's Reality Capture Solutions' team manager met the 12-person design team at the recycling treatment facility. They spent two days learning how to use the scanner by capturing the entire facility. Training continued at the office for an additional day where IMAGINiT instructed the EastPoint design team on how to create a Revit model from their point cloud, store it, and share it with the customer.



Responses from EastPoint and the customer were overwhelmingly positive:

- EastPoint's design team raved about how easy the scanner was to use, how fast it collected the data, and how accurate the results were
- The customer appreciated that seeing the space in 3D made it easy to focus on project details instead of trying to understand 2D drawings

Based on the success of the trial, EastPoint purchased the Leica RTC360, the most powerful laser scanner in the industry. Because they had purchased the appropriate software with their initial investment, the team was trained and ready to use the more robust features of the RTC360 to further reduce their field time. The more powerful range also opened larger project opportunities for EastPoint.

"The time saved, from our team's work to document as-built conditions to the customers' work to understand and approve our designs, is astronomical," said Simon. "Plus, our liability is greatly reduced because the accuracy of our designs reduces the chance of construction errors and rework."

## Additional Business Opportunities Identified

Consistent with their brainstorming approach to client projects, EastPoint engineers thought about additional ways they could use the scanner to help their customers achieve their goals. Here are a few examples of services they now offer:

1. EastPoint can deliver a 3D model to validate a completed project
2. A company can hire EastPoint to scan an area to obtain accurate, permanent digital records for immediate or future use
3. Plant customers can request a digital twin of their facility that can be used to plan production changes or create a facility video to provide safety training showing safe/unsafe areas
4. EastPoint can host customer projects on their servers and provide access to customers that want to leverage point cloud data but are concerned about storing the deliverable

"Partnering with IMAGINiT for the Leica hardware, software, and training was a great decision," said Simon. "We are gaining a great return on our investment in terms of time saved, customer satisfaction, and employee enthusiasm."

[Contact us](#) to learn more about how our Reality Capture Services can help you shorten design time, increase the accuracy of your designs and reduce your liability.

## Solutions Beyond Software

IMAGINiT Technologies, a division of Rand Worldwide, helps architects and engineers become more proficient in the use of 3D technologies to design, develop and manage complex engineering projects faster and more cost-effectively.