

CUSTOMER SUCCESS STORY

Samiotes Consultants Breaks New Ground with 3D Laser Scanning



The Organization

Samiotes Consultants offers civil engineering and land surveying services throughout New England. To sustain their growth, the company turned to employee education and new technology.



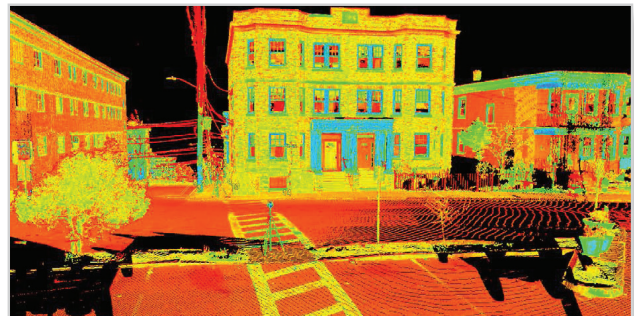
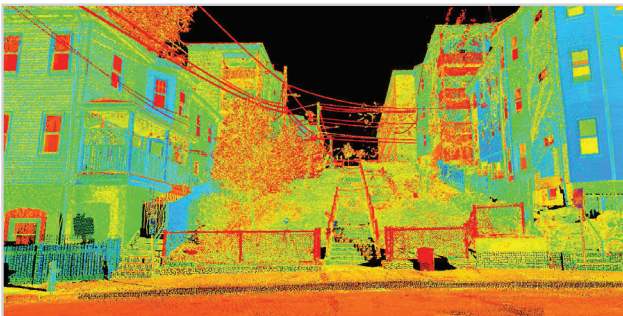
"We doubled our size and revenue in over two years," said Despina Samiotes, CEO, CFO and Principal. "Given the robust business conditions in New England, we knew that we needed to continue to invest in technology and training to stay competitive." Samiotes felt that 3D laser scanning was a logical next step in the firm's capabilities and offerings.

Before investing in a 3D laser scanner, Samiotes Consultants reached out to IMAGINiT Technologies. The company had already worked with IMAGINiT on Autodesk® AutoCAD® Civil 3D® licensing, onsite training, and custom template design. "We knew that IMAGINiT was responsive, knowledgeable, and cared about our business," said Samiotes.

"Anytime a vendor delivers on time and on budget, it's a win. With IMAGINiT Technologies, we felt like we had a security blanket and could call at any time with questions or issues."

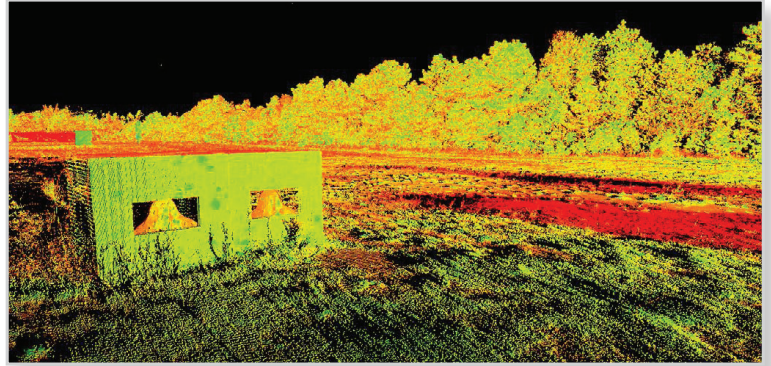
The IMAGINiT team organized a laser scanning summit with Samiotes Consultants. The purpose of this meeting was to answer technical questions and discuss a longer-term vision for how the company could expand its services by using a Leica high definition scanner. After the summit, Samiotes Consultants determined that moving forward with the hardware purchase and employee training would further their business. The rationale was fourfold:

1. The company views 3D scanning as the future of the survey industry and it wants to stay abreast of the newest technology.
2. 3D scanning creates efficiencies in the office. Work that used to take three days in the field is now reduced to one day with the 3D scanner.
3. The output from 3D scanners aligns with what clients like architects and landscape architects need for building information models in Revit.
4. Over the course of a project, clients sometimes decide to expand the scope of work. In most of those cases, the necessary information is already captured in the 3D scan.



In addition to these benefits, the 3D laser scanner has enabled Samiotes Consultants to offer new services to clients. The company now provides scanning of building façades and interiors, as well as airport runways to detect cracks, and sports fields to identify deviations after events.

“Anytime a vendor delivers on time and on budget, it’s a win. With IMAGINiT Technologies, we felt like we had a security blanket and could call at any time with questions or issues. After investing in our 3D scanner, we had complete peace of mind,” said Samiotes.



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About IMAGINiT Technologies

IMAGINiT Technologies, a Rand Worldwide Company, is the world’s largest provider of enterprise solutions to the engineering community, including the building, manufacturing, civil and mapping industries. With over 25 years of experience, and 45 offices throughout North America, we provide the expertise, training and support to help companies realize the full power of design technology, maximize ROI and gain competitive advantage.



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