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3D LASER SCANNING SERVICES

EXPEDITE YOUR LASER SCAN:
7 Factors to Consider Before
Requesting a Quote

Preparing the right information before you request a quote for laser scanning services can bring huge benefits.

Tell your provider everything they need to know about your project up front and you will speed up the quoting process, streamline the work, and save yourself a lot of time and money.

To give you a head start on gathering information for your provider, we reached out to Dave Schaff, TruePoint Sales Manager and a technician with years of field experience. Here are the seven things you should know (or try to figure out) about your project before requesting a quote.

FIRST
The final application

Your provider will need to know what goal you want to achieve by obtaining a laser scan or a 3D model. Without that information, Schaff says, a provider cannot advise you on the best possible approach to the project.

If you aren't sure of your application, here are a few examples for reference:

- Obtaining an accurate record of a historical building
- Gathering window measurements
- Generating 2D floor plans of an office for space management
- Creating a detailed BIM model of an industrial facility
- Performing clash detection as part of planning to move a large piece of equipment

SECOND
Scope of work

To give you an accurate quote, your service provider will need to know the details of the space you want them to capture.

Gather information like:

- How many square feet?
- How many levels?
- Is it occupied?
- Does the project cover the interior? Exterior? The roof? All three?
- Does the space include a lot of glass or other highly reflective surfaces such as stainless steel piping?

> " If you can tell me the bare minimum about your site," says Schaff, "I can give you a quote right away, on the phone. I can say, okay, you've got a 20,000 square foot office building, its unoccupied, and it has two stories. We can get it done in X days for X dollars. "

THIRD
Final deliverable

"It's not enough for you to tell us to scan the building," says Schaff. "We need to know what files you want us to provide to you on the back end. Many people don't think about this ahead of time, and I would say it's absolutely critical for us to know that, in order to give our clients a quick turnaround."

Gather information like:

- Should the point cloud be colorized or intensity map?
- Do you want the provider to create a 3D model?
- Do you also need 2D floor plans, elevations or reflected ceiling plans?

PRO TIP:

Don't think that requesting 2D floor plans for your five-story building is going to save you money. Most service providers will create 2D floor plans using 3D models as guides, which means they are generating the 3D model anyway.
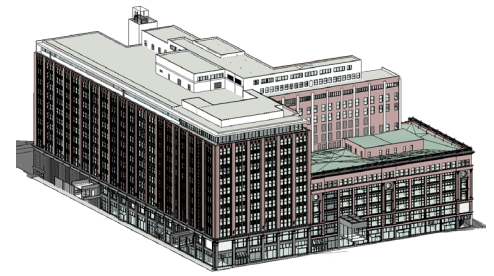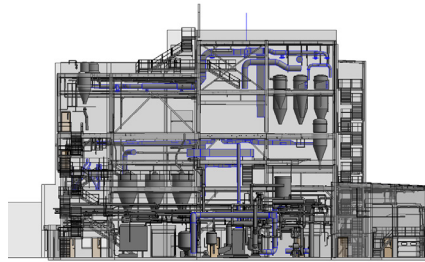
FOURTH
Scope of 3D model

If you want a 3D model as your final deliverable, your provider will need to know how much of the space you want modeled and how detailed you want the modeling to be for each feature. These details may sound unimportant to know so early in the process, but Schaff explains that they can have a huge effect on how the provider scans your asset—and as a result, can change the price of your project drastically.

Answer these questions:

- Do you want a true as-built model, or are you looking for a design-intent model that shows plumb walls and 90° angles?
- Are you looking for a basic 3D model, with architectural elements like columns and beams only?
- Or are you looking for something more detailed, for instance a model that includes MEP?
- How detailed do you want your model? Do you want all pipes two inches and up modeled? Or all pipes a half-inch and up?
- Do you want elements in different rooms modeled at different levels of detail?

FUN FACT:
There are
26x MORE PIPES
under 2" in an industrial facility than over 2".
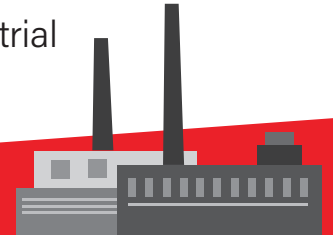
FIFTH
Data delivery

Once you have decided on a set of final deliverables, Schaff says, your provider will need to know how to get the data over to you. Since there are a wide variety of options, you'll need to tell the provider which ones will work best for you.

Jot down some quick information, like:

- What software are you using?
- What version is the software?
- What file format would you like your data in?
- Do you want it mailed on a hard drive? Or shared online?

PRO TIP:

Schaff warns that you should be extra careful to verify your software specs. His team has dealt with cases in the past where a client has asked for files in a specific format—for example, they requested a Revit format—and then found out that they couldn't open the file because their version of the software is a previous version.

" "If you tell us in advance what software you're working with," he notes, "we can find out whether that format will work. If not, we can go a different route and save you some time and money." "

SIXTH
Project timeline

Your provider will also need to understand your project timeline. This information will help them work within your schedule and avoid disruption on the job site.

Think about:

- Do you need a purchase order to begin work?
- How long will it take to get approval?
- Is your timeline strict? For example, do you need the provider to capture an industrial facility on a single day during a planned outage?
- Is your timeline flexible? If you need the provider on-site next week, does the day matter?
- When do you absolutely need the deliverable by?

PRO TIP:

Budget enough time for your provider to turnaround the data and deliverables after capture. After scanning, point cloud data is imported and registered. Registration is crucial to the quality of the final product. Registration errors, if not mitigated and dealt with correctly, can easily propagate and multiply further down the process. 3D modeling is a far more precise process carried out by CAD technicians. A reputable provider will clearly communicate the project timeline.

Site access

Are you looking to scan a site that is restricted (like a processing plant) or one that can only be scanned at night (like an airport terminal)? Your provider will need to know your site access plan to complete their work.

Record information like:

- Is there security?
- Are there areas the provider will need security's help to access?
- Will they need a manager to let them in?
- Will the manager or an escort need to be there for the scanning?
- Will they need to scan at night?
- If so, during what hours is the site open for scanning?
- Are there approvals, training, drug testing or other entry requirements before being allowed on-site?

Answer what you can

Schaff says that considering these seven factors ahead of time can speed up your scanning and modeling projects significantly.

"There's always going to be some back and forth," he says. "A reputable provider like TruePoint can help you determine your needs, explain the benefits of one approach versus another, and even talk you down from buying something you don't need. Answer these questions the best you can, and this will give you a head start. You can 100% save yourself money by gathering this information before requesting a quote."

If you're considering laser scanning and need help answering these questions or determining if laser scanning is right for you, call us at **419-843-7226** or email **info@truepointscanning.com.**

Our team can assess your needs and help you determine the best course of action.

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