

BEST IN CLASS SALES PROCESS

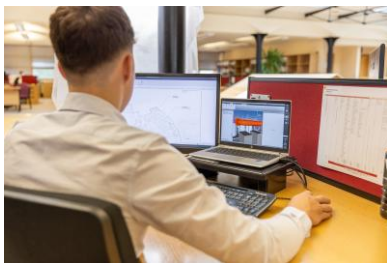
A FEW TIPS TO CONDUCT A VIAMETRIS PRODUCT DEMO

🕒 Optimal duration: ½ day. 📍 Optimal location: on-site. 🗺️ No PPT, focus on the technology.



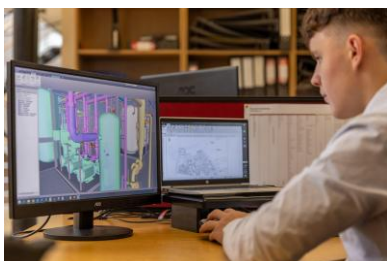
DATA CAPTURE

After the introduction, get straight to the point. Begin by setting up the GNSS base station to ensure maximum accuracy. The GNSS base station could part of the solution you are selling! Confirm that the customer collects at least three GNSS points on the fly for later comparative analysis. Perform scans in at least two scenarios (e.g., outdoor pedestrian & car-scan or outdoor pedestrian & indoor pedestrian) to showcase the device's versatility.



DATA PROCESSING

Process the data on-site. If your computer lacks the required power, use a remote desktop tool to access a more robust workstation. Ensure the processed sample is sufficiently large to showcase the key functionalities of PPiMMS and Qinertia. Always merge at least two scans. Import into PPiMMS the GCP file provided by the customer to evaluate scan accuracy. Finish by exporting a colorized point cloud and/or images to use them as input for creating the final deliverable.



DATA EXPLOITATION

Launch your preferred CAD, BIM, GIS, or viewer software to create a sample final deliverable that illustrates an end-to-end workflow. These third-party tools might complement the solution you are offering! Tailor the deliverable based on your conversation with the customer and the potential business opportunities this technology could unlock for them. After your visit, complete any necessary data processing and share the results with the customer. Follow up with a call!

