

# 3D Laser Scanning & Aerial Data Collection

*Leadlio*

## Situation

Instead of waiting for customers to come to them with projects, they needed a way to get in front of customers so they could be the 'Go To' partner when projects come up.

## Approach

Tasked with funneling leads to both the reality capture and aerial teams, we created account lists for each team that fit their ideal project type better. With existing experience selling similar solutions into the AEC industry, we were able to get results fast.

## Results

50 meetings in 5 months. Now the Client Team is consistently fed prospect meetings with target accounts on a weekly basis. Sales Pipeline is one less thing for them to worry about.



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