# A Canvas Case Study: Lotus Construction Group

About Lotus Construction Group

Lotus Construction Group is a 6-person design-build and remodeling firm located in Southern California which performs about 12 high-end renovation projects per year. To differentiate themselves from their competitors, they offer a remodeling experience based on honesty, communication, integrity and trust.

The Challenge

Creating detailed, accurate as-built 2D and 3D documentation is critical to delivering the premium client experience on which Lotus has built its brand. It's the first serious engagement between Lotus and its clients, and the data captured is leveraged across the full life-cycle of the preconstruction process: evaluating feasibility, estimating the cost of labor and materials (and getting bids), iterating through design concepts, and creating visualizations that help ease the client to yes.
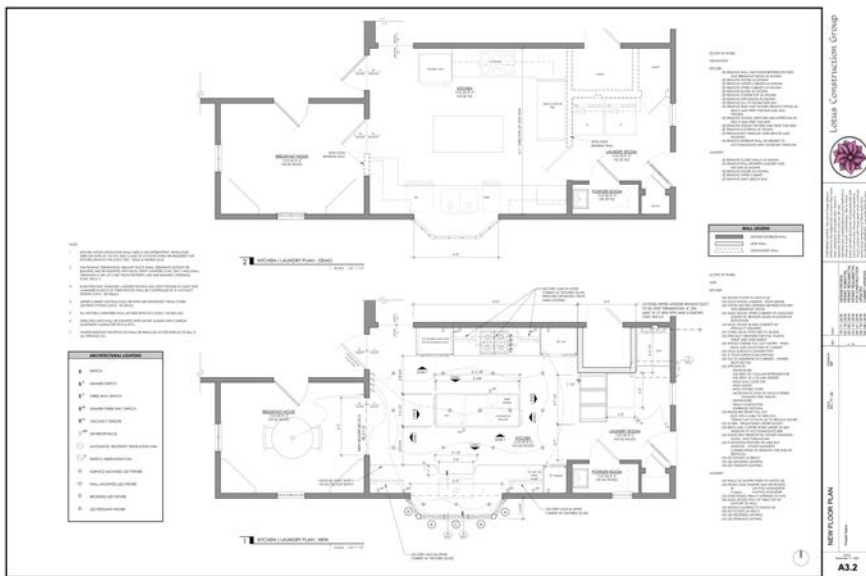
The problem? Capturing all of that data is time-consuming, tedious, and error-prone. It's not just drawing a quick floor plan of the rooms — it's all of the details like the casing around doors and windows, the location of toilets and vanities, dropped ceilings, closets, and anything else that might affect feasibility, design and price. Measuring it all by hand takes nearly a full day, and creating a 3D model and drawings off of those measurements with SketchUp (Lotus's tool of choice) takes another 12–14 hours — all billed directly, and time they're not spending engaging the client.

The Solution

With Canvas, Lotus uses their iPad to 3D scan the entire home — a process which ranges from 30 to 90 minutes depending on the size of the home, and captures thousands of measurements per second as they walk around the space. And, where most home visits leave customers wondering when you are going to get out of their house, 3D scanning turns it into an engaging, differentiating conversation piece.

Lotus uses the scans immediately for quick measurements and review while on-site, but their real ROI comes via "Scan To CAD." Scan To CAD is a semi-automated service integrated directly into Canvas, which processes the 3D scan data into editable, professional-grade CAD files in various formats. Lotus simply uploads their scans once they leave the home, and a design-ready, editable SketchUp model of the entire property arrives in their inbox within approximately 48 hours. They first generate 2D drawings to start playing with ideas, and as the project evolves, they move to higher-fidelity 3D visualizations — all built on the scan data captured the first visit.

Altogether, Lotus gets to "skip ahead", past all of the measuring and modeling, to the part of the project they actually want to work on: design and execution.

What could you do with an extra 20 hours on a big project?

This varies a lot by firm, but for Lotus it means they can:

- Repurpose time spent on-site measuring toward understanding the client's lifestyle and needs
- Reallocate time spent drafting and modeling toward creating different design concepts early on
- Move different parts of the project forward in parallel, which used to require additional visits and information

All of this helps get the client to yes faster, with a higher degree of comfort — often leading to a bigger final project scope. Further, they're able to show meaningful cost savings right away: where using Canvas takes about an hour of capture time and about $300 to process the whole home into a SketchUp model, a typical survey costs well over $2,000. **And they look cool doing it.**

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> Most of my competitors crawl around on the floor with a tape measure and paper. I'm walking around literally pulling their space into an iPad.
>
> **Walter Faustlin, Designer**

Canvas powers thousands of businesses across the home improvement industry, including renovation, architecture, design, and more.

Let's talk

If you're curious about how Canvas might work for you, visit canvas.io.