

# 1st Light Energy Cuts Solar Site Survey Times in Half



*"Our site surveys are taking 35 minutes. It used to take 90."*

## Features Used



Automated drone flight



Automated 3D model generation



CAD-ready 3D model export

## 1ST LIGHT

1st Light Energy Inc. was founded in October of 2004 with the vision to provide alternative energy solutions that positively impact our environment with solid financial returns for our customers – both residential and commercial.



We help solar pros elevate their work using data analytics, drones, A.I., and pure ingenuity.

## Finding a Competitive Edge

In the booming solar industry, competition is fierce and only the best can grow. That's why 1st Light's COO, Trey Lackey, looks for every potential avenue to out-fox the competition. In particular, Trey wanted to improve 1st Light's processes in three ways:

1. Improve site survey speed
2. Improve customer satisfaction
3. Arrive to appointments early

## Aerial Site Surveys

Trey knew he discovered something exceptional when he found IMGING®. With quick automated flight and the ability to auto-generate and export 3D models, Trey and 1st Light saw four huge benefits:

### 55-60% Faster Survey Times

*"Our site surveys are taking 35 minutes. It used to take 90."*

### Improving Customer Service Ratings

*"We've seen an up-tick in customer satisfaction because we're not late for appointments – we're early."*

### Selling to Full Streets – Not Just a Home

*"When we go out on site to make sale, people see us flying a home and get curious, so we can get 2-3 extra leads on a street."*

### Cutting CAD Times by 50%

*"Downstream, we think 3D models and exportable CAD files will cut design creation by 50%."*

Want to see IMGING in action? Get a custom demo.  
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