

Bright Planet Solar Doubles Survey Efficiency

Bright Planet Solar is a Massachusetts-based team of solar designers and installers led by CEO, Mikey Heinz. Bright Planet has grown dramatically since opening their doors in 2014, and today services coast-to-coast markets across the US. They've also partnered with several of the country's top equipment manufacturers and financiers.



Mikey Heinz, CEO of Bright Planet Solar.

"We've well over doubled our number of site surveys with the same people."

The best solar companies know that success is driven by how quickly installers can move from sales to surveys to completed installations. It's installation cycle times that separate small players from the heavy hitters. But the trouble for many of these companies isn't the sales or installation process. It's the fact that gathering survey data in the field is a time-wasting bottleneck that's also dangerous for surveyors.

Site Surveys From the Sky

Few understand these survey challenges as well as Mikey Heinz, the CEO of Bright Planet Solar. According to Mikey, the survey is arguably the most important part of the installation process. "If you don't get all the information up front, everything else can't be done right," he says. But like many installers, Mikey had problems with the survey process. Surveyors spent too much time on-site. Surveyors often provided inconsistent measurements and imagery, and sometimes missed crucial details altogether. Plus, putting surveyors on roofs created unnecessary risk to their wellbeing.

But Mikey had a plan. He knew that the right tools could solve his problems. "I wondered: how can we rely on technology to make us more efficient, really improve our process, and automate more of it?" he says. After connecting with Loveland Innovations, he found IMGING®, a software that uses sophisticated drone hardware and a mobile device for thorough, push-button-simple surveys. Initially, Mikey was skeptical. "I never thought IMGING would be a viable solution. I came through and got a demo and saw the vision of what it could be. Immediately, I thought: let's try this out. We started doing it and we've been doing it ever since."

2X Efficiency

"We've well over doubled our number of site surveys with the same people. Time on-site for a survey was 45 to 90 minutes depending on the size of the house. Now it's basically always 30."

Consistent, CAD-Ready Data

"[IMGING] gives us every square, ridge, and line, perfectly spelled out to so we can provide a quote. It gets us the exact same data every time and that dumps straight into our CAD."

More Surveyor Safety

"I've always had a concern about the safety of surveyors getting on and off roofs so quickly. They have to go the edge and get measurements, and so it was manual and really risky."

Fewer Re-Surveys

"We're not having to go back on-site as much because of the drone. It's just a testament to how much better the drone is."

An Easy Path to Speed, Safety, and Consistency



IMGING gave Bright Planet a new approach to site surveys. The solution makes it easy for Bright Planet surveyors to set up a flight plan, then fully automate the process of gathering roof imagery and measurements. This keeps them safe on the ground and ensures that data is consistent across the board. Plus, it's fast. *"Now we're doing it with the drone and it's so much more efficient,"* says Mikey.

Of course, IMGING isn't just useful for roof data. The Inspect List feature works on an Apple® iPhone® to tell surveyors exactly which photos Bright Planet needs for plan sets. *"I can have the surveyors fly the drone, get all the data, and then use their phone to get the rest, all in one app. That way I basically get one file that can give me a perfect view of that home,"* says Mikey.

Best of all, IMGING is incredibly easy to use; even for new surveyors. *"The ease of use just makes it incredible. All you need to do is push the button to begin the scan."* The way Mikey sees it, Bright Planet isn't a team of drone experts. They're just a solar company that knows great tools when they see them. *"We're not a drone company that flies site survey drones—we deploy IMGING software and that does all the work,"* says Mikey.

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

(385) 498-0800
sales@lovelandinnovations.com
lovelandinnovations.com/demo

