

Case Study

Customer:
Greenhatch Group

Project:
Searching for a reliable correction service

Solution:
Trimble VRS Now



up and down the country and the amount of lost time due to broken connections was immeasurable. In short, Neil felt that there was considerable room for improvement and that the Group's correction service should be providing them with more reliable returns.

Since switching to VRS Now, Neil Jefferies reports that the number of calls from site surveyors saying they are not going to finish projects, or that they need to return due to GPS issues, has been reduced to a level where it is very rare to get one at all. This has also minimised the time technical staff and management have to spend responding to their calls allowing them to concentrate on other parts of the business instead.

"Trimble VRS Now can be summed up in a single word – reliability."

**Neil Jefferies,
Group Director**

Following up on one of the first jobs using the new set up, Neil noted that the work was completed 10-20% faster than anticipated compared to similar sites undertaken in the past with the original equipment set up. On this project, valued at around £15,000, thanks to the reliability and efficiency of the Trimble VRS Now service, cost savings could be calculated at £2,500.

So after one year, what do Greenhatch think now?

"After a successful year utilising the Trimble VRS Now RTK correction service across our fleet of GNSS Systems, we didn't really have a difficult decision to make regarding the future, we have continued for a further year with the service. The VRS service has brought us a reliability which was unavailable to us previously and it has allowed our survey crews to work freely, safe in the knowledge they are not going to be let down by dropout when on site. This reliability has negated the need for post processing or return visits to sites, which in turn, has provided a more fluid service to our clients and a more profitable solution."

Neil Jefferies, Greenhatch Group Director



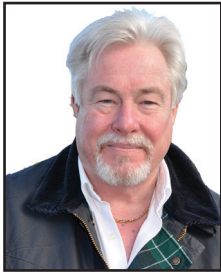
Greenhatch Group's Trimble VRS Now journey, one year on

In 2015 Greenhatch Group's 14 GNSS/GPS systems were linked to the Leica Geosystems SmartNet RTK Network via supplier approved 'roaming' SIMs cards. However, Greenhatch Group Director, Neil Jefferies, felt that although this combination delivered on many of the sites his surveyors worked on, he required a more reliable solution.

Surveyors and engineers want reliable data. They also want to maximise their time on site. When these basic requirements are compromised, businesses will take fast and efficient measures to rectify any issues that could affect hard won and carefully nurtured customer relationships. Because of this, we know that when a KOREC customer renews their Trimble VRS Now license with us, they have taken an active decision based purely on the quality of the correction service that they have received. Often these customers have had experience of services provided elsewhere before subscribing to VRS Now and their repeat subscriptions reinforce what we believe about Trimble VRS Now – it is the most reliable service out there!

In another of our VRS Now 'catch ups' we revisit the Greenhatch Group.

When we began talking to Greenhatch back in 2015 they were struggling with their existing correction service which was failing to deliver the quality of data, reliability and peace of mind that they required. The Group's 14 GNSS/GPS systems were linked to the Leica Geosystems SmartNet RTK Network via supplier approved 'roaming' SIMs cards licensed under a 3 year subscription deal. Whilst Greenhatch Group Director, Neil Jefferies, felt that this solution delivered on many of the sites his surveyors visited, he was concerned that, overall, the combination of the service provided, equipment and SI card was unreliable. Coordinate quality wasn't sufficiently achieved on a number of sites



"One year on and Greenhatch are really benefiting financially from using Trimble VRS Now, the reliability of the service is key as Neil confirms"

Andy Beckerson, Director of Business Development, KOREC Group

VRS Now fact box:

- Availability: Unites States, Europe and Australia
- High Accuracy: Provides < 2 cm (1") accuracy*
- Ideal for industries needing high precision including survey and construction, mapping and GIS, cadastral, utilities, transportation and areas having good cellular coverage
- Instant Initialization: Start working immediately under optimal conditions**
- Multi-constellation support: GPS and GLONASS enabled
- More uptime: Built-in redundancy to ensure connectivity, consistency and quality
- No base station required: No need to worry about losing radio signal reception since a base station is not needed for Trimble VRS Now based correction services
- Ease of Use: Online self-service portal to activate subscriptions.



** All horizontal accuracy specifications are based on in-field performance 95% of the time.*

*** Receiver initialization time varies based on GNSS constellation health, level of multipath, and proximity to obstructions such as large trees.*



Initialization Time*

Service

Horizontal Accuracy**

Instant

VRS NOW™

2 cm / 1"

Contact us:

Please do get in touch for further information on any of the products or services mentioned in this case study, a demonstration, support or just a chat about your requirements.

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