



The RenoGroup uses 3D views for client presentations as well as for collaborating other tradespeople.

FAST AND FLEXIBLE CLIENT CONSULTATION THANKS TO 3D PLANNING

Everything from a single source – RenoGroup. RenoGroup, based in Dottikon, Switzerland, with 30 employees, specialises in comprehensive renovations and provides a complete service package to its clients. From the initial consultation to the final implementation, planners, site managers and craftspeople handle every detail from under one roof. What makes the RenoGroup unique: clients can literally hand over their keys, go on holiday, and return to a fully renovated home. This “everything from a single source” philosophy allows RenoGroup to execute each project exactly according to the clients’ specifications, while offering a fixed price guarantee.

■ Challenge

It simply had to be simple

Before using Palette CAD, RenoGroup worked with another planning software that did not fully meet the requirements in terms of speed and flexibility, as Louis Spillmann, planner and site manager at RenoGroup, explains: “We needed software that is fast and easy to use.” The decision to switch to Palette CAD was made due to its intuitive interface and the quick creation of 3D views. “The drag-and-drop principle and ease of use are crucial factors for us,” says Louis Spillmann. “It allows us to quickly start planning, which is a major advantage, especially when advising clients on site.”

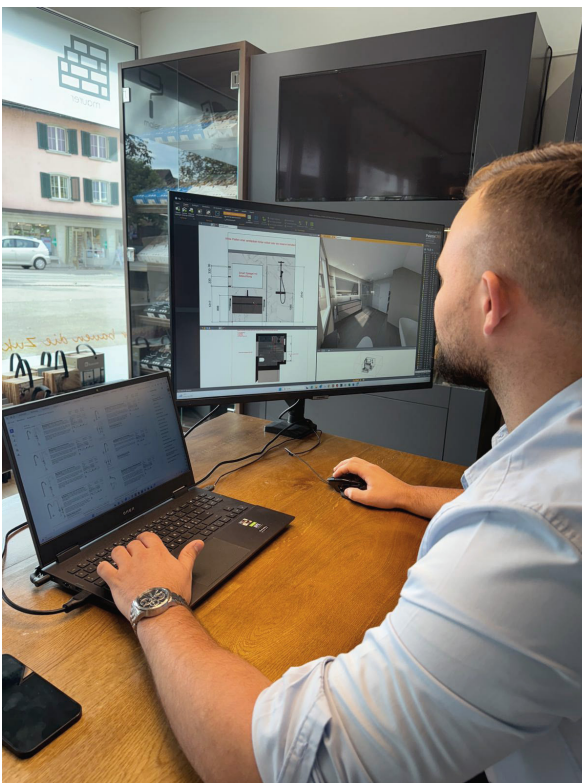
” We needed to be able to plan directly on site with the client, and for that, we needed software that is fast and easy to use.

Louis Spillmann

Live 3D planning during customer appointments

The current workflow at RenoGroup is as follows: The team measures on site with a handheld laser measuring device, inputs the data into Palette CAD, and immediately begins 3D planning. “Thanks to the speed of Palette CAD, an initial bathroom layout can often be created in just 20 minutes,” describes Louis Spillmann from experience. “However, this is not yet the detailed planning work. In a second appointment, usually held in our in-house showroom, adjustments and changes to the plan can be made.” To inspire clients, Louis Spillmann and his colleagues also use catalogues from key manufacturers during customer appointments.

The onboarding process with Palette CAD went very smoothly thanks to online courses, on-site training by the Palette Academy and strong collaboration within the team. Five employees at RenoGroup regularly work with Palette CAD and were quickly able to benefit from the software’s simplicity and efficiency. Louis Spillmann himself found it particularly easy to get up to speed: “I am a trained carpenter, so I already had some prior experience with CAD programs. That meant learning Palette CAD was not a big challenge for me.”

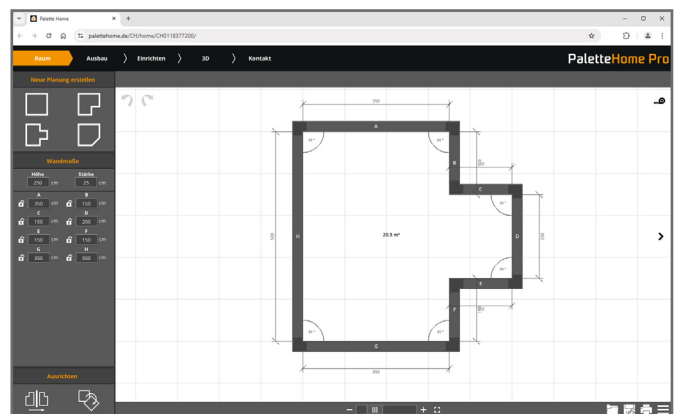


Louis Spillmann often creates an initial bathroom layout with Palette CAD during the first client appointment. The detailed planning work takes place at the in-house showroom.

Efficient processes. Satisfied customers.

Palette CAD not only allows plans and 3D views to be used for client presentations but also for collaboration with other tradespeople. The floor plans and views created are shared with electricians and other craftspeople so that, for example, the installation of underfloor heating can be precisely coordinated.

A particularly beneficial feature is the integration of the online planner, Palette Home, on the RenoGroup website. This serves as a customer acquisition tool, allowing clients to plan independently, visualise their initial ideas, and send them directly along with their enquiry. This approach helps RenoGroup attract additional customers, and the resulting consultations are more focused, as rough ideas and requests have already been visualised.



Utilising Palette Home, RenoGroup clients can create their own designs via the company website and attach these to their enquiry.

” The speed of Palette CAD allows an initial bathroom layout to be created in as little as 20 minutes.

Louis Spillmann

Quick decisions and fixed prices as key success factors

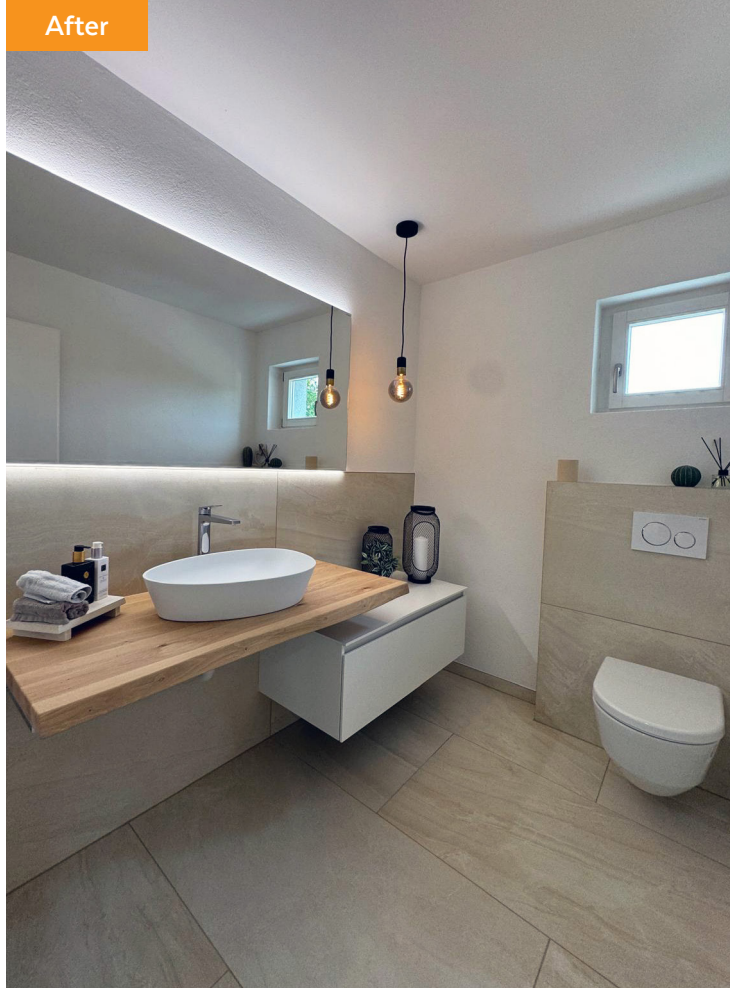
By using Palette CAD, RenoGroup is able to offer its clients fast, flexible and visual consultations, which strengthens customer loyalty and accelerates decision-making. Another strength of RenoGroup in sales lies in their fixed price guarantee. "We offer comprehensive solutions – and because we handle everything in-house and work without external costs, we can calculate very accurately. This makes us financially attractive to our clients and provides us with revenue and planning security," summarises Louis Spillmann, explaining RenoGroup's formula for success.

Before



RenoGroup specialises in comprehensive renovations. Through photorealistic renderings, clients benefit from an accurate vision of their future bathroom.

After



Planning



RenoGroup

Wir bauen die Zukunft. Für Sie!

COMPANY:

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www.renogroup.ch

CORE COMPETENCIES:

Comprehensive home renovations with
a focus on bathrooms and kitchens

3D SOFTWARE:

Palette CAD



LIVE DEMO

GET TO KNOW PALETTE CAD: ONLINE, LIVE, IN PERSON

During a live demo, you will receive a **free introductory session** on the CAD software Palette CAD. You will get an overview and have the opportunity to ask all your questions about CAD planning and CAM handover. **In just 30 minutes**, the key features and solutions for presentation, planning and production will be presented to you.

Get in touch now.

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