

Why ConSurv Carries the Wave Rover™

At a glance

Dealer	ConSurv, Reynoldsburg, OH. Construction and surveying equipment since 2013
Product	EdgeBeam™ Wave Rover
Use case	Nationwide GPS correction for customers working outside state VRS networks or across multiple states
Training required	Most users self-sufficient after one walkthrough



ConSurv

ConSurv has been selling construction and survey equipment out of Reynoldsburg, Ohio since 2013. It's a small but impressive operation: the 5-person team at ConSurv is able to serve customers not just throughout the state and region, but across the nation. Owner Chris Kocsis runs purchasing, sales, marketing, and IT himself, sometimes even stepping into service when team members are on vacation.

ConSurv boasts a fully stocked and staffed, brick-and-mortar showroom and offers equipment service in their building's lower level. With an inventory catalog of over 4,500 unique items, ensuring those items are easy to explain and support is vital: when customer issues arise, Chris is the kind of owner to get direct calls to his cell phone. That's why, to solve a specific problem recurring in his customer conversations, Chris decided to add EdgeBeam's Wave Rover to ConSurv's product offerings.

The Problem

That problem surfaces whenever a ConSurv customer's work crosses state lines, or lands in a state without a public correction network. Precision GPS positioning depends on a correction signal, something to tell a receiver not just roughly where it is, but exactly where it is, down to centimeters. In states with a public Virtual Reference Station (VRS) network, that correction is often free, funded by the state and built from a grid of fixed base stations.

The convenience disappears the moment a crew crosses a state line, or works in a state that never built a network at all. Survey and construction crews doing multi-state work have traditionally been left with two bad options: pay for an expensive proprietary correction network from a major GPS manufacturer, or set up and break down a physical base station at every site, then post-process the data back at the office before it's usable. For a company running dozens of crews nationally, that second option means hours of accumulated setup time and manual correction work, job after job, day after day.

The Solution

EdgeBeam's Wave Rover was built for exactly this gap: nationwide positioning correction without a physical base station, or a per-network subscription. It's designed to work anywhere in the country, including states with no public

VRS coverage at all, at a price that keeps that reach within budget. “EdgeBeam benefits the bottom line on price,” explains Chris. “It makes nationwide coverage more affordable.”

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— Chris Kocsis, Owner, ConSurv

That's the pitch. What matters is whether it holds up in front of actual customers.

Proof in the Field

When Chris first heard about the Wave Rover, he knew he had the perfect customer to try it on: a national real estate services firm doing high-volume title surveys across the country, the kind of work where dozens of crews are producing data every day, all of which currently gets post-processed and corrected back at a central office before anything is usable. It's a clean illustration of the problem eGPS is built to solve at scale.

“You get out of your car, anywhere you are, turn on your Wave Rover, and you're connected,” says Chris. “No taking the extra time to set up a base, get everything connected, and find existing control points to localize to. It saves so much time. Just get out of the car and turn it on and go.”

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Let's say using a Wave Rover saves your team 20 minutes of setup time. As a one-time thing, that's a nice bonus. But if you have a national crew relocating five times a day, across a 40-crew operation, that could add up to over **16,000 hours saved every year**. That's the equivalent of eight full-time employees.

Adoption has been simple. One ConSurv customer needed a single walkthrough from Chris to get comfortable with the device; another figured out the Wave Rover entirely on his own, with no guidance at all. Neither required specialized training or a return visit to get up and running. Once connected, the learning curve is effectively over.

When questions do come up, dealers aren't left to handle it alone. EdgeBeam backs the Wave Rover with documentation built for the people actually using it in the field, along with on-call support when a dealer or their customer needs a real answer fast. For a shop like ConSurv, where Chris is often the entire support line, that backup matters.

The Opportunity for Dealers

ConSurv's experience offers a blueprint for any dealer facing the same gap. Wave Rover slots into an existing equipment catalog as an add-on a dealer can offer without building a whole new practice around it. It doesn't require dedicated support infrastructure, extensive training, or a big change in how a small team already operates. For a company like ConSurv, lean, relationship-driven, and stretched across a dozen roles, that's the difference between something worth carrying and something that becomes a burden. And when a dealer's own bandwidth runs out, EdgeBeam is there to fill the gap, with the documentation and support to make sure a dealer never has to solve a hard problem solo.