Stephan Meyer, Korona , Germany (LightSpion + Extender)

1. **Please, tell us about your company. What does it do, what are its main products and services?**	Korona Leuchten GmbH is designing, developing and producing special lighting figures for high end special lighting projects and the korona collection of LED profile systems.
2. **How old is your company? Are you operating nationally/internationally?**	22 years, operating international
3. **Are you a manufacturer of luminaires?**	yes
4. **Which professional websites and publications do you visit/read regularly?**	LICHT / HighLight / PLD
5. **Which exhibitions and fairs do you attend and exhibit at?**	Light & Building
6. **Which Viso product are you using?**	LightSpion with extender
7. **How did you measure the light quality before the Viso products?**	lux-meter - chromameter - light-density-meter external service / DIAL - ILEXA
8. **What were the main challenges in light measurement or the technical characteristics of your lamps?**	loosing 20 years of know-how when LED technology came up, LED changed so much and was changing it self permanently. Light quality became essential but we had to get our own facts, not only by data-sheets.
9. **How did you determine the light quality prior Viso? Can you, please, list organizations (research labs, etc.), if you used any?**	external service / DIAL - ILEXA

10. How long did it take to measure a single lamp, on average (incl. shipping and waiting time, if you involved third party organizations)?	one - two weeks (or more)
11. What was the cost of a single lamp measurement, on average?	650€
12. What was your measurement error and uncertainty interval, on average?	
13. How did you change the light metrology with the Viso product?	earning - learning - learning
14. How long do you measure a single lamp with the Viso products now?	quick and dirty, by the way, from beginning starting with paper model!
15. How many lamps do you measure per week, on average?	…….? some times 10 some times none………
16. What are the additional tasks you are solving with the data provided by the Viso technology, aside from supplying your lamps with exact light characteristics? (For example, you use the data to improve on existing lamp designs, engineer and supply new lamps, other services and/or products.)	best for engineering - and for designing also for basic lighting-design ldt-data, but for final data to provide to official projects (safety-lighting) we still use official acridity lighting labs
17. What was the impact of the Viso measuring products on the range of your company products? Did you increase the total number of your lighting items?	
18. How did the quality of your lighting items change after the implementation of the Viso products?	was always high, but basic understanding became deeper

19. How did the implementation of the Viso technology influence the dynamic of your company's growth?	
20. How did the new Viso technology influence the company's revenue (percentage-wise)?	
21. Are you able to increase the retail price of your lighting items after the new Viso technology?	……. high quality has it's price!
22. How long did it take for you to return the investment in the Viso products?	basic investment…….
23. Can we use your company's name as a reference point in our sales cases?	Yes
24. Would you like the Viso marketing team to contact you on the phone to confirm the correctness of submitted data?	Yes
25. Other comments and suggestions.	-
26. Contact person, responsible for the Viso products.	Stephan Meyer