Kurt Storey, Flexaray, USA (BaseSpion)

1. **Please, tell us a little about your company. What does your company do? What are the main products/services/functions of your company?**	LED Source Orlando products are the Flexaray brand of LED tape. We assemble most of our tape light in Orlando and provide custom preparations.
2. **How old is your company? Are you operating primarily on a national or also on an international market?**	Five years. International
3. **Are you manufacturing lighting products, such as lamps and illumination?**	We manufacture our tape light products in Orlando, FL
4. **Which professional websites and publications do you visit/read regularly?**	LED's Magazine
5. **Which exhibitions and fairs do you usually attend and exhibit at?**	LEDEDUCATION and Light Fair
6. **Which Viso product are you using?**	BaseSpion
7. **What were the quality control methods/tools you used for your lamps prior to utilising Viso equipment?**	Integrating sphere, light meters and digital power supplies
8. **What were you primary challenges when measuring the quality of your lamps, or the technical characteristics of your lamps?**	We were unable to create IES flies and data to submit to customers
9. **How did you solve the light metrology prior to using the Viso products?**	We sent products out for IES files.

10. **How long did it take to measure a single lamp, on average?**	Outside service time was 2-4 weeks.
11. **What was the cost (approximately) of a single lamp measurement, on average?**	
12. **What was your measurement errors and uncertainty interval, on average?**	
13. **Did you have to engage other companies or research institutions to solve your light measurement tasks?**	
14. **What was the cost of a single lamp measurement (approximately) through another company, on average?**	
15. **How did the situation with light metrology change after implementing the Viso products?**	
16. **How long does it take to measure a single lamp with the Viso products, on average?**	
17. **How many lamps do you measure per week, on average?**	
18. **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.)**	

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