Håkan Jordanson, Nokalux, Sweden (LabSpion)

1. ***Please, tell us about your company. What does it do, what are its main products and services?***	We make luminaires for the professional market. Make complete lightingprojects from basement to outside, including calculations and drawings for the consultants.
2. ***How old is your company? Are you operating nationally/internationally?***	Founded 1971, Primary market is Sweden, but have northern Europe as focus.
3. ***Are you a manufacturer of luminaires?***	Yes
4. ***Which professional websites and publications do you visit/read regularly?***	Visosystems.com, Philips.com, Tridonic.com, Osram.com, Alanod.com
5. ***Which exhibitions and fairs do you attend and exhibit at?***	Exhibit at : Elfack in Gothenburg, Easyfair in Stockholm Visit : Light & Building in Frankfurt, HongKong Lighting fair.
6. ***Which Viso product are you using?***	LabSpion
7. ***How did you measure the light quality before the Viso products?***	Manually with a custom-made jig and lux-meter
8. ***What were the main challenges in light measurement or the technical characteristics of your lamps?***	Took very long time to do a measurement, especially with uplight and/or asymmetrical features
9. ***How did you determine the light quality prior Viso? Can you, please, list organizations (research labs, etc.), if you used any?***	SP in Borås, Semko in Stockholm

10. How long did it take to measure a single lamp, on average (incl. shipping and waiting time, if you involved third party organizations)?	2-3weeks, 4-5 hours in own lab.
11. What was the cost of a single lamp measurement, on average?	800 euro
12. What was your measurement error and uncertainty interval, on average?	3-5%
13. How did you change the light metrology with the Viso product?	Make better and quicker measurements
14. How long do you measure a single lamp with the Viso products now?	Around 8 minutes
15. How many lamps do you measure per week, on average?	5-10 it depends
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.)	We also uses LabSpion for controlling products we buy, evolving optics
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?	We have more time for making better luminaires instead of sitting in a dark room many hours a day.

18. How did the quality of your lighting items change after the implementation of the Viso products?	Not much
19. How did the implementation of the Viso technology influence the dynamic of your company's growth?	Impossible to answer
20. How did the new Viso technology influence the company's revenue (percentage-wise)?	Impossible to answer
21. Are you able to increase the retail price of your lighting items after the new Viso technology?	No
22. How long did it take for you to return the investment in the Viso products?	Hard to answer, we did the measurements ourselves. Maybe 3 years
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?	Not needed to.
25. Other comments and suggestions.	I have often contact with Christian Krause regarding issues and improvements.
26. Contact person, responsible for the Viso products.	Håkan Jordanson