

Aleksandr Goncharov, Arligh, Russia (LabSpion)

<p>1. Please, tell us about your company. What does it do, what are its main products and services?</p>	<p>Arlight is a manufacturer of led lighting.</p>
<p>2. How old is your company? Are you operating nationally/internationally?</p>	<p>The company was founded more than 10 years ago. Arlight is operating in Russia.</p>
<p>3. Are you a manufacturer of luminaires?</p>	<p>No</p>
<p>4. Which professional websites and publications do you visit/read regularly?</p>	<p>-</p>
<p>5. Which exhibitions and fairs do you attend and exhibit at?</p>	<p>Interlight Moscow</p>
<p>6. Which Viso product are you using?</p>	<p>LightSpion and LabSpion</p>
<p>7. How did you measure the light quality before the Viso products?</p>	<p>We were measuring the photometric and spectral parameters with an integrating sphere, portable spectrometers, luxmeters and flicker meter.</p>
<p>8. What were the main challenges in light measurement or the technical characteristics of your lamps?</p>	<p>The absence of any goniophotometric machine made it impossible to measure light distribution and beam angle.</p>
<p>9. How did you determine the light quality prior Viso? Can you, please, list organizations (research labs, etc.), if you used any?</p>	<p>We used the integrating sphere.</p>

<p>10. How long did it take to measure a single lamp, on average (incl. shipping and waiting time, if you involved third party organizations)?</p>	<p>About 30 mins including the setting and thermal stabilization.</p>
<p>11.</p>	
<p>12. What was your measurement error and uncertainty interval, on average?</p>	<p>The average error was no more than 1%.</p>
<p>13. How did you change the light metrology with the Viso product?</p>	<p>It became possible to measure spacious distributions.</p>
<p>14. How long do you measure a single lamp with the Viso products now?</p>	<p>It depends on a particular lamp. It varies from 60 mins to up to a few days. It also depends on whether we have the mechanical tools to fixate the lamps for measuring.</p>
<p>15. How many lamps do you measure per week, on average?</p>	<p>Depending again on the tools to fixate, from 1 to 35.</p>
<p>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.)</p>	<p>We are planning an implementation of all of the points aforementioned in the question.</p>
<p>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?</p>	<p>At present it is a bit early to mention the Viso technology on the range of the company's products.</p>
<p>18. How did the quality of your lighting items change after the implementation of the Viso products?</p>	<p>At present it is a bit early to notice the impact of the Viso technology on the company's lighting products.</p>

<p>19. How did the implementation of the Viso technology influence the dynamic of your company's growth?</p>	<p>At present it is a bit early to notice the impact of the Viso technology on the dynamic of the company's growth.</p>
<p>20. How did the new Viso technology influence the company's revenue (percentage-wise)?</p>	<p>-</p>
<p>21. Are you able to increase the retail price of your lighting items after the new Viso technology?</p>	<p>-</p>
<p>22. How long did it take for you to return the investment in the Viso products?</p>	<p>No data.</p>
<p>23. Can we use your company's name as a reference point in our sales cases?</p>	<p>Yes, with an additional agreement with our company's representative.</p>
<p>24. Would you like the Viso marketing team to contact you on the phone to confirm the correctness of submitted data?</p>	<p>Yes, we would be happy.</p>
<p>25. Other comments and suggestions.</p>	<p>-</p>
<p>26. Contact person, responsible for the Viso products.</p>	<p>Alexander Goncharov</p>