Robert Francij, Molto Luce, Austria (LabSpion)

1.	*Please, tell us a little about your company. What does your company do? What are the main products/services/functions of your company?*	Molto Luce Gmbh is manufacturer of lighting product. The main products are Spotlights but we have a big rangs of luminaires. (Table,Pendant, Wall,…)
2.	*How old is your company? Are you operating primarily on a national or also on an international market?*	Foundation was in 1981 and we are operating national and international.
3.	*Are you manufacturing lighting products, such as lamps and illumination?*	Yes
4.	*Which professional websites and publications do you visit/read regularly?*	LEDs Magazine,LED professional, Elektro,…
5.	*Which exhibitions and fairs do you usually attend and exhibit at?*	We attend usually at the LED Symposium in Bregenz, Electronica Munich. The 2 Fairs we exhibit are the L&B and Euroshop.
6.	*Which Viso product are you using?*	The Lab Spion
7.	*What were the quality control methods/tools you used for your lamps prior to utilising Viso equipment?*	We sent our products to an external labor.
8.	*What were you primary challenges when measuring the quality of your lamps, or the technical characteristics of your lamps?*	Challenge was to evaluate technical characteristics in prototype phase, we had to simulate on PC.
9.	*How did you solve the light metrology prior to using the Viso products?*	External Light labor

10. **How long did it take to measure a single lamp, on average?**	From beginning (shipping to labor) to end (get luminaire back), around 2weeks
11. **What was the cost (approximately) of a single lamp measurement, on average?**	~ 250€
12. **What was your measurement errors and uncertainty interval, on average?**	n.a
13. **Did you have to engage other companies or research institutions to solve your light measurement tasks?**	Yes
14. **What was the cost of a single lamp measurement (approximately) through another company, on average?**	~ 250€
15. **How did the situation with light metrology change after implementing the Viso products?**	Faster
16. **How long does it take to measure a single lamp with the Viso products, on average?**	It depends on the luminaire ☺, but in average ~ 1h
17. **How many lamps do you measure per week, on average?**	~ 50
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.)**	Primary we are using it for measuring prototypes, i.e. efficiency of a reflector

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?	No, we are faster at engineering phase, so we are able to bring the products faster on the market
20. How did the quality of your lighting items change after the implementation of the Viso products?	Still a high end product
21. How did the implementation of the Viso technology influence the dynamic of your company's growth?	There are so many factors which are affecting the growth of a company and viso is a part of this
22. How did the new Viso technology influence the company's revenue (percentage-wise)?	See 21.
23. Are you able to increase the retail price of your lighting items after the new Viso technology?	See 21.
24. How long did it take for you to return the investment in the Viso products?	~ 1 Year
25. Can we use your company's name as a reference point in our sales cases?	This point I can´t answer at the moment
26. Would you like the Viso marketing team to contact you on the phone to confirm the correctness of submitted data?	By e-mail please
27. Other comments and suggestions.	
28. Contact person.	Robert Franjic