

# At least three good reasons.

VisiConsult's x-ray specialists decided to use Comet X-Ray technology owing to the excellent quality, good personal contacts and direct involvement in the development phase.

At one time, VisiConsult was solely a software supplier for image processing in the field of x-ray. These days, the company from northern Germany is a leader in standardized x-ray cabinets and special customer-specific systems. "We have since become a complete system builder and system integrator; today, we get the majority of our tubes and generators from Comet X-Ray", says Head of Sales and Marketing Lennart Schulenburg of the VisiConsult product offering.

VisiConsult's core business is the production of turnkey systems. "We take care of the entire creation, production, and integration process for complex x-ray inspection processes. We also recommend suitable x-ray tubes to customers depending on their inspection requirements", explains Schulenburg. "Since our company was founded in 1996, we have been working together with Comet X-Ray and have since come to use the entire performance spectrum, from 160 to 600 kV. This means we use a wide variety of tube types – from standard tubes to the HP models.

**The family team, left to right: Finn (Technical Director), Hajo (CEO), Silke (Assistant to the CEO), Lennart (Head of Sales and Marketing) and Till Schulenburg (student trainee).**



In other words: products from across the whole range." The highly complex inspection systems are manufactured entirely in-house, and the experienced specialists are involved in the process, from the feasibility study to implementation and process qualification.

Schulenburg is enthusiastic about the new generation of iVario. "The iVario has become our standard generator." Together with specialists from Comet X-Ray, VisiConsult has made essential contributions to the creation of the iVario communication protocol. "We were involved throughout the entire development and testing phase. This is one of the reasons that it has integrated seamlessly into our systems", says Schulenburg of the successful collaboration. "We rely on the good service and appreciate the quality

**"The iVario has become our standard generator."**

of the products, as well as the close cooperation – especially with our technical contacts and Development. But the main factor is the high quality of the products."

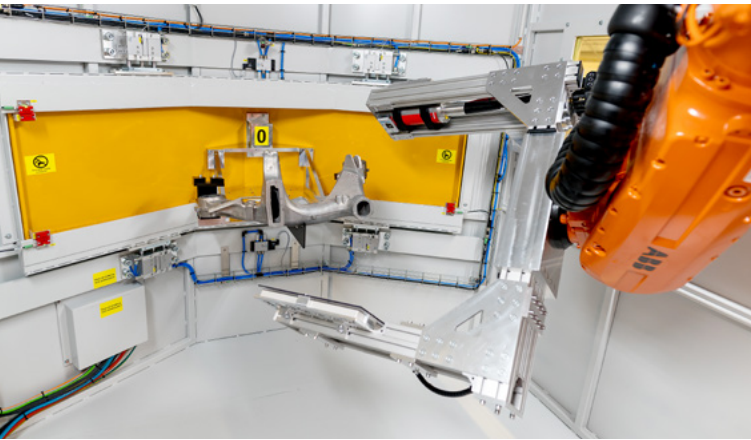
From software supplier to a leading industrial company: in addition to manufacturing standard solutions and individual inspection systems, VisiConsult considers itself a consultation company for optimum solutions – especially in the area of non-destructive material testing with x-ray technology. This is a broad subject that brings with it diverse challenges. "Our customers' needs are multifaceted and complex. We often come across problems that cannot be solved with a standard system or a pre-developed product. This requires us to be very flexible and open to new ideas", explains Lennart Schulenburg. VisiConsult also takes care of its customers' software requirements as well as their hardware needs. "This is something that

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#### VISICONSULT KEY FACTS

- Founded in 1996
- Family-run company: father Hajo is the CEO, mother Silke is Assistant to the CEO, Finn is Head of the Technical Department, Lennart is Head of Sales and Marketing and Till Schulenburg is a student trainee
- Specialist in customer-specific x-ray systems and CT
- 65 employees worldwide (Germany, France, Brazil, India, USA)
- US subsidiary VisiConsult America in Atlanta since 2016
- 100 percent dealer network – represented in all industrial nations

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very few in the industry can offer”, says the Head of Marketing. As each project revolves around a customer’s application, VisiConsult has come to appreciate the comprehensive range of products offered by Comet X-ray.

With regard to software, Schulenburg knows full well that Industry 4.0 and the IoT (Internet of Things) will play a significant role in the future. “In particular, this will affect our customers in the automotive sector who use our fully automated inspection solutions. Here, the systems are embedded in the production line and Industry 4.0 is already a

**“Customers require solutions that are perfectly tailored to their production lines.”**

reality. We are also following the same trends in the field of aerospace. A further growth area for the company is industrial computed tomography (CT).”

Automation will also result in customers increasingly choosing special custom-

ised systems. Lennart Schulenburg concludes by saying: “In the automotive market and aerospace in particular, we cannot make much more progress with standard cabinets. Customers require solutions that are perfectly tailored to their production lines. This is the only way to ensure short returns on investment (ROI).” With this in mind, the northern German company is successfully positioning itself as a specialist in automation, robotics, and the digitisation of inspection processes. Moreover, VisiConsult is taking part in research partnerships with universities on the subject of artificial intelligence to further improve ADR (Automated Defect Recognition), the automatic evaluation software.