WHAT THEY SAY

Thorsten and Peer Wagemann
WETZLICH - Germany

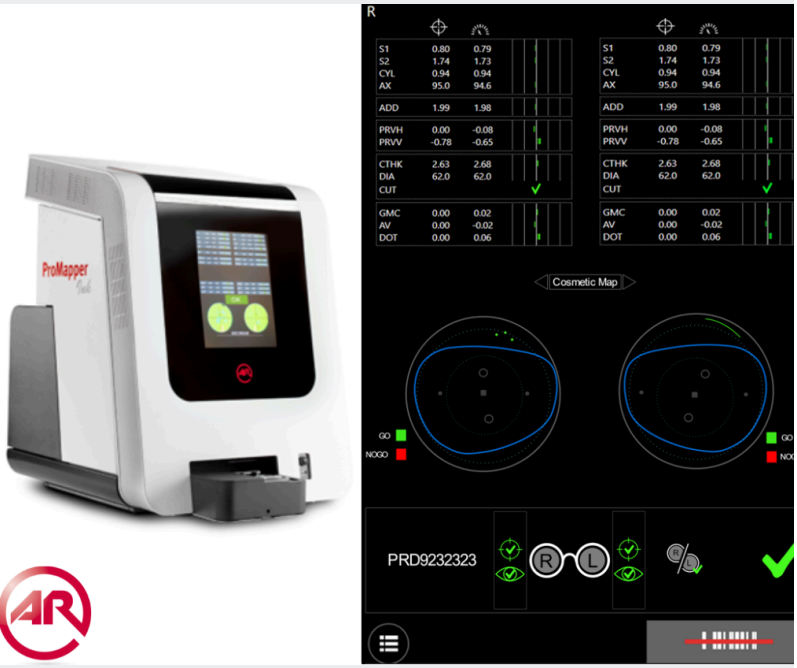
When was Wetzlich founded and what exactly was the motivation to establish this company?
Wetzlich was founded in 1935, as a family-run business specializing in optical solutions. Next year, in 2025, we will celebrate our 90th anniversary!

Over the years, the company has evolved from a wholesaler to a renowned manufacturer of high-quality lenses. In 2015, there was a change in ownership and in 2023, Wetzlich moved to a new facility.

When developing our lenses, we invest a lot of time to achieve the best possible result for our customers. For this purpose, we also work with external experts who support us in medical expertise and software development.

You like to embrace new technologies. What drives this enthusiasm and what benefits do you see in it for your business?
Technology is our passion.

We love experimenting and exploring possibilities—it's like playing with new toys!



ProMapper_Cosme

Peer Wagemann, François Van Lishout, Thorsten Wagemann

Staying open-minded is crucial for us.

We are fascinated by new technologies and we see them as an opportunity to differentiate ourselves from Asian or other production. We are very interested in any new technology and we love to develop it as a partner.

Welcoming new technologies means being open to change and focusing on the opportunities they bring.
While many focus on the risks, we prefer to see the potential and the possibilities.

Looking ahead, what would you like to achieve over the next few years with the support of A&R?
Our primary goal is to enhance efficiency—producing more with fewer resources while achieving better quality in shorter time.

We aim to streamline every aspect of our operations to achieve consistent and measurable results.

A&R equipment and technologies provide solutions that support our vision for the future.

WHAT THEY SAY

Thorsten and Peer Wagemann
WETZLICH - Germany

As we know, lens inspection is crucial for you to ensure the delivery of high-quality lenses. It therefore seemed natural for you to volunteer as a partner for this pilot test? Could you tell us more about what motivated this decision?

We love the target and the project. Testing new machines is something we've always enjoyed doing with our partners.

Being part of such a development is exciting for us—it's a great opportunity and a pleasure to collaborate with open-minded people who share the same innovative mindset, like A&R team.

At the end of the testing period, do you already see it as evident that you would like to keep A&R cosmetic inspection solution?

Yes, absolutely. We see the advantages of your A&R solution : it provides stable and comparable results, that we can integrated into our system. That aligns perfectly with our goals.

How do you think AI could impact the ophthalmic industry?

That's a big question! AI is going to be a game-changer not just for the ophthalmic industry but for the entire world. Right now, we're just taking our first steps—what we'd call "kindergarten time" in Germany.

AI is already impacting areas like robotics, analytics, efficiency, customer support, translations and maintenance. For example, there are projects that use AI to analyze machine noise and vibrations to predict when maintenance will be needed. This kind of predictive maintenance, along with real-time diagnostics of machines, based on factors like work time or defect detection, will greatly enhance efficiency.

The pace of change in IT is incredibly fast and we're actively involved in several projects leveraging AI. We've even had insightful discussions with AI developers, and it's fascinating to see the potential applications unfold.

Have you experienced that your human operators did change their decision regarding the quality of a lens after having seen the result of the ProMapper?

The parameters we use are very close to those used by our operators to make decision. In the future, however, the decision won't be left to the operator—the machine will determine whether a lens meets quality standards or not.

In your opinion, is human-machine interaction essential to improve the quality in the ophthalmic business? How long do you think human will need to work with the machine before we can just let the machine do it on its own?

So, it's a question of money.

It all comes down to money. Technically, it's already possible to have machines able to handle it all. The real question is how much effort and investment are required to make it happen—and what the return on investment will be.

It's also a philosophical aspect to consider. When we started the business they were 20 people in sub-quality control, checking the lenses : diameter, axis, thickness, power, ... , color, coating and packaging.

Now almost all inspections are done by ProMapper, AutoMapper, or the MCVP8 that can include Spectrometer to measure color and coating thickness.

Cosmetic inspection is the last task still done manually and we are currently testing the automated A&R solution.

Every human make mistakes - the question is how many.

Getting people is critical right now : how many are willing to do manual lens inspection today? Machines are getting better and better, if you want to increase your productivity you can buy a machine and have it running within a few months.

WHAT THEY SAY

Thorsten and Peer Wagemann
WETZLICH - Germany

Have you noticed any impact on the return rate or rejection rate during the prototype phase?

Every lens produced and checked by a machine means less return, less rejection rate. Last month alone, our return rates dropped by over 20%.

How important are data and analytics in your process for improving your operations?

The most important aspect! We track and monitor every information.

We are certified quality management for medical devices, so we have to monitor everything closely.

Security and data protection are equally critical. The solution A&R offers, with its KPIs dashboard, shows you're on the right way.

As a company that likes to be involved in innovative projects, which developments do you think have great potential to increase your customer's satisfaction?

As mentioned earlier, we focus on improving efficiency, data quality, and ensuring everything is tracked. The key is to get faster while maintaining high quality standards.

Peer Wagemann, Thorsten Wagemann, François Van Lishout

WETZLICH
Optik-Präzision GmbH