

Press Release

NETA SMT active as new Viscom AG partner in the Czech Republic and Slovakia

Hanover, June 2018 – **Viscom AG is now represented by a sales partner in the Czech Republic and Slovakia. The company NETA SMT s.r.o. has taken on exclusive sales and service representation for the entire product line in both countries. The contract was signed at the SMT Hybrid Packaging in Nuremberg.**

Initial discussions with Rostislav Kratochvíl, owner and Executive Director of NETA SMT, were conducted with Lars Bartels and Grischa Wasmus, both in Sales Europe at Viscom, in March at the AMPER trade fair in Brno, Czech Republic. NETA SMT is headquartered in the same city. Comprehensive negotiations followed in May at the Viscom Technology Forum in Hanover, Germany. Finally, the SMT Hybrid Packaging trade fair, which took place from June 5 to 7 in Nuremberg, Germany, offered the ideal context for signing the contract.

Lars Bartels commented: "The depth of expert knowledge and the potential market network NETA SMT brings were convincing, especially when joined with the business owner's extensive international experience in the branch. Also, NETA SMT's wider product range fits our quality requirements very well." After corresponding training, the new partner in the Czech Republic and Slovakia will also take over application training and technical support from Viscom.

"Based on many years of experience in the branch, NETA SMT was founded in early 2016 with the intent to approach our customers as a reliable specialist. Therefore, we have deliberately limited ourselves to a manageable selection of high-value products," stresses Rostislav Kratochvíl. Since major electronics manufacturing customers in his region increasingly insist on the most up-to-date quality assurance and the concepts of machine networking and Industry 4.0 make stronger inroads

here, Kratochvíl sees rising demand for 3D inspection systems as clearly inevitable.

Image caption: From left: Lars Bartels, Sales Europe, Viscom AG; Carsten Salewski, Executive Board – Sales, Marketing and International Business, Viscom AG; Rostislav Kratochvíl, owner and Executive Director, NETA SMT s.r.o., and Grischa Wasmus, Sales Europe, Viscom AG, meet at the SMT Hybrid Packaging to sign the contract.

About Viscom

Viscom AG develops, manufactures and sells high-quality inspection systems. The portfolio encompasses the complete bandwidth of optical and X-ray inspections. In the area of assembly inspection for electronics manufacturing, the company is among the leading suppliers worldwide. Viscom systems can be configured specific to the customer and can be interlinked. The company headquarters and manufacturing location is in Hanover, Germany. With a wide network of branches, applications centers, service support points and representatives, Viscom is represented internationally. Founded in 1984, Viscom has been listed on the Frankfurt Stock Exchange (ISIN: DE0007846867) since 2006. For additional information, visit <https://www.viscom.de/>.