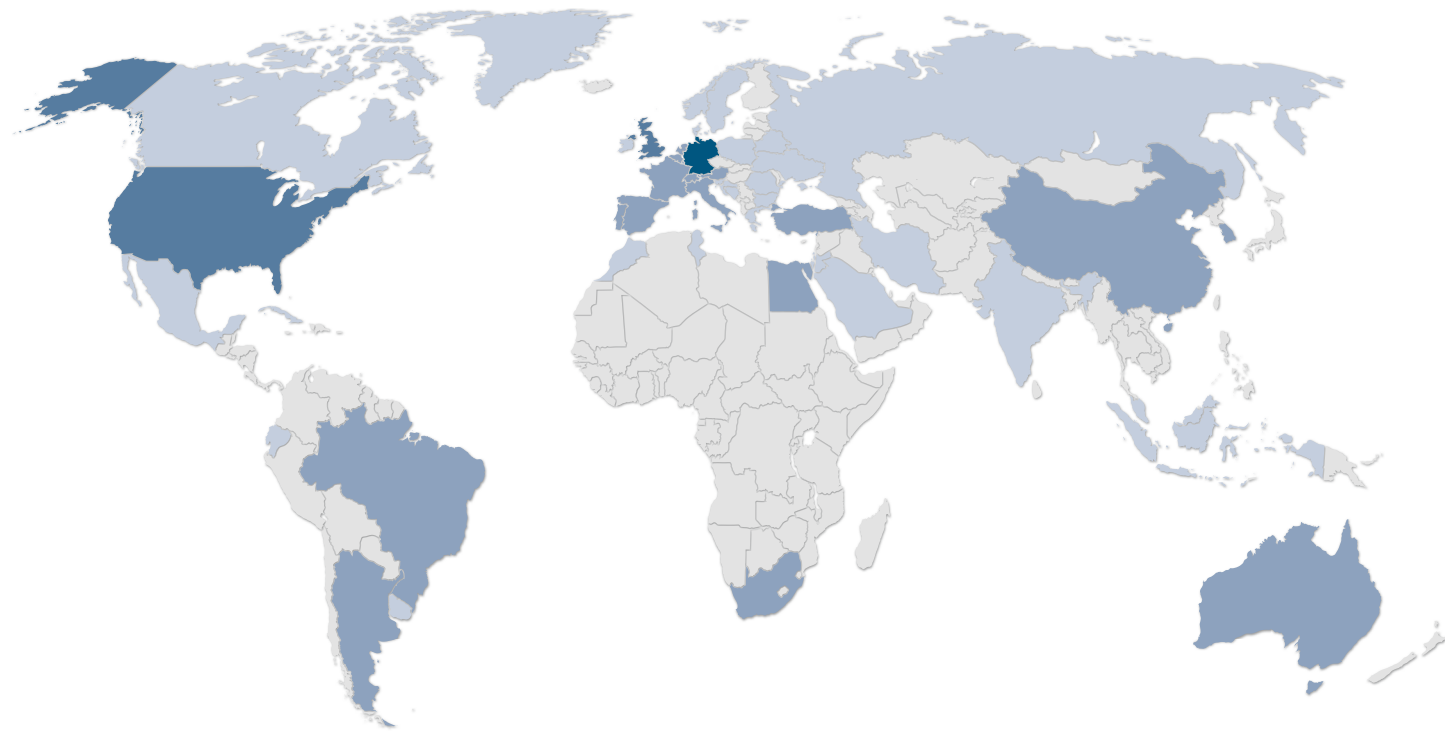




**scanware electronic GmbH**

The Company



## ■ scanware Systems Worldwide

### Installed Systems

- > 500
- 151–499
- 10–150
- < 10



Torsten Wienzek

Harald Mätzig

## ■ Dear Reader!

We are happy to look back upon 25 years of scanware in 2014. Since our foundation in 1989, scanware has always been a pioneer in the development of new solutions. It is our aim to excite our customers with what we can do for them.

Get an overview of our inspection systems along a complete pharmaceutical packaging line (p. 8) and look at the main landmarks of scanware, such as our first colour product inspection, the introduction of W-LED illumination units and 3D Inspection of dry powder (p. 6). All our achieve-

ments we owe to the excellent cooperation with our suppliers, customers and, most importantly, the motivation of our staff. This is why we want to introduce you to some of them here.

What makes scanware special is an idea shared by all of us, from Managing Director to every single member of our team: We work together to offer you the best solution. The customisation to project-specific details and customer requirements, the development of specialist applications, the reliable 24-hour-service, meticulous quality assurance and the com-

prehensive documentation of our inspection systems offer our customers utmost security, 100%.

This thought will continue to influence our work. In the months to come, new applications and a new generation of systems will take center stage.

Our continuous and healthy growth shows that scanware is getting better every day. We are happy to have you by our side and wish you an enjoyable read.

  
Torsten Wienzek

  
Harald Mätzig





# Inspection Systems for Pharma, Cosmetics and Food.

## scanware electronic GmbH



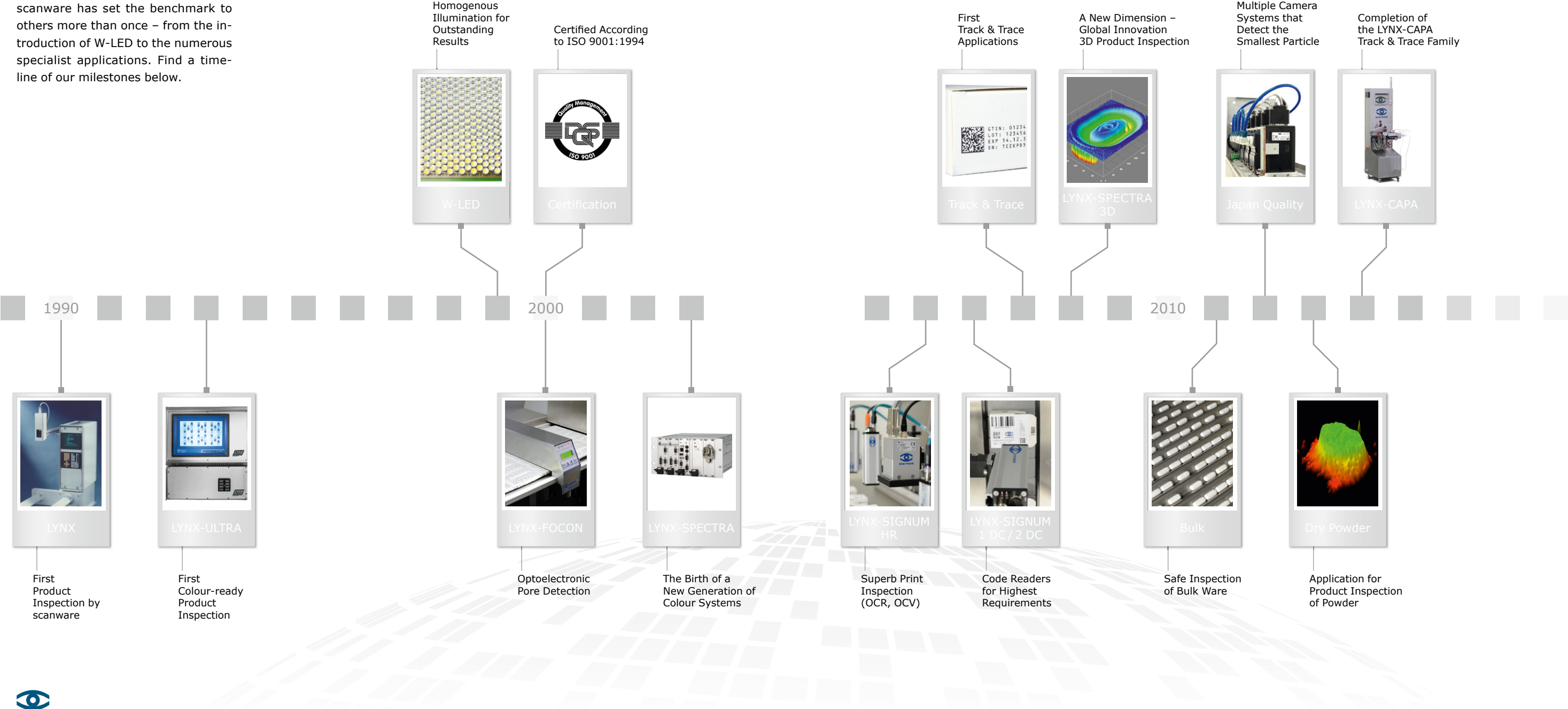
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■ 25 Years of Excellence

Since the foundation in 1989, scanware has set the benchmark to others more than once – from the introduction of W-LED to the numerous specialist applications. Find a time-line of our milestones below.



**LYNX-SPECTRA** PRODUCT INSPECTION

- LYNX-SPECTRA BW | Black & White Product Inspection
- LYNX-SPECTRA CL | Colour Product Inspection
- LYNX-SPECTRA HR | High-Res Colour Product Inspection
- LYNX-SPECTRA 3D | 3D Product Inspection

**LYNX-FOCON** PORE INSPECTION

LYNX-FOCON | 200 – 1,000 mm

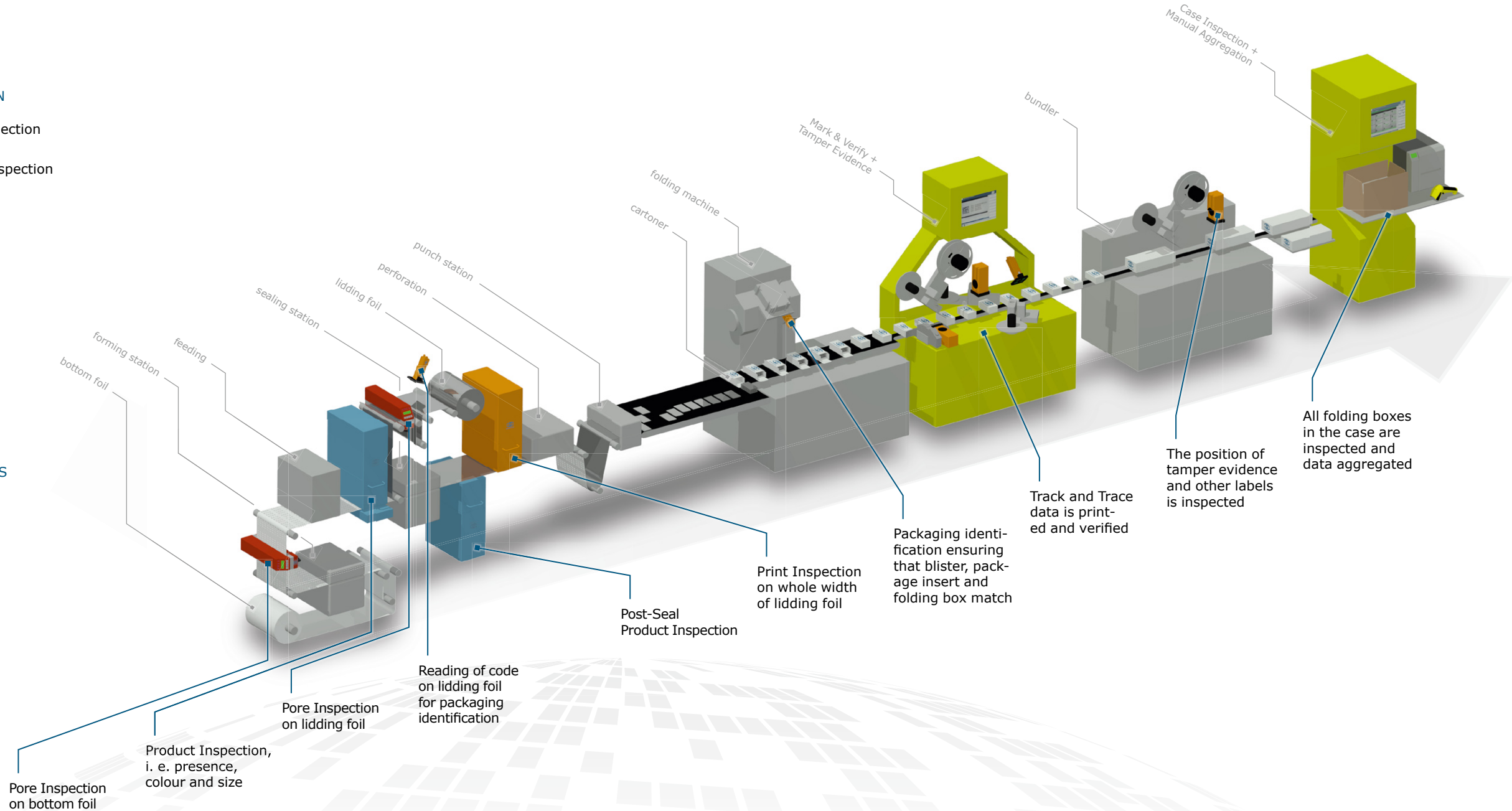
**LYNX-SIGNUM** CODE INSPECTION

- LYNX-SIGNUM CL | Ring Code Inspection
- LYNX-SIGNUM 1 DC | Code Inspection
- LYNX-SIGNUM 2 DC | Code Inspection
- LYNX-SIGNUM HR | Print Inspection

**LYNX-CAPA** TRACK & TRACE SOLUTIONS

- LYNX-CAPA MV | Mark & Verify
- LYNX-CAPA TE | Tamper Evidence
- LYNX-CAPA CI | Case Inspection
- LYNX-CAPA MA | Manual Aggregation

As a supplier of turnkey solutions, scanware can equip your packaging line from start to finish. The operation of all scanware systems is based on the same structure and thus very user-friendly. Take a look at where our solutions are placed.



■ Our Customers

Abbott Healthcare, Acapi, Aesica, AJC Pharma, Alcan Packaging, Al-Jazeera, Allpack AG, Allphamed Pharbil, Almac Clinical, Amcor Pharmaceutical, AMAREG, Amun, Anderson, Anton Hübner, Apace Packaging, A Plus, Apogepha, Apotex, Aptuit, Artesan, Arven, Aspen Pharma Pty Ltd., Astellas, AstraZeneca, Athlone, ATW,Baliarda, Balkanpharma Dubnica, Barnaul, Barr Labs, Bayer, Bayer Berlin, Bayer Bitterfeld, Bayer Diagnostics, Bayer Leverkusen, Beijing Double Crane, Belupo, BelVit, Berlin-Chemie, Bilim Pharmaceuticals, Biofabri, Biofarma, Biokirch, Bionorica, Biovail, Block Drug, Bluepharma, Boehringer Ingelheim, Boots Healthcare International, Bosnalijek, Bright Future, Bristol Myers Squibb, Bulgarian Rose, Canea, Carton Service, Catalent Pharma Solutions, Catalytica Pharmaceuticals, Cima Laboratories, CJ Korea, CKD, Comar, Cook Pharmica, Copal, Corden Pharma, CPF, Cristalia, CSL Behring, Daiichi Sankyo, Dar al Dawa, Delpharm, Dividella, Dogsan, DPT Labs, Dr. Abidi, Dr. August Wolff, Dr. Mann, DRT, DSM, Duramed, Elaiapharm Lundbeck, Enestia, European Packaging, Europharma, Eva Pharma, Evers, Famar, Farmalab, Fisher Clinical Services, Forest, Fuisz, Galen, Gebro Pharma, Gedeon Richter, Geistlich, Geneva, Genpack, GlaxoSmithKline, GL-Pharma, Golden Dragon, Grauel, Griman, Grünenthal, Grünenthal-Formenti, Grupo Cimed, Haisun, Hanmi, Hameln Pharmaceuticals, Haupt Pharma, Healthstar, Heartland, Hedenkamp, Heino Ilseemann, Hennig, Hershey, HHS, Hikma, Hikma Ibn al Baytar, Hoffmann-La Roche, Hovid, Instituto Sidus, IMA, Ilsan, International Labs, Intervet, Ivers-Lee, Izvarino Pharma, Janssen, Jalinous, J-PAC, JSC Akvion, Julphar, Klocke, Klosterfrau, Kneipp, Körber Medipak, KRKA, Kunming Shenguo, K.V.P., Labesfal, Legosan, LEK, LEO Pharma, Lindopharm, Lomapharm, Margo, Marifarm, Maskinpakking, McKesson Packaging Services, Mernational, Merck Frosst, Medice, Mediseal, Merck, Merckle, Medley, Melchers, Mibe, Mipharm, Mission Pharmacal, Monosol, MSD, Nanjing Chia Tai Tian Pharma Nord, Napp, Naturamil, NeighborCare, Nordmark, Normon, Novapharm, Novartis, Nycomed, Nycomed Christiaens, Omega Orion Medipolar, Ortho Mc-Neil, OSG Norwich, Oystar IWK, Packaging Coordinators, Patheon, PenCef, Penn, Pharmacare, Pharma Peter, Pharma Tool Corporation, Pharmazentrale, PFI, Pfizer, Pharmaniaga, Pierre Fabre, PLIVA, PMR, Poli Industria Chimica, Polpharma, Poursina, PPS, Printing International, Procter&Gamble, Promopharm, QPharma, Quimica y Pharmacia, Renckitt Benckiser, Robert Bosch, Roche Diagnostics, Roemmers, roha Arzneimittel, Rohrer, Rottapharm Madaus, Rottendorf Pharma, Salutas, Sandoz, Sandoz-Hexal, Sanico, Sankyo, Sanofi, Sanovel Allergan, Scanpharm, Schaper & Brümmer, Schering Plough, Senosiain Labs, Seoul Pharma, Servier, Sharp Co., Siegfried Rhein, SmithKline & Beecham, Sobhan, Sofarimex, Sopharma, Stirol Biopharma, Streuli, SwissCo, TAD, Tanabe-Abadi, Temmler, Teva Pharmachemie, TEW, Tillots, Tjoa-Pack, Trillium, Trommsdorff, UCB, Uhlmann PacSysteme, Unilever, Upsher Smith, US Surgical Corporation, Vemedia, VSM, Wagener, Warner Chilcott, Watson Labs, West Pharmaceutical Services, Whitehall Robins, Wiewelhove, Yuhan, Zahravi Pharm

Robel Amsalu, Özgür Aydogdu, Achim Brauer, Armin Bredlow, Richard Brenner, Stefan Bunke, Sven Dähnck, Cem Daş, Rocco Dasco, Gerhard Dudé, Elke Emmerich, Andreas Fehlner, Alexander Feller, Bernd Fischer, Florian Geier, Michael Gerber, Alberto Gomes, Andreas Grimm, Susanne Helbig, Malika Hoover, Dominik Hüfner, Andreas Jamin, Anke Jung, Sergej Kalinin, Sandra Klein, Viktor König, Christian Langer, Marc Lautenschläger, Ingo Lerchl, Harald Mätzig, Tanja Merschroth, Bastian Mengler, Ahmed A. Mohammed, Michael Mo-neke, Markus Müller, David Narings, Federico Pardi, Konrad Pohle, Giovanni – Franco Quintana, Sven Rassek, Norbert Risch, Mario Sannwald, Detlev Schermer, Gunther Schmidt, Dirk Schneider, Jochen Stribrny, Björn Thebbe, Tina Trauth, Dirk Walter, Sascha Walter, Anke Wedekind, Georg Weidmann, Michael Wienzek, Nils Wienzek, Torsten Wienzek, Michael Zillmann





## ■ Our Team

All members of staff at scanware share a mentality which is composed of, amongst others, the following values:

### Trust

Communication between everybody, not least the executive board, occurs at eye level. Both the boss and members of staff are always approachable directly. Thus, everyone can bring forward ideas and propositions perfectly sure of their being heard. The working relations are open, cooperative and friendly. This causes an inspiring working atmosphere which constitutes the fertile soil for innovations.

### Honesty

Every project is unique. This is why we build on a mutually satisfying relationship with our customers. They know exactly what they are getting, just as we know that our project is literally made for them. In the rare case that we cannot fulfill all the specifics, we will let the customer know openly and immediately. This generates a trusting relationship.

### Commitment

All our staff is highly committed to their work. In emergencies and with urgent tasks, everybody will work extra hours to solve the problem. We never let our customer down. Ultimately, we will work out a solution. The challenge is what makes working at scanware so fulfilling.







accuracy

Tanja Merschroth



motivation

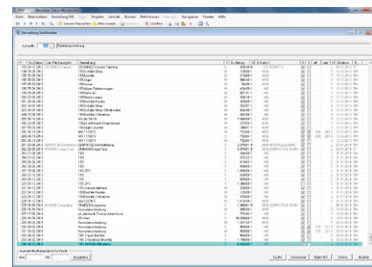
Christian Langer

## ■ Administration Department

Our administrative team is responsible for a host of organisational tasks, including accounting, controlling, personnel matters, IT Administration, car pool and building security.

*Tanja Merschroth, Accountant:*  
"I am booking incoming and outgoing payments. Accuracy is my forte. Everything needs to be done correctly and on time. Since there are always

*a lot of legislative changes concerning accounting in Germany, I get to go on training courses to always stay up-to-date. Since our sales activities are growing more global by the day, a lot of expenses claims come my way. Also, we work closely linked to purchasing so all our supplier invoices are dealt with immediately. Naturally, the suppliers appreciate our payment morale."*



## ■ Production Department

From purchasing through warehousing, assembly and shipping, the production team is responsible for our products. This is a hands-on job: All parts are examined, finished and fitted.

*Christian Langer, Purchasing:*  
"For scanware, I am responsible for the procuring of all production materials and general supplies. Since we are certified under ISO 9001, we only use suppliers that are certified in turn. For

*them, I am the port of call whenever our highly specialised projects raise questions. There is a lot to talk about. Provisions are my business, too, as are all returns, for example if a part is not as specified in our order. My motivation is the overall project. When a delivery is everything the customer asked for and he announces further orders, that is when I am proud of my work, our team. Proud of the company I work for."*





teamwork



Malika Hoover

passion



Michael Gerber

## ■ Internal Sales Team



At scanware, the internal sales team monitors all projects from preparing offers through project planning and organisation. Speedy and correct handling of all customer queries is a must. Thus, all orders can be fulfilled according to our high quality standard.

*Malika Hoover, Internal Sales:*  
"First and foremost, I have the back of the external sales team. I process queries, send out offers in cooperation with the project managers, handle all travel organisation for the

*technical supports team and offer customer support in technical emergencies coming in through the switchboard. Multilingual, efficient work is a must. Our streamlined processes within the team enable our quick response time. Everyone can bring in his personal experience. A part is express-shipped to Brazil and the next day, the customer holds it in his hands somewhat puzzled at our speed. No need for long discussions, just a quick team brainstorm and we get going. We find a solution and act. Period."*

## ■ External Sales Team

First and foremost, our external sales staff is a consultant for our customers. This entails a quick grasp of what the customer needs and to evaluate the specific requirements of the projects. Thus, the ideal inspection system can be proposed to the customer.

*Michael Gerber, External Sales Team:*  
"For my job, I need a mixture of skills. Passion for technics, engineering, an affinity for software and economics all come in the blend. What we basically offer is special engineering.

*No two projects are ever the same. Everything depends on the specific combination of product and packaging material and the guidelines of the customer. Continuous innovation and the good name scanware has established in the past 25 years are a unique selling point of scanware systems. When global players tell you they have no need to consider another supplier of inspection solutions apart from scanware, that goes a long way."*





innovation



Ahmed A. Mohammed

user-friendliness



Özgür Aydogdu

## ■ System Development Department

The largest department at scanware is researching and developing the system architecture, software and hardware of our systems. The frame grabber, one of the core elements of all units, is dealt with as is the introduction of new features.

Ahmed A. Mohammed, System Development:

"I am working on the system architecture of our systems. We structured our products so they can be easily expanded and improved. At scanware, no one is afraid of a challenge

but rather has the urge to create an innovation. When a request for a feature reaches us, we ask ourselves how to integrate it. It is crucial to take restrictions and interfaces on the customer's site into consideration to ascertain compatibility. It is our credo to find innovative solutions for any challenge and make things happen. Once in a blue moon, this does not work and we are upfront with the customer. But mostly, we overcome obstacles and find a way. Bearing the overall structure in mind, of course."

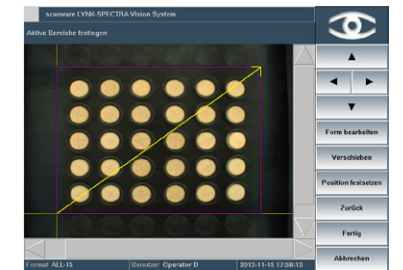
## ■ Software Development Department

The graphical user interface and image processing libraries are among the tasks of our programmers. The operating structure, consistent through the whole product range, was developed here and is continuously improved.

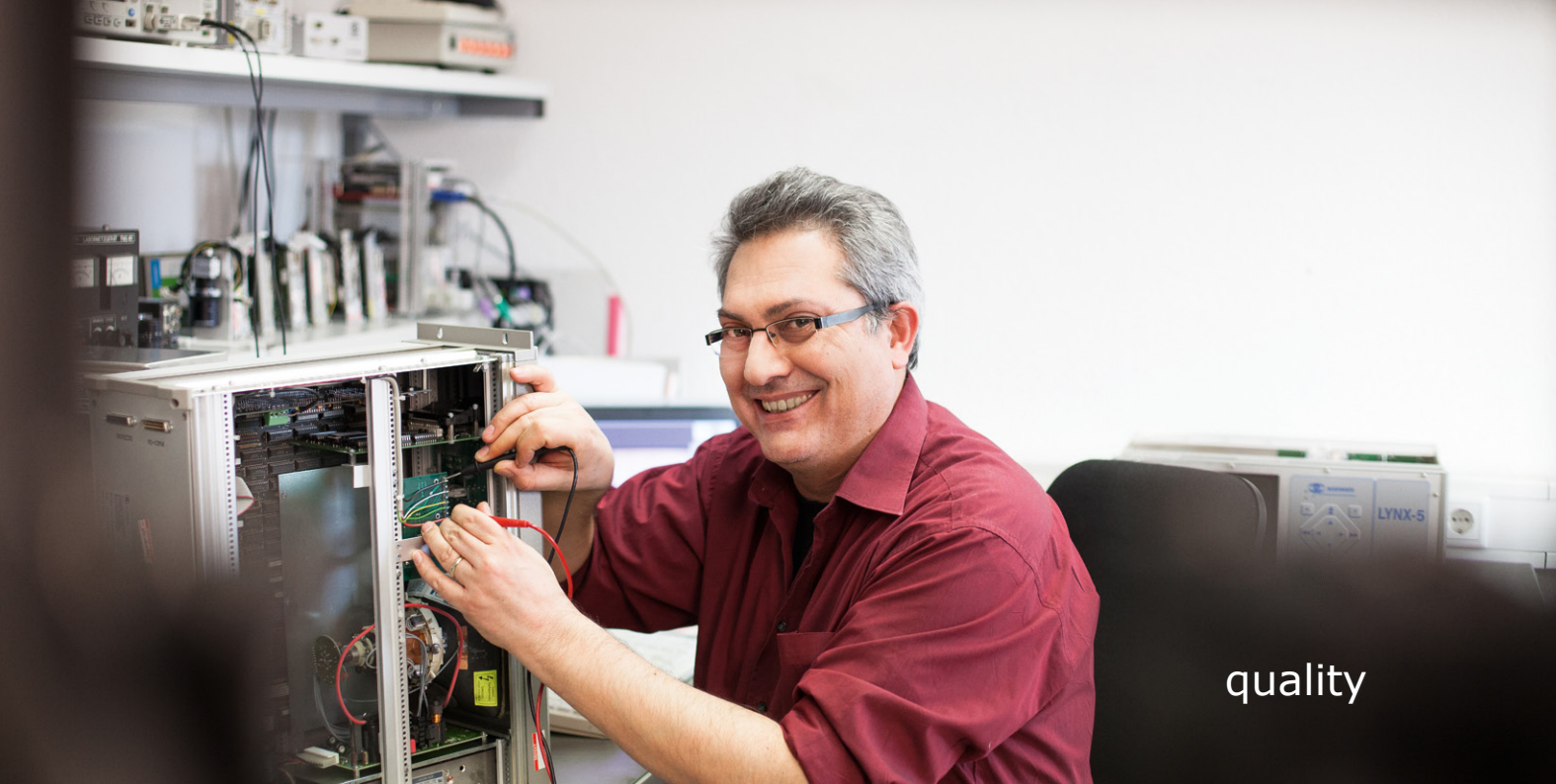
Özgür Aydogdu, System Development:

"Among other things, I am responsible for the GUI. The key factor in the process is to think like the user. I could place a billion buttons and toggles on the interface, but that is

not particularly useful. Instead, I try to avoid raising a question mark in the head of the user. Rather, I am guiding him along the way. He simply needs to follow the instructions on the screen step-by-step. This is what makes our systems so extremely user-friendly. After 13 years, you get quite a grasp of how the user thinks. At the outset, there is always a slight inhibition to touch a new machine. But when, after an hour, the user realises he can do it, simple as that, I have met my goal."





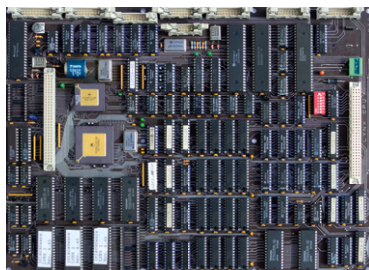


Cem Daş



Federico Pardi

## ■ Quality Assurance



The quality assurance on all scanware systems and components happens in the testing lab. The guarantee of scanware (certified under DIN EN ISO 9001:2008) includes replacement and repairs of all components for a minimum of ten years.

*Cem Daş, Repairs:*

*"Quality is the key to the success of scanware. Our customers know that I can repair a component that is 20 years old. Since all parts undergo*

*extensive tests, they have such a long running time. But if I do find a defect, I take the next step and report it to R&D. Together we find a way to stop a reoccurrence in future projects. A couple of weeks ago, a customer came to our very doorstep and handed me a system that was out of order. After his lunch break, he got to take it home, fixed and ready to go. By nightfall, the line was back in production. A plain instance of quality is visible."*

## ■ Technical Support

The technical supports team is responsible for installations, upgrades, validations and training. Furthermore, they are the main contact for emergencies, offering technical support by phone or finding solutions on-site.

*Federico Pardi, Technical Support:*

*"Customer satisfaction is of paramount importance in what I do. The customer expects a speedy process or solution. In order to do so, I prepare*

*for the task as best as possible. With installations, the signal exchange is tricky and we can only test it on-site. With emergencies, we always try to get as much information as possible. Quite often, we get some photos to draw an accurate picture of what is going on. Then, according to the problem, we either trigger the right team to deal with it, ship a component or jump in a car or a plane. Our service promise is to find a solution within 24 to 48 hours."*







Oleksandr Gots

## ■ Technical Documentation Department

All technical documents, such as CAD drawings, user handbooks, installation instructions and project-specific installation and operation qualifications are created in the technical documentation department.

*Oleksandr Gots, Technical Documentation:*

*"For our customers, I create Standard Qualification documents according to GAMP and GMP regulations. In the specification, the customer can see exactly what our system can*

*do, where its limits are and if an issue with hardware or a wrong configuration can pose a risk to patients or sales. To do so, I simulate risk cases on a testing system, document them and specify what can be the result of, say, a cable break. This makes our systems utterly reliable; all plausible risks are taken into consideration. Thus, the customer can set his safety instructions accordingly. At the end of the day, this is about patients. That is a heavy responsibility and we live up to it."*



**Innovative and Reliable.**  
**scanware electronic GmbH**





**Quality is visible.**



**scanware electronic GmbH**

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