Ten questions for color and inspection vendors.

What to ask at every booth — and what a good answer sounds like. The full article, with the reasoning behind each question: veoria.com/insights/questions-color-inspection-vendors-loupe-americas

- [ ] 01 **Does the system measure spectral data, or RGB?**
  A GOOD ANSWER: Spectral, N bands, from X to Y nm — a vendor with a real spectral system knows the number without checking.

- [ ] 02 **What is the repeatability, measured how?**
  A GOOD ANSWER: A number, plus the conditions: at production speed, on press, on a stated patch size.

- [ ] 03 **What is the minimum colorbar patch size?**
  A GOOD ANSWER: A number in millimeters at your press speed. "It depends" is a warning sign.

- [ ] 04 **What is the maximum speed at full accuracy?**
  A GOOD ANSWER: Your top speed, not demo speed — ask whether the stated accuracy holds there.

- [ ] 05 **How is it calibrated, and how is that proven?**
  A GOOD ANSWER: A ceramic reference tile, checked on a schedule, with each calibration logged.

- [ ] 06 **How does it correlate with our handheld?**
  A GOOD ANSWER: A documented correlation procedure and typical inter-instrument agreement figures.

- [ ] 07 **Where does the data go, and who owns it?**
  A GOOD ANSWER: Named integrations, a live connection — not a nightly CSV — and clear data ownership.

- [ ] 08 **Can it retrofit on our existing presses?**
  A GOOD ANSWER: Mounting dimensions, web width range, and whether the unit moves between presses.

- [ ] 09 **What does the operator actually see?**
  A GOOD ANSWER: Which ink, which direction, how much — not a dashboard only the QA manager reads.

- [ ] 10 **Can you show a customer's before-and-after numbers?**
  A GOOD ANSWER: A customer name and a figure. If the vendor cannot name either, the ROI claim is theoretical.