



September 12, 2016

Carl Zeiss Vision Inc.
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RE: AO Compact is now synchrony Easy M (Compact)

Dear Valued Customer,

Carl Zeiss Vision has recently launched synchrony[®], a full portfolio of lenses and coatings designed to complement our premium ZEISS products. The synchrony portfolio includes the next evolution of AO and SOLA designs, which will be phasing out this year.

Effective **October 12, 2016**, AO Compact will be converting to synchrony Easy M (Compact). With synchrony Easy M (Compact), you get the same design features and performance as AO Compact, at the same price.

Please note the following as a result of this name change:

- A **name change** will take place in our internal enterprise and lab software systems from AO Compact to synchrony Easy M (Compact), resulting in an immediate name change on the invoice on October 12, 2016.
- All major **Lab Management System (LMS)** and **Practice Management System (PMS)** vendors and insurance providers will make the same change. Other practice management systems (e.g., Eyefinity), will make updates on this date or shortly after this date.
- **Lens boxes and labels will change** as well. Box and label changes are running changes, resulting in the possibility of mixed inventories on hand.
- You will continue to be able to order synchrony Easy M (Compact) using the **same cat codes** or OPCs as before.
- To ensure consistency among LMS/PMS/Managed Care entities, we advise you to update your internal systems when possible. In order to maintain your order history within your LMS, you need to manually update it; do NOT download the update.

In addition to the above changes, the PhotoFusion process will be upgraded to give you the same PhotoFusion performance in 1.5 material that you are used to in other materials and in our freeform designs. Please note that **as part of this enhancement, the cat code for synchrony Easy M (Compact) 1.5 PhotoFusion will change to Y65.**

Please visit www.synchronylenses.com to access all the product information including Factsheets, Barcodes, and stocking order forms. Inventory of new products will be available on October 1, 2016. Please note that we will not accept returns on any AO Compact products.

Thank you for your continued support and partnership. If you have any questions, please contact your ZEISS Key Account Manager or our Customer Care Department directly at 1-888-934-7748. For additional information, please visit www.synchronylenses.com.

Sincerely,

Izu Matsuo
Product Manager, US Marketing