



October 9, 2016

Carl Zeiss Vision Inc.

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RE: SOLAOne, SOLA Instinctive, SOLA Compact ULTRA are now synchrony

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.

Effective **November 9, 2016**, the following traditional Semi-finished SOLA designs will be converting to synchrony. With **synchrony**, you get the same design features and performance as the SOLA designs, at the same price.

Old		New
SOLAOne	→	synchrony Easy Adapt (One)
SOLA Instinctive	→	synchrony Easy View (Instinctive)
SOLA Compact ULTRA	→	synchrony Easy S (ULTRA)

Please note the following as a result of these name changes:

- A **name change** will take place in our internal enterprise and lab software systems from the old SOLA name to the new synchrony name, resulting in an immediate name change on the invoice on November 9, 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, for instance Eyefinity, will make updates on this date or shortly after this date.
- **Lens boxes and labels will change.** Box and label changes are running changes, resulting in the possibility of mixed inventories on hand.
- The **cat codes** and **OPCs** will remain the same as before, **with a few exceptions outlined on the following page.**
- 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.

Please visit www.synchronylenses.com to access product information including Factsheets, Barcodes, and stocking order forms. 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.

Sincerely,
Izu Matsuo
Product Manager, US Marketing

IMPORTANT INFORMATION TO MATERIAL ENHANCEMENTS/EXCEPTIONS

In addition to the name changes, several enhancements have been made to the synchrony material offering. Please note that as part of these enhancements, we are introducing the below new products on **November 30, 2016**, and therefore, the cat codes and OPCs will change as follows:

- The PhotoFusion process will be upgraded to give you the same PhotoFusion performance in 1.50 material that you are used to in other materials and in our freeform designs.
- An upgrade to the 1.67 material from MR-10 to MR-7 monomer, which provides better tintability and is already the preferred material with most major lens vendors.

Old		New	
SOLAOne	Cat Code	synchrony Easy Adapt (One)	Cat Code
SOLAOne 1.67 (MR-10) PhotoFusion Gray	F39	synchrony Easy Adapt (One) 1.67 (MR-7) PhotoFusion Gray	N86
SOLAOne 1.67 (MR-10) PhotoFusion Brown	F40	synchrony Easy Adapt (One) 1.67 (MR-7) PhotoFusion Brown	Y66
SOLAOne 1.67 (MR-10) Transitions® Gray	V76	synchrony Easy Adapt (One) 1.67 (MR-7) Transitions® Gray	Y67
SOLAOne 1.67 (MR-10) Transitions® Brown	V75	synchrony Easy Adapt (One) 1.67 (MR-7) Transitions® Brown	Y68
<i>NEW</i>		synchrony Easy Adapt (One) 1.67 (MR-7) Uncoated	N84
SOLAOne 1.67 (MR-10) Hard Coat	637	synchrony Easy Adapt (One) 1.67 (MR-7) Hard Coat	N85
SOLAOne 1.50 PhotoFusion Gray	F35	synchrony Easy Adapt (One) 1.50 PhotoFusion Gray	Y63
SOLAOne 1.50 PhotoFusion Brown	F36	synchrony Easy Adapt (One) 1.50 PhotoFusion Brown	Y69

Old		New	
SOLA Instinctive	Cat Code	synchrony Easy View (Instinctive)	Cat Code
SOLA Instinctive 1.67 (MR-10) PhotoFusion Gray	F55	synchrony Easy View (Instinctive) 1.67 (MR-7) PhotoFusion Gray	N89
SOLA Instinctive 1.67 (MR-10) Transitions® Gray	V65	synchrony Easy View (Instinctive) 1.67 (MR-7) Transitions® Gray	Y73
SOLA Instinctive 1.67 (MR-10)	923	synchrony Easy View (Instinctive) 1.67 (MR-7)	N88
SOLA Instinctive 1.50 PhotoFusion Gray	F52	synchrony Easy View (Instinctive) 1.50 PhotoFusion Gray	H08

Old		New	
SOLA Compact ULTRA	Cat Code	synchrony Easy S (ULTRA)	Cat Code
SOLA Compact ULTRA 1.67 (MR-10) PhotoFusion Gray	F45	synchrony Easy S (ULTRA) 1.67 (MR-7) PhotoFusion Gray	N92
SOLA Compact ULTRA 1.67 (MR-10) Transitions® Gray	V46	synchrony Easy S (ULTRA) 1.67 (MR-7) Transitions® Gray	Y74
SOLA Compact ULTRA 1.67 (MR-10)	610	synchrony Easy S (ULTRA) 1.67 (MR-7)	N91
SOLA Compact ULTRA 1.50 PhotoFusion Gray	F41	synchrony Easy S (ULTRA) 1.50 PhotoFusion Gray	Y64

Inventory of new products will be available on **November 30, 2016**. Please note that we will not accept returns on any of the old SOLA products. If you have any questions, please contact your ZEISS Key Account Manager or our Customer Care Department directly at 1-888-934-7748.