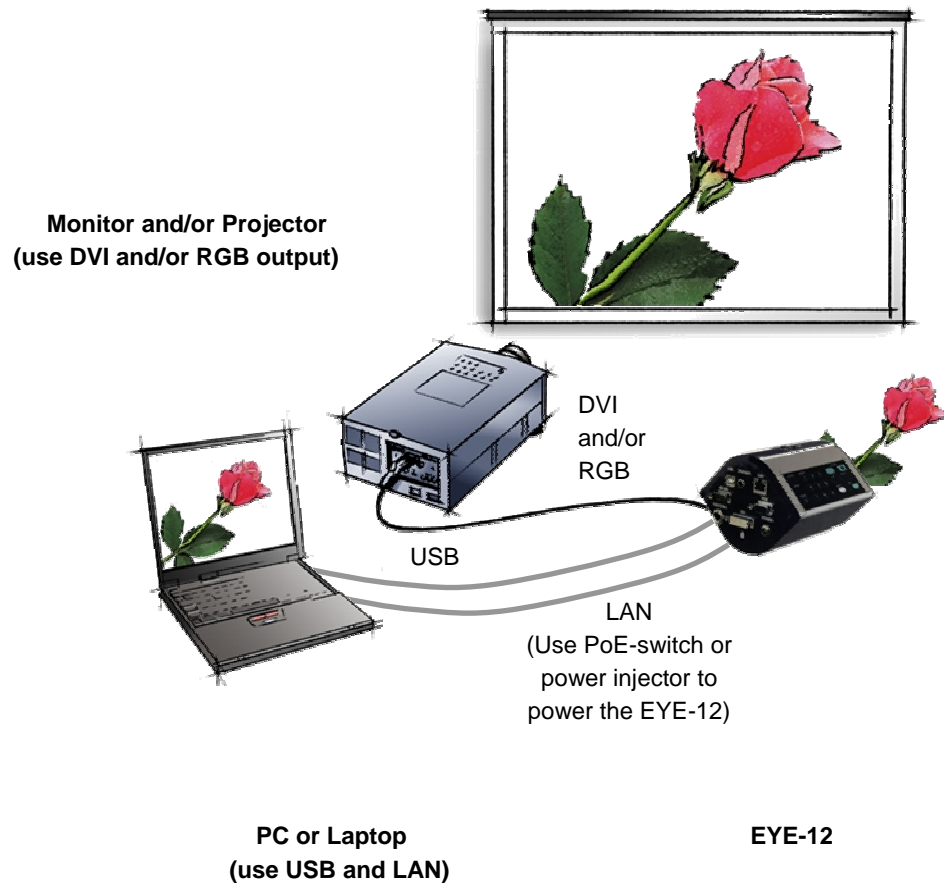


How to demonstrate a WolfVision EYE-12?

Basic Setup:






List of demo items:

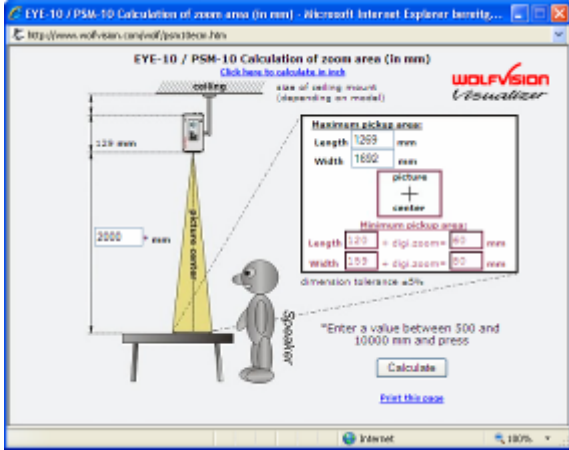

(part of WolfVision Demo Set)



- WolfVision test chart
- Image Turn test chart
- Transparency
- X-ray
- Toy car

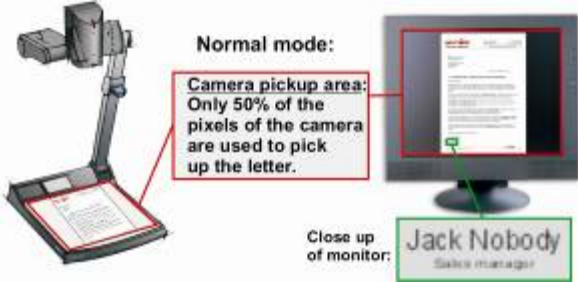
#	Object	Feature/Topic	What to do...	Screenshot / Argumentation or Story
1.			Setup	<p>Setup may vary dependant on customer application and environment:</p> <ul style="list-style-type: none"> • Demonstrate as Ceiling Visualizer Mount the camera on the ceiling and use inclined working plate for demonstration • Demonstrate as stand-alone camera Use a tripod for demonstrating the abilities of the camera as room camera, etc. <p>The EYE-12 is a high resolution live image camera. It can be used for various live image presentation applications. WolfVision is the technology leader in the Visualizer market. The high quality standards of the EYE-12 come as no surprise because all components are nearly identical to those used for WolfVision's popular Portable Visualizer series.</p> <p>The EYE-series cameras can be used like Ceiling Visualizers (without light) when mounted on the ceiling or integrated into a suspended ceiling.</p> <p>Furthermore, it is possible to mount the cameras on tripods, pan-tilt-zoom mounts or wall mounts designed for video or surveillance cameras.</p>
2.			Introduction	<p>Short introduction about WolfVision, Visualizers in general and respective applications:</p> <ul style="list-style-type: none"> • Since 1990 WolfVision has been known as the "Technology Leader" in the Visualizer market. The company that sets the standards when it comes to product quality, innovation and ease of use. Completely focused on Visualizers, WolfVision offers a wide range of solutions to meet customer's requirements, applications and budgets. • A WolfVision Visualizer is a special Live-Camera System which is designed to pick up objects on and outside the working surface, using perfect lighting and depth in focus. All types of objects (like photos, books, brochures, transparencies, slides or 3-dimensional objects) can be picked-up very quickly and easily. This eliminates the need of producing OHP-transparencies or slides, because a user can display all original objects. The image produced by a WolfVision Visualizer can be displayed on TV-monitors or projected onto a large screen using a video projector or data projector. • A Visualizer is the perfect presentation tool and can be used in various applications: <ul style="list-style-type: none"> - meeting and conference rooms - for training and education - within court rooms - as an enhancement to Videoconferencing systems - for medical applications - documentation and multimedia applications

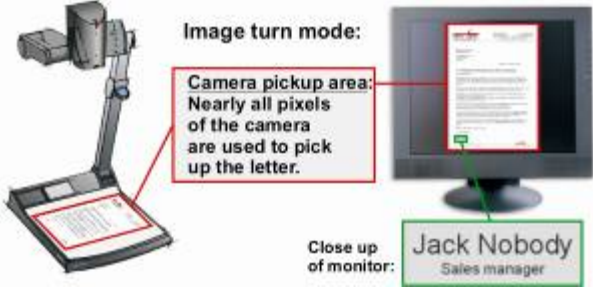

#	Object	Feature/Topic	What to do...	Screenshot / Argumentation or Story
3.	Test chart	Continuous Autofocus	Place the test chart underneath or in front of EYE-12 and zoom in and out to show fine detail (ZOOM keys on keypad or remote control)	 <p>The continuously working autofocus recognizes all objects very quickly and precisely. As a result, a presenter never needs to worry about focusing. For special objects a manual focus is also available.</p>
4.	Test chart	State of the Art Picture Quality	Place the test chart underneath or in front of EYE-12 and zoom in until the markings are clearly outlined (ZOOM keys)	



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				<p>The key elements of the exceptional picture quality are:</p> <ul style="list-style-type: none"> • WolfVision's Progressive Scan lens (The image is extremely sharp, even in the corners of the picture) • WolfVision's Progressive Scan camera (Resolution and color reproduction are outstanding.) • WolfVision's Intelligent Electronics <p>The EYE-12 features a sensational 1-CCD camera with 1280 x 960 pixels at 30 frames per second. This is native SXGA- resolution with an aspect ratio of 4:3.</p> <p>The camera also outputs native 720p HD (High Definition) with 1280 x 720 pixels and an aspect ratio of 16:9. Using an display device with 1280 x 960 (or more) pixels, 820 lines resolution are visible on your screen</p>
5.	Test chart	sRGB Color Precision	Zoom into coloured parts of test chart (ZOOM keys)	 <p>WolfVision Visualizers have been renowned for their perfect colors. The outstanding color precision even meets the high requirements of the sRGB standard.</p> <p>Important: To get the best picture quality projector or monitor should be also set to sRGB!</p>


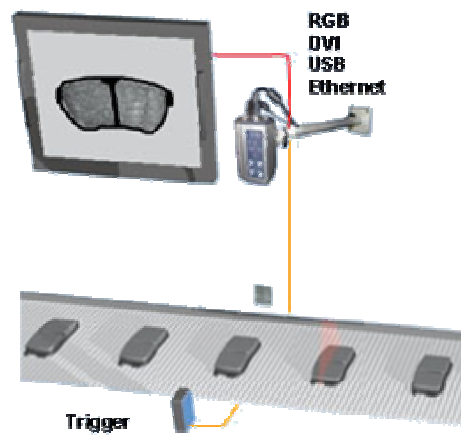
#	Object	Feature/Topic	What to do...	Screenshot / Argumentation or Story
		Powerful magnification	Demonstrate zoom range by showing min. and max. zoom (ZOOM keys)	<p>A large optical zoom range is one of the most important features of a camera. It is absolutely necessary that objects in every size can be picked up in full resolution. WolfVision's optical 12 times zoom offers flexibility in a lot of different applications. For enlarging even smaller objects there is a 4x digital zoom available. Due to the large range optical zoom, it is not even necessary to use much of the digital zoom, so in most cases you can work with full resolution. A very comfortable method to calculate the exact positioning and the possible image sizes of the EYE-12 is a dedicated calculation program on WolfVision's homepage: www.wolfvision.com/wolf/indexdistance.html</p> 
6.	Test chart and presenters hand	Motion and 30 Frames per second	Point to different areas of the test chart and then make some finger movements	 <p>Motion used to be the weakness of Progressive Scan cameras. Until recently they could only pick up 15 or less pictures per second. A low number of pictures per second often resulted in a disturbing strobe effect on the screen, whenever something was moved in the picture or when adjusting the zoom or iris. WolfVision's Progressive Scan Visualizers could always pick up at least 20 pictures per second, which is very important to show motion in good quality.</p>


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				<p>WolfVision has improved the technical standards for Progressive Scan cameras even more. All current WolfVision Visualizer/Camera models can now pick up 30 pictures (frames) per second. There is almost no difference in the smoothness of motion, when compared to PAL/NTSC video cameras. But the resolution is much higher!</p>
7.	Test chart and presenters hand	Freeze	Pointing to some detail on the test chart with your left hand, press the FREEZE key on the camera or on the remote control	 <p>The freeze function is a very convenient feature during a presentation. While the current image is frozen and still presented to the audience, the presenter has time to prepare the next live image.</p>
8.	Object XY	9 Picture Memory Remote control	<p>Use remote control to store the current image in the internal memory (press MEMORY key 1 for at least 2 seconds)</p> <p>Afterwards use the ALL key to show a split image</p> <p>Then explain keys on remote control briefly (place the remote control underneath or in front of EYE-12)</p>	 <p>With the EYE-12 a user has the opportunity to store 9 images and recall them by just pressing one of the numerical keys on the infrared remote control or the key pad on the camera.</p>


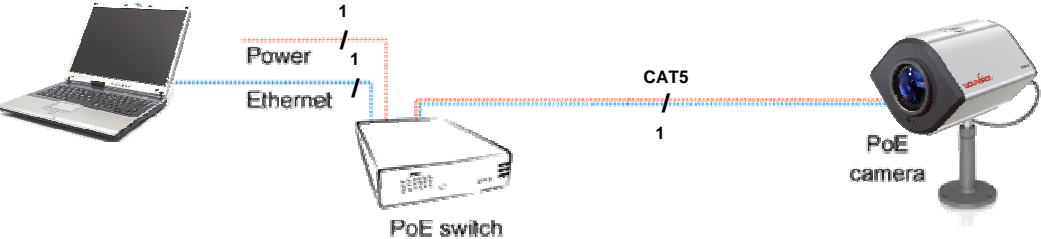
#	Object	Feature/Topic	What to do...	Screenshot / Argumentation or Story
				<p>By pressing the "All" key, a split image with all 9 pictures of the memory can be displayed, enabling easy selection. The 9 pictures in the memory can also be downloaded to a PC via USB.</p> <p>The EYE-12 is equipped with a flash memory, so pictures remain in the memory even when the power is disconnected.</p> <p>With the remote control the user can control:</p> <ul style="list-style-type: none"> - Zoom (Tele/Wide) - Auto/Manual Focus - Manual Iris - White Balance - 3 different Preset keys to setup Visualizer according to customer needs - Image Turn - Freeze - Memory/All - Menu (to configure and adjust Visualizer settings)
9.	Image Turn Page A4	Image Turn Remote control	Place the demo page vertically underneath or in front of EYE-12 and zoom out until the whole page is visible	 <p>Normal mode:</p> <p>Camera pickup area: Only 50% of the pixels of the camera are used to pick up the letter.</p> <p>Close up of monitor: Jack Nobody Sales manager</p> <p>Picking up a complete vertical (portrait) letter or A4 page has always been a critical issue for a Visualizer, because the image is always picked up in a horizontal (landscape) format. As a result, only 50% of the camera pixels could be used to pick up the vertical (portrait) document.</p>




#	Object	Feature/Topic	What to do...	Screenshot / Argumentation or Story
			<p>Place the demo page horizontally underneath or in front of EYE-12 and zoom out until the whole page is visible again</p> <p>Now press the IMAGE TURN key (return to normal setup once this feature has been demonstrated)</p>	 <p>WolfVision's "Image Turn" mode solves this problem. The user places the document on the working surface horizontally and zooms in on it completely. In doing so, approximately 90% of the camera's effective pixels are used to pick up the document. WolfVision's state of the art electronics turn the image at an angle of 90 degrees and output it in a vertical format with 40% higher resolution. The margins left and right are blacked out.</p> <p>In this mode the resolution of a complete vertical (portrait) document is much better. Even 8-point characters are readable now. Another advantage of the image turn mode is that very long vertical pages (like US legal format) can be picked up completely.</p>
10.		Antitheft Devices	Show and explain benefits of Antitheft devices	 <p>T-Lock (Kensington® Lock)</p> <p>WolfVision's EYE-series cameras are equipped with T-Lock (Kensington® Lock) anti theft devices.</p>

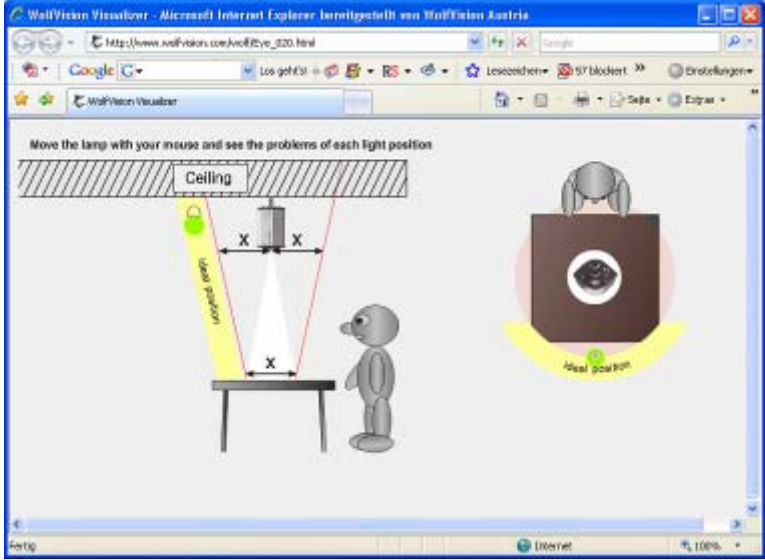

#	Object	Feature/Topic	What to do...	Screenshot / Argumentation or Story
11.		Flexible integration Auto Resolution High End Scaler Widescreen Support Firmware Updates	Demonstrate and explain the use and benefits of the ports on the interface board (rear side of the Camera)	 <p>The EYE-12 offers various connection possibilities to ensure a high flexibility when integrated into sophisticated AV-systems.</p> <p>RGB (analogue) and DVI (digital, also HDMI compatible): The camera recognizes equipment connected to the DVI and RGB outputs and automatically detects the optimal output mode.</p>  <p>High End Scaler and Widescreen support: The high end scaler of the EYE-12 can scale the picture at the image source. As a result the picture quality is not only perfect in the native resolution, but also in all scaled signal formats:</p> <ul style="list-style-type: none"> SVGA 800 x 600 pixel 4:3 scaled XGA 1024 x 768 pixel 4:3 scaled SXGA- 1280 x 960 pixel 4:3 native SXGA 1280 x 1024 pixel 5:4 scaled SXGA+ 1360 x 1024 pixel 4:3 scaled UXGA 1600 x 1200 pixel 4:3 scaled 720p HD 1280 x 720 pixel 16:9 native 1080p HD 1920 x 1080 pixel 16:9 scaled WXGA 1360 x 768 pixel 16:9 scaled WSXGA+ 1680 x 1050 pixel 16:10 scaled



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				<p>All projectors, monitors or plasma displays on the market can display at least one of these standards. If new standards come up in the future, WolfVision will be there with Firmware Updates!</p>  <p>Firmware Updates: WolfVision's Visualizers are the only units on the market that offer an upgradeable firmware. This allows for new features and technical improvements to be added at no cost! Downloading firmware updates from the internet and up-loading them onto the Visualizer is very easy. On the EYE-12 the user can choose 3 different connections between Visualizer and computer for updating the firmware: Serial (RS232), USB or Ethernet (LAN).</p> <p>WolfVision's engineers are constantly working on new improvements and features to keep your units up to date with the technology of tomorrow!</p>
12.		Trigger input	Connect trigger device (such as a light beam,...) to Trigger input and set EYE-12 to trigger mode (through OSD or Connectivity-Software). Then release trigger so that EYE-12 will capture images driven by events. Or otherwise just explain.	 <p>In "normal mode" the EYE-12 outputs a live image with 30 different frames per second. In "trigger mode" the EYE-12 only shows a new image when it receives a trigger signal from an external unit. The EYE-12 keeps showing the same, frozen image until it receives the next trigger pulse. This is very useful for surveillance and machine vision applications. For example a light barrier can</p>

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				<p>simultaneously send out a trigger pulse to the EYE-12 and to a harddisc recorder when someone enters a room. Most recording devices can not start recording in a fraction of a second. If the camera would output a live image, a later image would be recorded, which does not show the exact situation anymore. But as the trigger function freezes the image output by the EYE-12, the exact image is recorded.</p> <p>The EYE-12 can process up to 15 trigger pulses per second. The delay time between a trigger pulse and the end of the image capturing is exactly 1/30 second.</p> <p>The autosave function of WolfVisions Connectivity Software (USB-Software) can automatically save images triggered by the EYE-12 on a PC.</p>
13.	Test chart	USB 2.0 port TWAIN support	Start the WolfVision Connectivity-Software on your computer and briefly demonstrate (PC or Laptop should be connected to USB port or otherwise just explain)	 <p>The USB output of the EYE-12 can be used to transfer images from the camera to a computer and save them in JPG, TIF or BMP format. This way the camera can be used as a 3-D scanner for a computer.</p> <p>WolfVision Visualizers/Cameras are equipped with a fast USB 2.0 port. This allows for uploading images onto a PC in a fraction of a second. Connecting slower computers with the older USB 1.1 standard is also no problem. It still takes only a small fraction of the time a desktop scanner requires to scan an image.</p> <p>WolfVision's Connectivity-Software works under Windows 98, ME, 2000, XP, Vista (there is also a USB-Software available for Apple Macintosh) and is fully Twain compatible. This is important when using the Visualizer in connection with popular graphic programs such as Photoshop, or for connecting them to Interactive Whiteboards (Smart Boards).</p> <p>The fast USB 2.0 port can also output live motion. The WolfVision Connectivity-Software can store AVI-files and includes a video capture driver. You can view and save the live image from the Visualizer on your computer in almost every modern video editing software.</p>

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14.	Test chart	LAN	Start the EYE-12 webserver on your computer and briefly demonstrate (PC or Laptop should be connected to LAN port or otherwise just explain)	 <p>The EYE-12 is equipped with an Ethernet (LAN) port (10/100 Mbps). It is IP addressable and can be integrated into a computer network and controlled from any computer in the network. It can even be controlled over the internet, if it is assigned an official (WAN) IP-address.</p> <p>The network/LAN-port has become a central feature of all high-end Visualizers from WolfVision in recent years. Many new network features have been developed and most of them can also be added to older units via Firmware Updates.</p> <p>New LAN features are for example: Smart updates of all Visualizers which are connected to network, remote maintenance (E-Mail Notification, Status Page) and Quality Optimized Image Transfer via LAN.</p>
15.		PoE (Power over Ethernet)	Explain benefits of PoE (Use PoE switch or power injector to power EYE-12 and connect PC or Laptop to demonstrate or otherwise just explain)	 <p>The LAN-port of the EYE-12 includes Power over Ethernet (PoE) functionality. Power over Ethernet is a popular way of saving cables and installation costs.</p> <p>Using a PoE-adaptor (according to the IEEE 802.3af industry standard) between 36 and 57 volt can be added to a CAT-5 (or higher) Ethernet cable and the camera can receive power via the Ethernet/LAN-cable. A switch mode power supply in the camera converts the power to 12 volt.</p>

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16.		External Controlling (RS 232, USB, LAN and Infrared)	Explain function and benefit of serial interface	 <p>The EYE-12 offers various possibilities to control the unit from external devices, such as a remote control system for the whole room, a video conferencing system or a computer:</p> <ul style="list-style-type: none"> - Serial (RS232) - USB - Ethernet (LAN) - Infrared - Keypad on the camera <p>WolfVision Visualizers/Cameras are capable of communicating with Room Management Systems (RMS) over their built-in RS232 interface and the professional protocol. The following RMS vendors are supporting WolfVision Visualizers with drivers for their system development tools:</p> 
17.	Transparency X-ray	Opt. accessories: Inclined working plate Special Surface for Transparencies Minimising reflections and hotspots Lightboxes LB-9, LB-38	Explain benefits of working surface Demonstrate the critical hotspot area and how this can be prevented by the shape and design of the working surface	

#	Object	Feature/Topic	What to do...	Screenshot / Argumentation or Story
		<p>Tile bridge</p> <p>Close-up lens</p>		<p>The inclined working plate is a useful accessory when using the EYE-12 as a Ceiling Visualizer. It has a special crystalline white working surface for perfect reproduction of transparencies. The quality of a transparency on this surface is even better than with a bottom light, because there is more contrast and the colors are not "washed out".</p> <p>The whole working surface has the same even color, providing a perfect background for transparencies and other objects. For minimising reflections and hotspots, especially on glossy materials the working plate is inclined. To find the best position for additional lamps, see WolfVision's homepage for more detailed information: http://www.wolfvision.com/wolf/Eye_020.html</p>  <p>Additionally for x-rays or oversized slides, external lightboxes are available in different sizes.</p> 

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				<p>The Ceiling Tile Bridge is designed to help install the EYE-series cameras into a standard grid of a suspended ceiling (2' x 2' or 2' x 4'). The Tile Bridge is made of aluminium to insure a light but sturdy construction. It fits standard ceiling grids in American and European size. The EYE-cameras are attached to the Tile Bridge via a camera mount. The mount can be rotated 360 degrees and moved across the tile bridge, in order to align the camera with the working surface.</p>   <p>Using the optional Close-Up Lens the EYE-10 and EYE-12 can be used like a "Desktop Visualizer". Objects at a close distance to the camera can be focussed on.</p> 