

USO System Upgrade Update

Dear Valued Partners,

We want to thank you for your support while we work through our system upgrade. We apologize for any impact this change has had on your respective businesses. The impact on our ability to deliver lenses was greater than we anticipated. After two months of problem resolution, we are beginning to see our service levels return to our previous level.

US Optical is committed to retaining our title as the “Fastest Lab in America”. This system upgrade was an investment needed to get us to the next level. Sometimes the path forward requires you to step back. We plan to be back to 24-hour turnaround on digital uncut lenses by Q4 of this year.

- Pair 50 Automation has been activated as of September 1st. Please make sure your US Optical account number is registered on Essilorpro.com
- We have added additional customer service support and now have a dedicated agent monitoring the text line. Please use this for simple requests and save the time of calling the lab.
- VisionWeb integration continues to evolve. If you utilize a Practice Management Software and would like to integrate it for order purposes, please reach out to your US Optical Territory Sales Manager

We look forward to impressing you once again!

Sincerely,



Daniel Tedeschi
Vice President of Sales

Pair 50 Enrollment Reminder

Enroll in
PAIR 50

Register once and enjoy
up to 50% off a second pair

For any issues with registering on
EssilorPro.com or enrolling in the Pair 50
program, please contact at
essilorsupport@essilorusa.com.

For Pair 50 FAQs, please visit our Pair 50 folder
in our Document Center at usoptical.com

You can now easily register your Lab accounts in the Pair 50 Program on EssilorPRO®! **Enrollments will now be permanent, meaning you will not need to do the annual re-enrollment process moving forward.**

Here's how:

- Visit EssilorPRO.com
- Register your Practice (must **be the principal, practice owner or co-owner**), then verify that all of your Essilor lab accounts are connected with your EssilorPRO account.
- Navigate to your “Dashboard”, then “Offers and Promotions”, and select the Pair 50 program. Please note that this may take up to few minutes to show up under your dashboard. You may need to refresh the page.
- Select & Enroll all eligible accounts in the program. If you do not see all of your lab accounts listed, please ensure you have added them to your EssilorPRO account.
- Agree to the terms & conditions and start saving the next business day.

Placing Your USO Orders on Vision Web

VisionWeb

VisionWeb is now our primary online ordering portal.

If you do not currently have a VisionWeb account, please visit visionweb.com. If you already use VisionWeb but are not currently using it to place orders with US Optical, please add us as a supplier today!

For more information please visit the VisionWeb folder at usoptical.com/document-center

Introducing Varilux® XR series™ -powered by behavioral AI²

Varilux® XR series™

Varilux XR series, the latest generation of Varilux® lenses, is the first eye-responsive progressive lens¹ powered by behavioral artificial intelligence².

Varilux XR series lenses are designed to meet the needs of today's presbyopes, who live in an era of information overload, utilizing multiple devices and always on the go. They feature **NEW XR-motion™ technology** which, combined with the Varilux® X series™ exclusive Nanoptix® and Xtend™ technologies, provides wearers with instant sharpness, even in motion³. This breakthrough innovation makes Varilux XR series the BEST overall progressive lens⁴.

Beyond prescription and eye physiology, the design now considers **visual behavior**, a prerequisite for fast and precise eye movements. More than **1 million** data points from exclusive research, real-life wearer tests, wearer behavioral and postural measurements in store were computed and analyzed. The digital twin of the patient is created in its 3D environment, reproducing real life situations, to predict its visual behavior profile.⁵ For every single wearer prescription, the visual behavior profile is established to design a progressive lens that respects their natural eye behavior.

XR-MOTION™ TECHNOLOGY

The XR-motion technology allows the optimization of both lenses according to the visual behavior profile of the patient through two major optimizations:

- Taking binocular vision to the next level
- Precise positioning of the focus zones

9 OUT OF 10 WEARERS⁶:

Felt adapted by the very first day⁷



Felt confident or very confident while in motion⁸



Perceived instant sharpness at all distances, even while in motion⁹



For more information on Varilux XR series, visit our Varilux folder at usoptical.com/document-center. Additionally you can take on-demand courses in our Leonardo learning center or a FREE live ABO course. Visit leonardo.essilorluxottica.com, log in and scan this QR code.

¹Eye-responsive defined as the consideration of two parameters in the design of the progressive lens: prescription & visual behavior. ² Essilor uses Artificial Intelligence to go beyond prescription and eye physiology to understand individuals' visual behavior using more than 1 million points of data from real wearers. ³Varilux XR® series™ -in-life consumer study -Eurosyn-2022-France (n=73 high-end progressive lens wearers). 66/73 perceived instant sharpness at all distances while in motion. ⁴Based on achieving the highest composite score among premium Progressive designs of leading U.S. competitors on 14 attributes identified as important by a survey of U.S. consumers. Measurements were the result of Essilor R&D state of the art avatar simulations 2022. ⁵Objects distances defined in a 3D environment as a function of gaze direction thanks to gaze lowering and accommodation exclusive models. ⁶Essilor-Varilux®XR series™ -in-life consumer study -Eurosyn-2022 -France (n=73 progressive lens wearers). ⁷Essilor-Varilux®XR series™ -in-life consumer study -Eurosyn-2022 -France (n=73 progressive lens wearers). ⁸Essilor-Varilux®XR series™ -in-life consumer study -Eurosyn-2022 -France (n=73 progressive lens wearers; 69/73). ⁹In motion is defined as driving, walking, and biking. ¹⁰Essilor-Varilux®XR series™ -in-life consumer study -Eurosyn-2022 -France (n=73 progressive lens wearers; 69/73). ¹¹Requires an Eye-Ruler™ 2 device to obtain measurement.

Lens Product Discontinuation Notice

Effective August 31st, 2023, due to low demand, Essilor of America will be discontinuing the following products:

- **Definity® and Definity® 3**
- **Varilux® S Series™**
- **Crizal® Avancé™**

Definity® and Definity® 3 products were removed from Managed Vision Care plans mid August, 2023.

Varilux® S Series™ and Crizal® Avancé™ were removed from Managed Vision Care plan as of September 1, 2023.

For your customers using these lenses, we recommend replacing Definity with Varilux Comfort Max and using NEW Varilux XR series in the place of Definity 3 and Varilux S series. Crizal® Rock™ is recommended to be used in place of Crizal Avancé.