# VARILUX IMMERSIA™ MID/ROOM INTERNAL FAQ

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## 1. What is an occupational lens?

- An occupational lens prioritizes near and intermediate vision to provide a wider area of vision in both near and intermediate zones compared to standard progressive lenses. Occupational lenses are an ideal solution as a complementary pair for prolonged near vision tasks such as computer work, multitasking at across devices at and other activates work or leisure at close ranges

## 2. What is Varilux Immersia™?

- The new Varilux® occupational lens that offer expanded near vision for your close-up and digital activities[1]

## 3. What technologies does this lens have?

- Varilux Immersia™ features WAVE 2.0 lens technology, that helps to control high order aberrations providing sharp vision even in low light. The design is supported by AI digital twinning simulations with R&D.

## 4. What is the difference between Varilux Immersia™ Mid & Varilux Immersia™ Room?

- *Varilux Immersia mid* optimized for vision up to 5 feet, the average maximum distance of an object on a desk and of a face-to-face conversation in close proximity. Ideal for prolonged and static near and intermediate vision activities.
- *Varilux Immersia room* optimized for vision up to 10 feet, the average conversational distance in a business or casual setting. Designed for prolonged and dynamic near and intermediate vision activities, such as multitasking in these visual zones.

## 5. Explanation of different distances within Varilux Immersia™ (smartphone/ working/ conversational) ?

- Smartphone distance – the near vision zone from 8 to16 inches
- Working distance – the area directly in front of the patient such as a desk or table usually 25 to 30 inches
- Conversational distance – the maximum reliable distance for in person interaction,
    - *Varilux Immersia mid* - up to 5 feet (i.e. having a conversation with clients across a desk or helping children with homework)
    - *Varilux Immersia room* – up to 10 feet (i.e. such as brainstorming with a white board, attending a meeting and cooking a meal in the kitchen)

**6. Does this lens come with Essential Blue series?**

- Yes. Varilux Immersia™ is available with the Essential Blue™ series as an option. When placing the order, be sure to select Essential Blue as an add-on.

**7. What kind of prescription is needed to order this lens?**

- Varilux Immersia™ can be ordered using the same prescription parameters as Varilux progressive lenses. For practices that want to maximize customization, you also have the option to include position-of-wear (POW) or fit measurements. If POW/FIT data isn't provided, the lens will be processed using default values, ensuring a smooth and straightforward ordering process.

**8. What kind of patients should get an occupational lens?**

- Patients in progressives that do prolong near and intermediate range activities.
- Varilux Immersia™ mid is recommended for ametropic presbyopes as a complementary pair in addition to their main Varilux® progressive lenses.
- Varilux Immersia™ room is ideal for emmetropic presbyopes as a first pair who don't want to wear progressive lenses all the time, or for presbyopic contact lens wearers. Patients using far vision contact lenses can be considered emmetropes when wearing them and can benefit from occupational non-permanent glasses.

**9. How can Varilux Immersia™ mid/room be sold as a primary pair, and then how can it be sold as an additional/complementary pair?**

- As a primary pair – An as needed 1st pair of glasses that goes beyond the limitation of near vision options. Occupational lenses offer multi focal distances for near and intermediate tasks, addressing the inconvenience of constantly putting on and taking off your glasses during close range, multitasking activities.
- As an additional /complementary pair – Just as you'd change shoes for a hike, it's smart to switch glasses to suit the task. Progressive lenses keep your vision sharp at every distance, while occupational lenses are designed to support extended focus and up-close multitasking.

**10. How does this compare to Essilor computer and other occupational lens competitors on the market?**

- Varilux Immersia™ provides 20% extra volume of vision from 32 inches to 10 feet compared to Varilux® Computer 3v
- Varilux Immersia™ incorporates exclusive design elements that other occupational lenses do not. It is supported by artificial intelligence and ergonomic design claims aligned with U.S. Occupational Safety and Health Administration recommendations.

- Purpose-built for both work and leisure, *Varilux Immersia* supports natural head posture by placing the near vision zone higher in the lens to provide easier access. It is optimized for prolonged multitasking at close range—delivering enhanced visual comfort throughout the day. *Varilux Immersia* also includes W.A.V.E. 2.0™ technology providing sharp vision even in low light.

**11. How was AI digital twinning technology utilized in this lens? How is this different from AI technology utilized in Varilux® XR series and Varilux® Physio® extensee™**

- *Variux XR Series* is powered by AI using more than 1 million data points from spectacle wearers to predict the visual behavior of any wearer and consider this parameter in the design of the lens.
- *Varilux Physio extensee* is leveraging the AI twinning technology in its dynamic pupil model to predict the size of the pupil according to the wearer's profile in specific lighting situations to optimize the lens calculation.
- Varilux Immersia™ utilizes in-depth analysis of screen positions considering the patient's natural posture and ergonomic needs. Tested in a simulated environment using AI powered digital twining technology which enables a wide range of R&D simulations to access and guarantee lens performance.

**12. What blank does this product utilize?**

- Varilux Immersia™ is a full back side digital design utilizing an Essilor® Semi Finished Single Vision lens blank.

**13. What is the benefit of this lens having a variable progression length vs a fixed like other progressives on the market?**

- Varilux Immersia™ uses a variable progression length to adapt to each patient's unique posture and ergonomics. By adapting the corridor to each wearer's prescription, addition, and posture, it delivers ergonomic comfort and sharp vision. In the FIT version, progression length dynamically adjusts to preserve the optimal gaze direction, helping patients enjoy sharp vision and alleviate digital eye strain.

**14. What are X and Y variable coordinates and what is the benefit?**

- The X coordinate position refers to the lateral shift of near vision point. It is adapted for each prescription, to match the eye convergence and prismatic effects of the lens. The Y coordinate position refers to Progression Length. It can vary to maintain the right gaze direction.

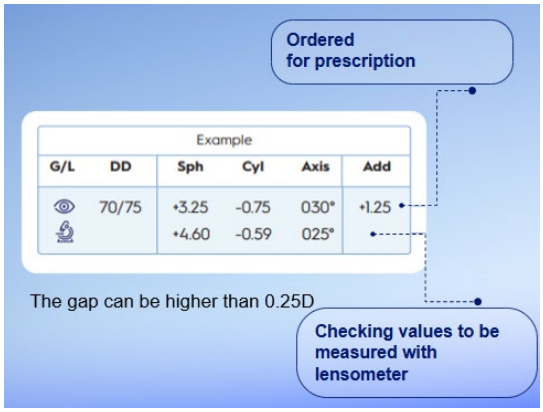
**15. How do you verify the X & Y coordinates?**

- As premium lenses, Varilux Immersia™ lenses are calculated in wearer power for near vision. They ensure the best performance for the wearer, but the lensometer measurement will differ from the prescription.

**Checking the lenses with the packing slip**

- Refer to the second line (lensometer power) of the lens sticker. Only the compensated lensometer power has to be checked. ANSI standards should be applied to the compensated lensometer power.
- The second line indicates the reference values to use when checking the lens accuracy in comparison to measurements - obtained with the lens resting on its back surface on the lensometer cone.

**Lens Packing Slip Explanation**

- There are two indications on the pack slip:
  - xNV = Horizontal Position of the Near Vision Zone relative to the Prism Reference Point (PRP). Use it to locate the near-vision reference point horizontally.
  - yNV = Vertical Position of the Near Vision Zone relative to the PRP. Use it to locate the near-vision reference point vertically.
  - 

- The Near Vision Locator is a tool created to check the lens power.
- Take the xNV and yNV coordinates, calculated using the patient's prescription and frame measurements, and listed on the pack slip. Beginning from the PRP, align these values with the detailed grid on the Near Vision Locator Tool to locate the precise lensometer placement for accurate verification of the compensated near vision power.