

**Industry Spotlight: Presentation Information**

Thank you again for agreeing to participate in ASCRS•ASOA’s, Industry Spotlight Theater, in San Diego, CA!

**Presentation Time:**

The complete industry Spotlight schedule and presentation length for each session is listed below. **Please note**—some sessions have shorter presentation times, while other sessions have been extended. The listed presentation times are suggested presentation length times. Presentations can be under the recommended time, but cannot go over the suggested time. Presenters will be cut off by the sessions moderator if the speaker goes over the time.

There will be a speaker timer on the podium which will be controlled from the technician’s table. The timer is designed to count backwards to enable the speaker to see how much time remains. There are 3 colors Green, Yellow, and Red. Green means the speaker should continue the presentation, yellow means the presentation should be nearing its end and red means time has expired and the presentation must stop. Please be mindful of the allotted time.

| Suggested Presentation Time | Session Name   | Date & Time                               |
|-----------------------------|--|---|
| <b>8 min max</b>            | Open Up: Femtosecond Lasers & Automated Capsulotomy Devices  | Saturday, May 4, 2019: 9:30 AM - 10:30 AM |
| <b>9 min max</b>            | Pseudophakic Correction of Presbyopia: A Comprehensive Look at Multifocal, Trifocal, EDOF and Monovision IOLs        | Saturday, May 4, 2019: 12:30 PM - 1:00 PM |
| <b>8 min max</b>            | Glaucoma Surgical Devices: Working out Under Pressure  | Saturday, May 4, 2019: 2:00 PM - 3:00 PM  |
| <b>9 min max</b>            | Biometers for Determining Target IOL Power, Toricity, and Axis   | Sunday, May 5, 2019: 9:45 AM - 10:15 AM   |
| <b>3 min max</b>            | The Right Device is Very Nice and Small Instruments Make a Big Difference!   | Sunday, May 5, 2019: 11:00 AM - 12:00 PM  |
| <b>8 min max</b>            | Finding Fascinating Features of Phacoemulsification Facilities   | Sunday, May 5, 2019: 12:30 PM - 1:30 PM   |
| <b>9 min max</b>            | TOPGUN Refractive: Technologies and Techniques that Meet the Demands of the Modern Laser Vision Correction Candidate | Monday, May 6, 2019: 9:45 AM - 10:15 AM   |
| <b>7 min max</b>            | Ergonomics for the Ophthalmologist   | Monday, May 6, 2019: 11:00 AM - 11:30 AM  |
| <b>7 min max</b>            | Advancing the Management of Ocular Surface Disease   | Monday, May 6, 2019: 2:00 PM - 3:00 PM    |

**Questions:**

For comparison and consistency, all presentations should address the questions provided by the session moderator. Please note each session moderator has a separate set of questions and each session has different presentation time limits.

1. **Session Name:** Open Up: Femtosecond Lasers & Automated Capsulotomy Devices  
**Session Time:** Saturday, May 4, 2019: 9:30 AM - 10:30 AM  
**Time Limit:** 8 minutes max

**Questions:**

1. How does it work?
2. What unique features does it have?
3. What studies have been done?
4. What complications have been encountered?
5. How much is it?

2. **Session Name:** Pseudophakic Correction of Presbyopia: A Comprehensive Look at Multifocal, Trifocal, EDOF and Monovision IOLs  
**Session Time:** Saturday, May 4, 2019: 12:30 PM - 1:30 PM  
**Time Limit:** 9 minutes max

**Questions:**

1. Outline the optical principal that makes your lens unique.
2. How do you choose which lens to recommend to each patient?
3. Is there a place for mix and matching IOL styles?
4. Understanding that most patients will be satisfied, what is the most common complaint and what can be done to mitigate this?
5. What is the recommendation for use in patients with mild dry macular changes but good potential acuity?

3. **Session Name:** Glaucoma Surgical Devices: Working out Under Pressure  
**Session Time:** Saturday, May 4, 2019: 2:00 PM - 3:00 PM  
**Time Limit:** 8 minutes max

**Questions:**

1. Describe your device.
2. How does it work?
3. What is expected for efficacy?
4. What are the potential problems?
5. What is in your pipeline?

4. **Session Name:** Biometers for Determining Target IOL Power, Toricity, and Axis  
**Session Time:** Sunday, May 5, 2019: 9:30 AM - 10:30 AM  
**Time Limit:** 9 minutes max

**Questions:**

1. What technology is used to determine Keratometry? Axial Length?
2. What other parameters can be measured?
3. How does the device ensure Quality Measurements?
4. What information is provided about Measurement Quality?
5. What IOL power calculation formulas are available on device?
6. What sets this device apart?

5. **Session Name:** The Right Device is Very Nice and Small Instruments Make a Big Difference!  
**Session Time:** Sunday, May 5, 2019: 11:00 AM - 12:00 PM  
**Time Limit:** 3 minutes max

**Questions:**

No questions by moderator. Presenter is able to choose what information to share.

6. **Session Name:** Finding Fascinating Features of Phacoemulsification Facilities  
**Session Time:** Sunday, May 5, 2019: 12:30 PM - 1:30 PM  
**Time Limit:** 8 minutes max

**Questions:**

1. What are key performance drivers for efficient phaco emulsification?
2. What are key value drivers in phaco equipment?
3. How does your system improve safety, efficiency and effectiveness during the procedure?
4. How does your system address efficiently managing more complex cataract cases?
5. If a cataract surgeon needs to use a vitrector, what options are available with your system?
6. How important is the fluidic system of a phaco machine and how deep should a surgeon understand it?
7. What tends to create a negative impact on endothelial cell count, procedure time or ultrasound energy?
8. What type of transverse motion phaco handpieces are more efficient in performing the phaco procedure, Ozil or Ellips FX?
9. The digital age has reached all of us; how much will digitization influence cataract surgery in the future?
10. How does your system integrate into a doctor's data collection system?

7. **Session Name:** TOPGUN Refractive: Technologies and Techniques that Meet the Demands of the Modern Laser Vision Correction Candidate

**Session Time:** Monday, May 6, 2019: 9:30 AM - 10:30 AM

**Time Limit:** 9 minutes max

**Questions:**

1. What new technology is available on your platform/device and how does this technology meet the demands of the modern LVC patient?
2. What do you feel is unique or exclusive about your technology that addresses patient demands?
3. Patients want and expect great outcomes - how does your technology deliver upon this expectation?
4. Fear is often cited as a barrier for many patients considering LVC - how does your technology address this concern?
5. Excimer and femtosecond lasers are highly sophisticated devices - what technology sets your system apart from others?

8. **Session Name:** Ergonomics for the Ophthalmologist

**Session Time:** Monday, May 6, 2019: 11:00 AM - 12:00 PM

**Time Limit:** 7 minutes max

**Questions:**

1. What products does your company offer?
2. How can your product improve ergonomics and body positioning for practicing ophthalmologists?
3. What are some of the advantages and disadvantages of your product compared to similar products on the market?
4. What are your future plans to address neck and back issues related to positioning of ophthalmologists during exams and surgery?

9. **Session Name:** Advancing the Management of Ocular Surface Disease

**Session Time:** Monday, May 6, 2019: 2:00 PM - 3:00 PM

**Time Limit:** 7 minutes max

**Questions:**

1. Description of your company and the relevant technology
2. How does your technology impact the Dry Eye Disease area?
3. How is access and coverage for your technology/product, and what pathways are you implementing to optimize access to patients?
4. Can you share insight into the R & D and pipeline portfolio for other relevant Dry Eye Disease technologies and products?

#### Presentation Information:

- All Industry Spotlight sessions are 30 or 60 minutes. Presentations should not exceed the recommended time.
- The following equipment will be available: (1) Mac and (1) Windows computer to accommodate both platforms, (1) Confidence Monitor, (1) wireless mic, (1) podium.
- All Industry Spotlight Theater presentations are required to be in the 16 x 9 Wide Screen format. ([powerpoint size for presentation available here](#))
- There will be a speaker timer on the podium which can be controlled from the technician's table. The timer is designed to count backwards to enable the speaker to see how much time remains.
- There are 3 colors Green, Yellow, and Red. Green means the speaker should continue the presentation, yellow means the presentation should be nearing its end and red means time has expired and the presentation must stop. Please be mindful of the time allotted.

#### Presentation Upload:

- PowerPoint presentations must be uploaded by **Monday, April 15<sup>th</sup>**.
  - Please use the following information to upload your presentation:
    - **Upload Link:** <http://events.freeman-cloud.com/ascrs>
    - Username:** Presenter's email
    - Password:** ASCRS2019 (this password can be reset after you log in the first time)
  - Once you are logged in, and if you are presenting in other ASCRS programs you will see all your presentation upload options.
- To facilitate transitions between speakers it's required for all presentations to be uploaded by this date. If presentations need to be updated or changed after this date, presentations can be uploaded onsite in the Speaker Ready Room (San Diego Convention Center, Upper Level, Meeting Room 11AB).
  - **To ensure accuracy, presenters are required to review uploaded presentations in the Speaker Ready Room 24 hours prior to their presentation time.**
- Personal laptops will not be allowed in the Industry Spotlight Theater.

#### General Information:

- All speakers are required to have an attendee or exhibitor badge. If you are an exhibitor, your badge will be included with the booth allotment. If you are an ASCRS•ASOA meeting attendee and will be claiming credits for the annual meeting, you are required to be registered under the attendee category.
- **Please note:** we do advise speakers to be present during the entire session. Although this is not required, sessions may be running ahead or behind time. There will be a speaker timer on the podium which will be controlled from the technician's table.

