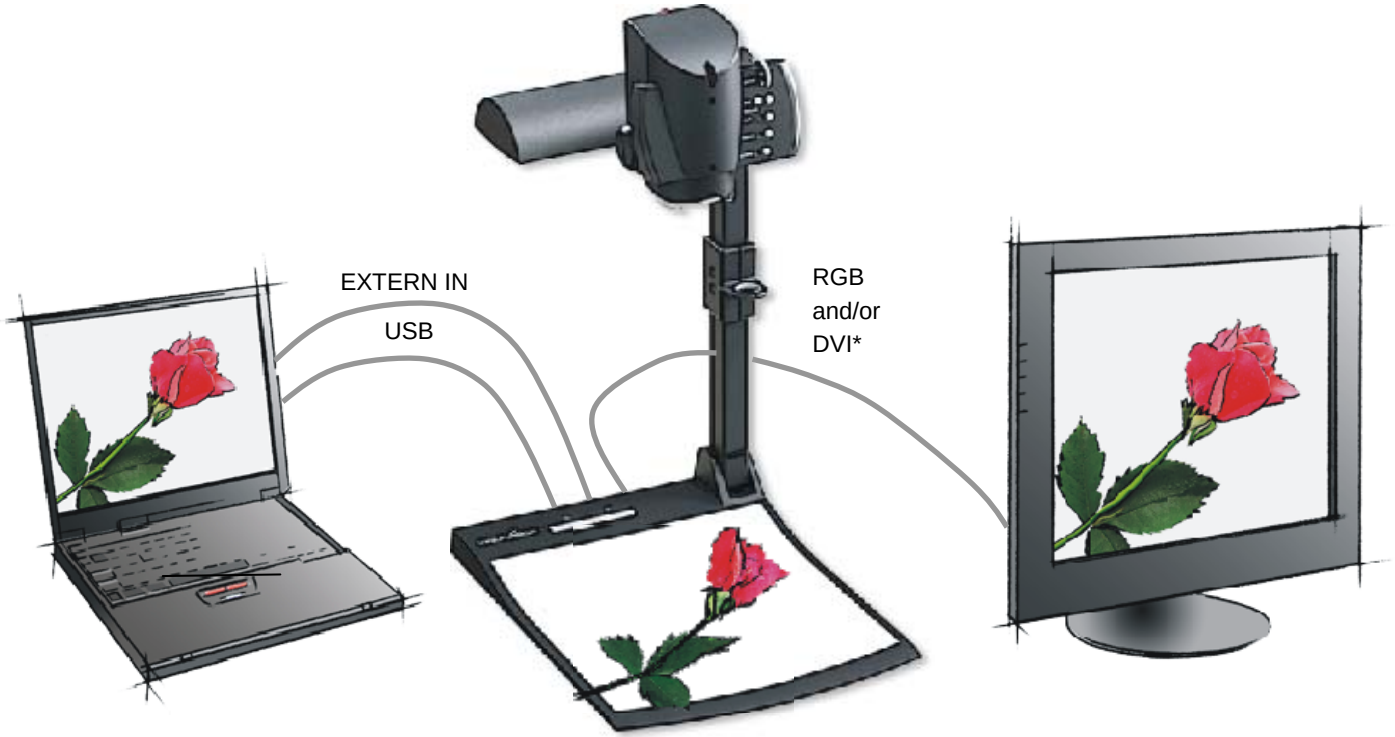
How to demonstrate a WolfVision VZ-8plus³/VZ-8light³

Basic Setup:



PC or Laptop
(use USB port and
Monitor Out to EXTERN IN)

VZ-8plus³/VZ-8light³

Monitor and/or Projector
(use DVI and/or RGB output)

List of demo items:

(part of WolfVision Demo Set)

- WolfVision test chart
- Image Turn test chart
- Transparency
- Slide
- Toy car

Tip:

If need be, to assist you during a presentation, refer to our brochures very quickly to ensure that you have not forgotten an important feature. Just check the headings and pictures, as all important features are explained in detail in the brochures.
Attention: Features marked with a * are only available on the VZ-8plus³!

#	Object	Feature/Topic	What to do...	Screenshot / Argumentation or Story
1.			Introduction	Short introduction about WolfVision, Visualizers in general and respective applications: • 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: - meeting and conference rooms - for training and education - within court rooms - as an enhancement to Videoconferencing systems - for medical applications - documentation and multimedia applications
2.		Set up in seconds	Lift the camera arm	 The VZ-8plus³ and VZ-8light³ can be set up in seconds. A gentle tug lifts the arm and light into the working position. The user then needs only to turn the camera head to the desired viewing angle. Just as easily, it folds back into its compact size with just one pull on the centre ring, to be neatly stored during or after a presentation.

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3.		Easy to use Zoom Wheel	Explain easy-handling concept	 For a smooth presentation, it is very important that a Visualizer is extremely easy to use. Less experienced users only need to use the **ZOOM wheel** on top of the camera head (or the **ZOOM keys** on the remote control*). Everything else (focus, iris etc.) is adjusted automatically by the VZ-8plus³ and VZ-8light³. The zoom wheel offers the possibility to zoom with varying individual speeds.
4.	Transparency	Continuous Autofocus	Place the transparency onto the working surface and zoom in and out to show fine detail (**ZOOM wheel**)	 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.

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5.	Transparency	Special Surface for Transparencies Optional Lightbox for X-Rays Reflection Free Working Surface	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	 All WolfVision Visualizers have 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". The whole working surface has the same even color, providing a perfect background for transparencies and other objects. For x-rays or oversized slides, external lightboxes are available in different sizes. Due to the intelligent design of the housing, the whole working surface is **completely reflection free** as it is curved in the upper part where the light is normally reflected into the camera.
6.	Test chart	State of the Art Picture Quality	Place the test chart onto working surface and zoom in until the markings are clearly outlined (**ZOOM wheel**)	 The key elements of the exceptional picture quality are: • **WolfVision's Progressive Scan lens** (the image is extremely sharp, even in the corners of the picture)

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				• **WolfVision's Progressive Scan camera** (resolution and color reproduction are outstanding.) • **WolfVision's Intelligent Electronics** The VZ-8plus³ and VZ-8light³ feature a sensational **1-CCD camera with 1280 x 960 pixels at 30 frames** per second. This is **native SGA- resolution** with an aspect ratio of 4:3. Using a display device with 1280 x 960 (or more) pixels, **750 lines resolution** are visible on your screen. The camera also outputs **native 720p HD (High Definition) with 1280 x 720 pixels** and an aspect ratio of 16:9.
7.	Test chart	sRGB Color Precision	Zoom into colored parts of test chart (**ZOOM wheel**)	 WolfVision Visualizers have been renowned for their perfect colors. The outstanding color precision even meets the high requirements of the sRGB standard. **Important:** To get the best picture quality projector or monitor should be also set to sRGB!

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		Powerful magnification	Demonstrate zoom range by showing min. and max. zoom (**ZOOM wheel**)	 A large optical zoom range is one of the most important features of a Visualizer. It is absolutely necessary that objects in every size can be picked up in full resolution. WolfVision's **optical 12 times zoom** offers the possibility to pick up objects as large as an open book (370 x 276mm / 14.6" x 10.9") and as small as a stamp (33 x 25mm / 1.3" x 1") in full size to fill the screen. For enlarging even smaller objects down to 17 x 13 mm (0.7" x 0.5") the Visualizers offer a **2x digital zoom**. This allows for enlarging objects like a very small coin. 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.
8.	Test chart and presenters left hand	Motion and 30 Frames per second	Point to different areas of the test chart and then make some finger movements	 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.

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				WolfVision has improved the technical standards for Progressive Scan cameras even more. **All current WolfVision Visualizer 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!
9.	Test chart and presenters left hand	Freeze	Pointing to some detail on the test chart with your left hand, press the **FREEZE key** on the camera head of the VZ-8plus³ or VZ-8light³	 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. ***Next step for VZ-8light³ - see point 13.***
10.	Slide	Slide Drawer *	**<u>Important:</u>** Image is still frozen!! Put the slide into the slide drawer; press the **FREEZE key** again (switch to the live image) and afterwards zoom in according to the size of the slide	 The VZ-8plus³ has a built-in slide drawer, which is on the camera head.

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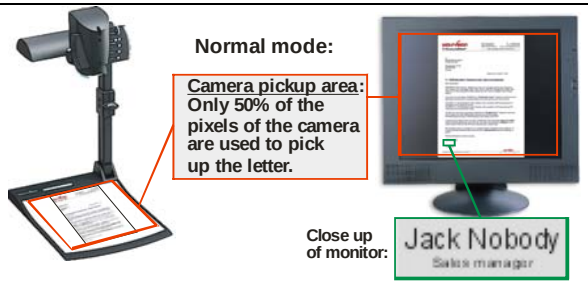
11.	Slide	9 Picture Memory * Remote control *	Use remote control to store the current image in the internal memory (press **MEMORY key** 1 for at least 2 seconds) Afterwards use the **ALL key** to show a split image Then explain keys on remote control briefly (place the remote control onto the working surface)	  With the VZ-8plus³ 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. 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. The VZ-8plus³ is equipped with a battery backup, so pictures remain in the memory for 1-4 weeks even when the power is disconnected. With the remote control the user can control: - Zoom (Tele/Wide) - Auto/Manual Focus - Manual Iris - 3 different Preset keys to setup Visualizer according to customer needs - Image Turn - EXT/INT to switch between PC/Laptop and live presentation - Memory/All - Menu (to configure and adjust Visualizer settings)
12.	Image Turn Page A4	Image Turn * Remote control *	Place the demo page vertically onto the working surface and zoom out until the whole page is visible	

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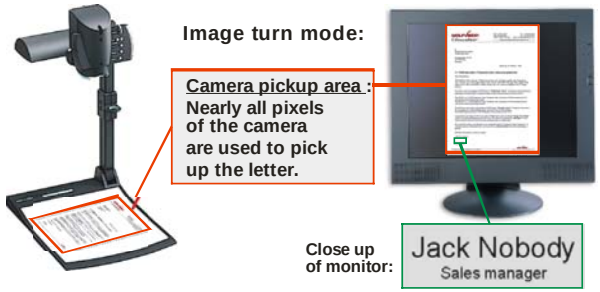
			Place the demo page horizontally onto the working surface and zoom out until the whole page is visible again Now press the **IMAGE TURN key** (return to normal setup once this feature has been demonstrated)	Picking up a complete vertical (portrait) letter or A4 page has always been a critical issue for 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.  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. 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.
13.	Toy car (large 3D object when available)	Recordings behind the unit Flexible viewing angle	Place an object behind the unit and pan the camera directly onto it. Open the hinged close-up lens (optional zoom for fine details) Move the camera arm to demonstrate another viewing angle	 When objects are too big to be placed on the working surface or need to be shown from the side (like glasses of liquids etc.), just move the camera arm of the Visualizer and pick-up objects behind the unit.

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14.	Presenter	Recordings in front of the unit	Turn and pan the camera towards yourself and open the hinged close-up lens (optional zoom for fine details)	
		Image Flip		The VZ-8plus³ and VZ-8light³ can not only record objects behind the unit. The camera head can also be turned to record in front of the unit. This is perfect for showing a speaker or charts on a wall behind the speaker on a large screen during a presentation. When the camera of the Visualizer is turned to record in front of the unit, the image is automatically turned around 180 degrees ("**image flip**"), because originally such recordings would be upside down.
				
				For recording objects at greater distances to the device, the close-up lens of the Visualizers can be hinged away from the camera. It won't get lost because it remains attached to the unit.
		Light System		The light of the Visualizers is focused on the working surface. Neither the audience nor the speaker will be blinded in a darkened room and there is no disturbing stray light from the Visualizer on the projection screen. When presenting objects in front or behind the unit, the light moves automatically with the camera as it is fixed onto the camera arm and thus illuminates the picked-up area also outside the working surface.

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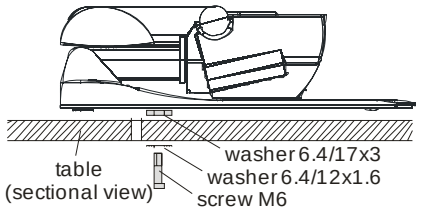
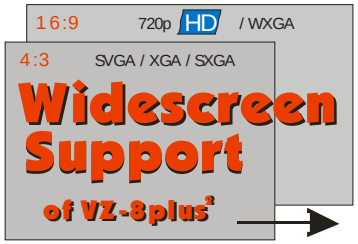
15.		Antitheft Devices	Show and explain benefits of Antitheft devices	  T-Lock (Kensington® Lock) and Table Lock Bolt on the bottom of the unit The Visualizer has two anti-theft devices. On the bottom of the working plate is a thread for attaching the unit to a table with the supplied table lock bolt. T-Lock (Kensington® Lock) devices can also be used. The connection can be found on the bottom of the arm.
16.		Flexible integration Auto Resolution Widescreen Support	Demonstrate and explain the use and benefits of the ports on the interface board (rear side of the Visualizer)	 Connectors of VZ-8plus³ The VZ-8plus³ and VZ-8light³ offer various connection possibilities to ensure a high flexibility when integrated into sophisticated AV-systems. RGB (analogue) and DVI (digital, also HDMI compatible): The Visualizer recognizes equipment connected to the RGB and DVI outputs and automatically detects the optimal output mode.  The native signal output of both units is SXGA- with an aspect ratio of 4:3 or 720p HD in 16:9. They can also output the image converted into the following signal formats:

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		Firmware Updates		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+ 1400 x 1050 pixel 4:3 scaled * **720p HD 1280 x 720 pixel 16:9 native** WXGA 1360 x 768 pixel 16:9 scaled PAL/NTSC Video * 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!  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 VZ-8plus³ and VZ-8light³ the user can choose 2 different connections between Visualizer and computer for updating the firmware: Serial (RS232) or USB. WolfVision's engineers are constantly working on new improvements and features to keep your units up to date with the technology of tomorrow!
17.	Test chart	Computer Input	Set the Visualizer to the standard presentation mode and zoom to the size of test chart (ZOOM wheel) Press the EXT/INT key on the VZ-8plus³ or VZ-8light³ or remote control * (PC or Laptop should be connected to EXTERN IN port or otherwise just explain this function)	 

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				 A computer can be connected to the RGB input (15-pin D-Sub) of the Visualizer. With the Ext/Int switch, a user can switch between the Visualizer image and computer image to be output by the Visualizer's RGB-output. The advantage of using the Ext/Int switch is that only one RGB-cable to the display unit (projector, monitor, video conferencing system etc.) is required and no separate remote control has to be used for switching between the two image sources. When the Visualizer is in stand-by mode the external signal is looped through automatically. Once the Visualizer is turned on the live image will be displayed.
18.	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)	 The USB output of the Visualizer can be used to transfer images from a Visualizer to a computer and save them in JPG, TIF or BMP format. This way the Visualizers can be used as a 3-D scanner for a computer. WolfVision Visualizers 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.

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				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). 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 with almost every modern video editing software.
19.		External Controlling (RS 232, USB and Infrared *)	Explain function and benefit of serial interface	  The VZ-8plus³ offers 3, the VZ-8light³ 2 different 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: - Serial (RS232) - USB - Infrared * WolfVision Visualizers 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: