

Webinar: AT Vision Demo

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Liz Persaud: All right. Good afternoon my name is Liz Persaud I'm the program and outreach manager for Tools for Life which is at the Center for Inclusive Design and Innovation at Georgia Tech. I am so excited to bring to you our second installment of the vision series within our demonstration Tuesday webinar series. This one is focused on video magnification. You'll hear from Danny Housley who is our Tools for Life assistive technology acquisition manager and also from Adam Palmer with Palmer Vision. Y'all are in for a treat while they provide awesome demonstrations and answer your questions when it comes to video magnification. I want to welcome you all and let you know that we are recording this webinar. This webinar will be archived and posted on the Tools for Life website under webinar archives. Today's webinar is approved to be 1CRC clock hour. This is on the commission on rehabilitation counselor certification. If you need the CRC, e-mail us at

training@gaTFL.gatech.edu. We'll get someone to type in this training e-mail into this chat area as well too. Thank you Sam. If you have questions or comments during today's webinar for Danny or Adam, we do not have microphones turned on for everyone but please utilize the chat area. As Sam is typing in the welcome message and the e-mail address you can see that information there. So ask questions and include comments for today's webinar in that area. With that being said, I'm going to give the microphone to Danny Housley. Thank you for being on today.

Danny Housley: Good afternoon, everybody. Today's agenda we're going to go over three devices. We encourage you to ask questions. As we go through these if you're unsure how something would work -- one of my first questions is what's the price. Part of the reason we're doing this is to give people an opportunity to learn more, compare and contrast features. If there's a specific function that you're looking for, feel free to ask about that. We're happy to address those questions.

Today we have three main learning objectives. So by the end of this session, participants will compare 3 benefits and uses verses wearable and tabletop -- actually portable verses tabletop. Participants will be able to identify two magnification features. And

participants will have two resources for acquiring the devices.

That's what we hope you come away with. We're two organizations coming together to do this presentation. Tools for Life, this is our mission. We focus on access to... [Reading from PowerPoint].

The next slide here is the Palmer Vision mission. Do you want to do that Adam?

>> Adam Palmer: Go ahead.

Danny Housley: The mission for Palmer Vision says at Palmer Vision, our mission is to provide... [Reading from PowerPoint].

Again, it's about technology and independence and helping people to connect to the right device.

Today we're focusing on video magnification. I have used all types of video magnification throughout the years. Portable devices and tabletop devices. We're going to focus on three different devices today that have similar functionality but could be better in certain situations.

So we're going to jump right into device number 1. We're going to talk about the Zoom Max snow 12. I'm going to click stop sharing. I may need Liz to click stop sharing so it goes full screen with Adam.

>> Adam Palmer: Very good. I hope everybody can

hear me all right today. My name is Adam Palmer I'm the president and owner of Palmer Vision. We are based in Georgia, but we cover across the country. We provide a responsible solution to those making good decisions related to the devices they decide to purchase. I personally use these devices. I have been working through retinitis pigmentosa. I want to answer any questions. My e-mail is palmervision.com. Feel free to send questions into myself or Danny as well.

Let's break into the 12. This is a product called the Zoom Max snow 12. I want to bring my iPad over here so I can give you a better view of what this product comes with. So the case that comes with this device is a nice carrying case. It has hard line corners. You can provide all the things you need with the device inside the case. That's a great advantage for students or for those who travel. It has a standard style port where you charge it through an AC adapter or run it through a battery.

We have a stand and a magnifier. That case comes with a handle on top and a strap to carry it.

So the snow 12 has a 12 inch 10ADP screen. The 10ADP screen allows you to get great -- the camera has a great bright light. It has a stand. You can move it back and forth on a table or you can put it in the stand, or

you can hold it with your hand. There's a simple button that turns on the device. It says Zoom Max on the front. Everybody asks what's the cost of the device. I will get through that shortly. As that's turning on, we have a nice little jingle to let you know it's on. This is the stand. It's made of a metal aluminum stand. The entire caption is around 11 pounds. The stand folds up and goes up and over over and there's two little legs that allow you to view things under the device. It also has the easy close where you lift up, fold the legs and it goes directly into the case.

Let's put the device back into the stand. It's going to recognize it's in air view mode. You're not having to change settings when doing these things. I find that to be helpful. I'm going to pull out a reading chart to show you things that you can do with magnification and how to focus the device and then we'll move into the next step.

This is a low vision reading chart that was given to me by a fellow in Miami. I worked in [Inaudible]. It's offering different colors. It has a touch focus like your iPad. You can see how quickly that sharpens up. You can magnify in or out on the letters. Change the colors that you can handle. It has about 11 different colors. We can go in more details if you have

questions about that. The plus and minus in the picture are recognizable. If you needed this device for OCR and reading documents, it can be a stand-alone OCR. Buttons are nice and tactile. You can navigate through with a pan mode. I want to show you how easily you can do it in steps or hold down for continuous. It doesn't have an [Inaudible]. It has a sturdy stand to either view it sideways or as a full page.

One of the things that Zoom Max company I find interesting is they are always trying to be innovative in their price and quality. This device comes with a soft case. When you want to take this on the go, you pull it out of the stand, kick the legs out or close them up. Put that in the case. It comes with a soft case, a hard case and now we're offering a snow link extendible camera. That came out this week. It has 3 leg bendable tripod that you can hook on here ask or set separately. It's a wider camera for distance viewing. It has 30 times distance zoom.

To the cost of things -- this is important to a lot of people. When thinking if I buy a desktop magnifier that stays at home the range is \$2400-5,000. This gives a person the option of right at 1300. That includes the magnifier, the distance mode, and the stand and the two cases and the charger with a built-in

rechargeable battery. The extendible camera is 350. If you add that you're over a thousand dollars cheaper than anything that's in the market. Having a full OCR built-in and a distance camera the uses are pretty optional. So when you think about why would I want a 1300-1500 magnifier, you can have multiple devices inside what you buy. Danny, do you have any questions?

Danny Housley: One question came in about the weight. I think you said it was with the base and device about 11 pounds?

>> Adam Palmer: That's correct. I think Felix had a question.

Danny Housley: Feel free to type any questions into the chat box.

>> Adam Palmer: Absolutely. If you relay them to me Danny, that would be great. With the video magnifier plus the other extension -- building up to a larger size screen most folks have a larger monitor at home or a television or even if you're on the go and in a hotel traveling for business or on campus and you tell that professor or than person helping you I don't need a full size CCTV if they attach a connector on the side of the device, between these three connections you can connect it. It can connect to any larger size monitor. I have used it up to a 55LCD screen and maintained pretty good

quality as far as the magnification went. I did that in a conference room.

You're eliminating some of the I can't take it with me options. Now this is a take it with me option. Any questions?

All right. When makes the launch for -- I think a question came in related to insurance from Felix. I do work with Vocational Rehabilitation with this product. I do work with this in some of the veteran hospitals as well. General insurance does not cover this device. If you want to work through a Voc Rehab service there are options as well. There are did feel places for financing for this device. There are options out there that I would be glad to discuss with people.

Sam Peters: What's the name of the devices and dimensions.

>> Adam Palmer: The name is the Zoom Max snow 12 with stand. If you go to Palmer Vision.com there's a full description video that's related to it and how it works as well. If you want to look at individual steps, it is on YouTube as well. The size is 12 inches. It is dead on 12 inches. With the case it's 15 inches. Any other questions?

Sam Peters: Can you show an example of writing under it?

>> Adam Palmer: Sure. As far as taking your pen and putting it under there? Give me just a second.

The description of writing underneath is it's following the fingertip. Being able to put the hand under the camera. It's going to be in a further place. I apologize I can't give you a better example of that. I do use it to write checks for my business. It's a great way to be able to do that.

Any other questions?

Sam Peters: No more questions right now.

So we are -- we are coming to our second device that I want to discuss. We're coming across that time to do so. I'm going to fold this down and put it away and bring up another product. This is unique in its design and cost effective for the buyer. This is a good example to show how easy it is to fold up the stand. You can put the magnifier back in and it goes into the case like that and zipped up and away. Let me set this down below.

We're going to discuss another version which a lot of folks know about but how to make a decision related to these type of devices are the handheld portable digital magnifiers that range from 4, 5, 7 and 12 inch. This is also a Zoom Max product. It's the Zoom Max M5. This is a \$450 option. It's close to 50% of the cost of the leading one in the cost which would be like

the ruby XLHD. Those are great devices. If you're looking for a financial keeper this is a good one, but you don't lose any quality. It has a small zip pocket in the front. This is a nice padded case. It has a zipper hold in the front so if you want to put the charger or removal handle in there. It has the size of maybe a clutch purse size. It has a single zip over. When you take the device out it's a padded inside. You're not worried about dropping this. That comes with the case.

I talked about a removal handle. I'm going to turn the device on while we're doing that. It has a beep to indicate you're turning it on. It has a removal handle. What's nice about this handle this allows for you if you are right handed or left handed to work with the device. On the back of the device you take this rounded edge pin here and now you click it and lock it in. So you can make it right handed, up and down like a standard magnifier or fold it over for your left hand. The nice part it it's removal.

I will put that back into the case. It doesn't hold up too much space in the case. I put it in the zipper part in the front.

This is packed full of little designs that are great. This is a 5 inch -- touch focus screen just like the last one we spoke about. It has multiple colors, 11.

This is made by Zoom Max. It beeps when you want it to magnifier or beeps when you want to go less or out. You can turn that on or off. It has a built-in kick stand. There's a leg mere with an indention here and then you kick the legs out. It will automatically put on the light to what we're going to try to read. It glides smoothly on the top of this table mount here.

The difference between this device and that 12 inch device when it comes to size is this does have a touch focus screen. About a 5 and a half inch screen. It has the micro HDMI. It has all of your different color changes, as well as make it with camera mode. So you can take a snapshot and then pan. Another advantage when you close the legs up they snap in and if I turn it toward you it will go into distance mode. If you want to use this in the store -- if you take it to a location where you don't have your phone, this will read -- I've read about 25 feet away with it. Having a distance viewer that you can put up and use it like a magnifier instead of having your phone. It will automatically rotate the screen for you. You can put it right back out and kick your legs out and you're on your way. It's a portable device. Any questions?

Sam Peters: We have a comment that says the ruby XL HD has a list price of \$895. I would like to see the

owner's manual and user guide.

>> Adam Palmer: For this device?

Sam Peters: Yes.

>> Adam Palmer: This is a -- the ruby XL is \$895, and this is \$450. This is half the price and there's nothing else to add to it besides the HDMI output. Are you asking me to get the manual out of the box?

Sam Peters: Is it online?

>> Adam Palmer: It is. I can send it to anyone too.

Sam Peters: Great. We have another question from Sarah that asks about the battery life.

>> Adam Palmer: 3 to 3 and a half hours and it takes about an hour to full charge. You can take and close it down to go to standby mode or sleep mode which allows you to let that battery last longer. Other questions?

Sam Peters: No more questions. One question from Felix asking for going back to the 12 inch what's the battery life on that?

>> Adam Palmer: On the 12 inch magnifier at 70% brightness last at 4 hours. It has an AC adapter on the side, and you can plug it in. If you use it without the plug, I would say 4 hours. Other questions?

Sam Peters: That's it for now.

>> Adam Palmer: So when I made the decision to start showing this device further I want to walk you through the process of what I have found have been beneficial and not of this product verses a few of the other products. The eshen style box styles are a good product as well as the ruby and the pebble. I do offer them as well. As far as an everyday person, I don't like to call it a nonbudget buster. This is not a cheaply made product. I haven't had one returned to me so far. This allows for people not have to carry a heavier AC pad with them. Most of the pebbles and the rubies the charging times takes longer. The weight on this device is closer to a pebble than a ruby. It's lighter weight than the ruby. \$450 verses \$900 if I want today have 2 of them that would allow me to oops I forgot one, but I have another in my bag. This allows you to stay under the \$1,000 budget.

Any questions?

Danny Housley: I'm back. I had some connection issues. I have one question. You may have covered this. With that you can do a freeze frame on that and pan back and forth?

>> Adam Palmer: Yes. You can take a picture and pan back and forth. I don't know if the distance -- if

there's a distance mode that pan and tilt from other devices. You can with this one. We've used it a few times. If you want to take a picture of the room and get familiar where the stairs are over here et cetera I think that's a nice help. It works really well if you look at the lights on the side, it has double bright LEDs. Right now I have lighting to show the things in the room but the lights on this are incredible how much brighter than taking out my cell phone. The light is in the appropriate places. On your phone it's not always in the right spot or the flashlight can't be on. The magnifier works good on the iPhone, but this is a good option for longer reads and steady reads. All right. Any other questions before I go to the next item?

Danny Housley: Margaret says does the 5 or 12 inch have a feature to help from losing your place in line while reading?

>> Adam Palmer: It has a line indicator that you can do a vertical or horizontal line. That is your best mark for the reading. It doesn't have a stop point. You can allow it to black out the central and use the red line for the center. Does that answer the question?
Okay.

Danny Housley: I think we're good.

>> Adam Palmer: I'm here to answer the questions

and not just hear myself talk. I love to hear what you have to say. The more questions, the more opportunity I can get the right answers for you.

Right now we're at 2:32. Danny, if you can give me a minute, I need to set up the da Vinci pro.

Danny Housley: While he's getting that set up what I'll talk about is some people will say I have an iPad or iPhone, why do I need another magnification option. There's an answer of answers. One is a dedicated device is great especially if you're going to be in school or out in the community and you want to conserve your mobile device. Sometimes those features like the line guide those contrast options are more helpful. Screen size is another thing to take into consideration. This is one of the biggest considerations: Screen size and distance on the magnification are two of the biggest considerations I have found when it comes to getting the right device. Some people need a smaller screen because of their field of vision. Some people need a larger screen. So having the versatility to attach a smaller device to a monitor or TV or projection or whatever it might be is use. Keeping your field of vision in mind and what you're going to be using it for as well. Just like with any kind of assistive technology that portability taking into account the weight of the device

as well. I think about this too for our younger users. When we look at K12 if you have a second grader who has to carry a magnifier from class to class, you don't want them to wheel a hand truck with their device on it. So having that versatility and freedom that's the other reason for the dedicated device. A lot of the K-12 students may not have a cell phone or an iPad or something they can bring with them in that instance.

When I talk about contrast, that used to be one of the biggest reasons for having a dedicated device is having those options for going high contrast, low contrast, the different colors, blue on black, white on black. It some of the mobile devices you have more functionality. You have color overlays and filters and contrast options for mobile devices. So keep in mind what's going to fit in your budget and the situation that you're going to be using it in for work or classroom or going to the grocery store or checking things within your home. Those are some of the considerations to take into account. Again, if you're looking at trying to get this funded through different organizations -- some places will be more comfortable funding a dedicated device like a da Vinci pro or one of the Zoom Max devices rather than a mobile device. We see this a lot in -- for people that need communication

devices. Sometimes an iPad might be a good fit, but the insurance or funder will be more comfortable funding a dedicated device.

>> Adam Palmer: I'm ready if you are.

Danny Housley: I will pass the Mike back to you then.

>> Adam Palmer: So we're looking at different CCTV's, video desktop magnifier. I get corrected on that a lot of times. I want to show the difference in some of these devices and how clear they can be. You can almost see the imperfections in that print. You can see the lines in the print. Are you able to see where I magnify the screen okay?

Danny Housley: I'm using double magnification. I'm using screen magnification and I could see the ink and how it was laying.

>> Adam Palmer: So to walk you through the da Vinci pro, I want to make sure that we can see the entire thing. I'm going to back up my camera. This thing weights about 40 pounds. Is that good right there?

Danny Housley: Yes.

>> Adam Palmer: So this is a da Vinci pro. This is the max of everything you can handle when it comes to a video desktop magnifier. This is a product made by enhance vision. This is a really good device. It's an

example of what I consider an elite type of product. This is a \$4,000 device but it is an as well made machine. It has the best camera out there. We can take any of these devices. I have this one not to try to promote the max and the best. What I'm trying to show you is I need all those things so I can tell you we can take away OCR and get a smaller screen. If you don't want games, you don't have to have this particular unit. This is an example to show you the quality and the design of the product. This is a 24 inch screen. It has nice rubbered edges. You can tell where you're not going to nick it. It also can tilt. So if you're shorter or the table is higher and you're not, you can move it around. Get it deeper. If you like to stand up and work from a position -- I see a lot of folks in a standing position. It has a manual control in the center. So you turn the right dial and it magnifies in and out. It will get very large. We can get it in there where it's only one letter. That's maximum zoom. It's giving you audible feedback.

>> Zoom volume 10.

>> Adam Palmer: It talks as you're going out. I'm going to stop it there. That's zoom 5. Inside the zoom 5 you have the ability to change your color contrast like Danny was speaking about earlier. To give

you the basis --

>> Black and white, yellow on blue, yellow on black, green on black, white on black, black on white, color.

>> Adam Palmer: And then true color. The way I'm controlling it right now this is a USB remote where you can control the colors and the speed and rate. It has a magnetic cover so if you really interested and want to take pictures in OCR and you have the OCR function you use this to control that. It's a nice easy pad. It's for left or right handed. I have it behind it right now so I can see what we're doing.

From the camera perspective, the light that's on the camera sometimes you need it and sometimes you don't. Sometimes you use and it washes it out. You can use that.

When we see the imperfections in the print you can see some of those things get more sharp. The camera has a sliding band on the back of it. What you do is move the arm -- it has a rail and you can move the arm from left to right. You will see the carpet. You can pivot. If you want to show back here you can. It shows all of those things.

So, it has a distance mode. All you do is turn the camera head -- this is a second optic that helps you

for distance. When up close it's good. When you turn it on here it's going to tell you distance mode.

>> Far.

>> Adam Palmer: Far. Now you see back to my -- that's very tight on the [Inaudible]. It's a cloth behind my station here. You can close it down and /H-FRB here. If you would like to see yourself. Now you're seeing where you are and /WOBGDZ on your make up or get more detail of something that's wrong with your glasses. That can be a benefit to you. You don't have to have those features, but they are great features to have.

This has a full page OCR. I'm going to close it out. You hold down the far left button and it brings me to OCR mode.

>> OCR mode. Please align your document.

>> Adam Palmer: It's going to get me to align the document as best I know how. Once you have the square you take a picture and it's going to process it. I'm going to turn this down. It's very loud. So I'm back in OCR mode now. Now it brings me back to live mode.

So I'm showing you the OCR mode, so you know it's there. It's very accurate. Sometimes important about OCR with the da Vinci pro that a lot of folks don't have very good is their ability to translate. There's an auto translate feature. I was at a client's

office and he was Brazilian. He had a Portuguese Bible he wanted to read. We put it on auto read. He said it was very accurate. He was able to read his Bible which was very important to him. The features related to that were very great. Any questions?

Danny Housley: No questions so far.

>> Adam Palmer: Everybody says we've seen a CC TV guy. I want you to understand the different choices you can make when buying these.

Danny Housley: You mentioned the heft of that device. That is a big consideration if you have to lug that from class to class or place to place that's going to be cumbersome.

>> Adam Palmer: Think of if you're able to have half the size of the screen and still benefit from the half size screen and it's 11 pounds verses -- you can't quote me, but I believe it's about 40 pounds. I'm not knocking this device, but it is heavy. It looks like you could carry it but it's a big old sucker in the back. It's like a TV monitor.

Danny Housley: We have a question from Debbie. Is this similar to the Merlin?

>> Adam Palmer: Great question. Sorry for the camera work. I'm working solo today. So the question was -- can you ask again?

Danny Housley: Is this similar to the Merlin?

>> Adam Palmer: The merlin is the easier brother or sister of the device. You can get the Merlin ultra which is around 3500 but has a 24 inch monitor but no OCR. The better camera on the da Vinci pro you can get on the Merlin for less. So less OCR and more simple in design. The Merlin is good if all they want to do is read. If they're writing checks that's a good device. Any other questions?

Danny Housley: Question from Kelley, HD OCR?

>> Adam Palmer: It's an HD camera with OCR. HD is the definition. OCR is optical character recognition.

Danny Housley: That's the pro?

>> Adam Palmer: Correct. That's Kelley with the VA? That's the pro version, correct. Any other questions? I have the other devices as well.

Danny Housley: From Kelley, we have the HD OCR, what are the added features of the pro?

>> Adam Palmer: The added features to the da Vinci pro is the OCR and you can use it as a secondary computer monitor and the background. There are new added -- the light is better. You can play games. They are large cards and things like that. As far as it changing much in the last 2 years, not much change is involved. Software is probably the biggest.

Danny Housley: She says thanks.

>> Adam Palmer: No problem. What I would like is for people to know I would love to answer any questions anyone has whether they are in Georgia or in the southeast area. Tools for Life does an amazing job finding lending programs. We want to do all of the hard work for you so you can ask questions and we can give you a graduated answer on what you need to do to not put you out on all the things. I do promote people doing research but if you want a straight answer, feel free to give me a call.

Danny Housley: Debbie says I have the merlin HD OCR, is this similar?

>> Adam Palmer: I would say they are like brother and sister. If she got the up graded camera to it, she has a mix of the two devices. The merlin is very simple to use. There's just a few little features less.

Danny Housley: Kelly says FYI I was referring to the da Vinci pro.

>> Adam Palmer: Okay.

Danny Housley: I'm going to slide back into the slide show and go over the funding options. Thank you for showing the devices. Can we go back to the slide show? All right. Funding resources. Some of these you may be familiar with. The association of blind citizens

has worked with individuals who are low income and with this program when you apply it can cover up to 50% of the cost of a vision device. So you do have to have a visual disability and have to be low income to qualify for this program. I know a few folks throughout Georgia who have applied for this successfully and were able to save money on those devices.

If you're interested in that, you can go to www.blindcitizen.org. We have the Credit-Able program. That's our alternative financing program for the state. In July they're going to start taking applications again and processing those. For Credit-Able it does a low interest loan that can go up to \$5,000 at an interest rate between 3-8%. For something like a video magnification device probably 3 to 4 years probably they can set the terms. People with apply for this loan if you go to CFIIGA.org. There are requirements for that program. So the person applying has to be a resident of Georgia. They have to be using the loan for assistive technology. They have to have a disability. So with that people can take this out on behalf of their children. Employers can take a loan out on behalf of their employee as long as the person benefiting from the device is a person with a disability.

Finally Vocational Rehabilitation agency all

three of the devices we covered today would be reasonable accommodations depending on the needs of the individual. If you are interested in looking for accommodations you can contact GVRA to open a case to work with your case manager and employer to see what can be done for a workplace accommodation. When looking at doing accommodations for the workplace it's important to consider those features that you need. When we talked about OCR, screen size, it is important for an individual to make sure they are coming prepared with any justifications for those devices. So we're happy to help with that, as well as your counselor can help you with coming up with those justifications as well.

So those are the three big resources I wanted to cover. We'll be covering these pretty regularly. Those are options for an individual to explore. I'm a big fan of trying to save money and trying to go with grants over loans if we can or third party funders but I know those are sometimes difficult to come by. So these are some of your avenues to per sue. If you are in another state and you're on the webinar here, you can see if your state has an alternative financing program. You can check in with your state's Vocational Rehabilitation and the association of blind citizens resource is national. So anybody in the U.S. can apply through the association

of blind citizens.

All right. Any other questions? We have about 5 minutes. If you have any questions about the devices we've covered or funding options? Going once, going twice. We want to make sure everybody has had an opportunity to get those questions answered. If there are none -- I will put up the numbers here for some resources. Something came in.

The question is are Tools for Life open for a more in-depth session? Right now we are doing all of our demos over teleconference, zoom, teams, blackboard collaborate. We can talk more about the options. As far as doing something in person we can't do that, but we can definitely have a more in-depth discussion. As far as the demonstration of some of this equipment, we can probably work something out with Adam as well. These are devices that we don't have in our lending library, but we can definitely see what can be done.

Sam Peters: There's a question about posting the funding option.

Danny Housley: I missed that. Yes, this presentation will be on our Wiki. So we can make sure that people get notified when that is posted. The transcript and the recording will both be posted up there. You can also feel free to reach out to me and I

can pass those along as well. The last slide has the phone numbers and websites for both Tools for Life and Palmer Vision. So you can check out the Tools for Life website we have a wide variety of resources for you. We have an excellent COVID-19 resource page. We have the app finder data base and our archive of equipment. The palmervision.com site has -- you can go there to price check and look at features and images. If you are so inclined to order. It's a good informational website to compare the different options that are out there.

All right. Any other questions, comments? All right. Thank you all for logging in today and being with us. I hope this was helpful. Feel free to reach out with any other questions. Thank you very much. Thank you Adam for the demonstration.