

A Report

2017

Workshop on Optical Dispensing



VISION 2020: The Right to Sight - INDIA
Orbis & Essilor India
Organise Workshop on
Optical Dispensing

Date: 8 & 9 December 2017 | Venue: Vittala International Institute of Ophthalmology, Bengaluru

Supported By



VISION 2020: The Right to Sight- INDIA
D-21, 2nd Floor, Corporate Park,
Near Dwarka Sector – 8 Metro Station
Dwarka Sec- 21, New Delhi- 110077
Date: 08 - 09 December 2016

Introduction:



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With the rapid trend changes in eyewear technology and an ageing population, well-trained optical dispensers are needed to meet the demands of this growing & demanding sector. There is a need to develop the skills to interpret prescriptions, provide advice to clients about spectacle frames, lenses, contact lenses, sunglasses and safety eyewear. Gain an understanding of the principles of ophthalmic optics, optical appliance troubleshooting and spectacle repair and adjustments, is now became the need of the hour. It is indeed an important aspect of eye care as minute things needs to be taken care during the entire process right from the beginning to the end to come out with a quality product which should be ultimately the target of the technicians.

In view of this, VISION 2020: The Right to Sight- INDIA organized a workshop on "**Optical Dispensing**" on 08 & 09 December 2017 at Vittala International Institute of Ophthalmology, Bengaluru, Karnataka.

This programme was intended for professionals involved in optical dispensing. The workshop was largely attended by Optometrists, ophthalmic Assistants, Vision Technicians who play an important role in optical dispensing and was also attended by few head of the organizations. This workshop was about updated techniques and technologies used in optical dispensing.

Objective of the workshop:

Build capacities of technicians and optical personnel in dispensing spectacles in different settings (Base hospital, Vision Center, Screening Programme etc.)

Participation:

Encouraging participation observed in the workshop. 43 delegates from 20 organizations from 11 states participated in the workshop. Professionals/personnels involved in optical dispensing benefitted from the workshop.

Agenda:

Day 1		
Topics	Details	Duration
Welcome address and Opening Note	VIIO/ V2020	09.00-09.20 am
Lenses-Materials and Properties	Diff materials, Index, Abbe Value-etc	09.20-10.00 am
Coatings	Hard Coat, ARC, Advance Coatings	10.00-10.45 am
Progressive Basics	Design and Types	10.45-11.15 am
Tea Break		11-15-11.30 am
Progressive-Advanced	How to address the demands of Modern presbyopes	11.30-01.30 pm
Lunch Break		01.30-02.15 pm
Progressive Marking	Hands on session	02.15-03.30 pm
Progressive Trouble shoots	Latest trends in PAL segment	03.30-04.15 pm
Tea break		04.15-04.30 pm
Consumer Handling	Communication Workshop	04.30-05.15 pm
OA & Closing		05.15-05.30

Day 2		
Topics	Details	Duration
Lens Segment	Solutions from Carl Zeiss	09.00-09.45 am
Lenses-Edging and Fixing	Session by technician	09.45-10.45 am
New Range of Progressives	High Performance Lenses from Essilor	10.45-11.30 am
Tea break		11.30-11.45 am
New Products in Industry	Updates on latest products- 5 products	11.45-01.30 pm
Lunch Break		01.30-02.15 pm
Progressive Dispensing	selling workshop	02.15-04.15 pm
Tea break		04.15-04.30 pm
Q&A, Closing		04.30-05.00 pm

Faculty:

Name of the Faculty	Designation
Mr Shajan Adolph	Head-Prof Services, Essilor India
Ms Amrutha G	Professional service - Essilor India
Mr Madan	Senior Fitter- Essilor India, Bangalore
Mr Shravan Kumar	Carl Zeiss India

Programme:

Programme started with a formal welcome of the delegates by **Mr Nataraja**, General Manager, Vittala International Eye Institute (VIIO) and **Mr Mrinal Ray Madhaw**, Programme Manger, VISION 2020 INDIA. Further the inauguration was done and the Key note address was given by **Dr Krishna R Murthy**, Medical Director And Managing Trustee, Vittala International Institute of Ophthalmology.



Dr Krishna R Murthy

Further to the welcome speech and setting up the workshop agenda, **Mr Shajan Adolph** and **Ms Amrutha G** jointly conducted a session on, "*Lenses-Materials and Properties*". They made the session interactive which resulted in healthier discussion. They spoke on different types of

lenses its material and properties.

Subsequent to this presentation they explained about different kind of Coatings on the lenses. They elaborated about the Hard Coat, ARC, Advance Coatings etc. They explained about the Design and Types of Progressive Basics.



Mr Shajan Adolph during session



Ms Amrutha G

Post tea break session was a hands-on training to the participants on Progressive Marking and Progressive Trouble Shoots. This entire exercise was very informative as all the participants were equally involved

in this exercise. Participants were divided in four groups and were given the materials needed for the hands-on training. They were clearly guided to perform the entire exercise on their own. This exercise helped the participants to understand on how to find out the Pupillary Distance (PD) and how to do the frame markings which is essential part of optical dispensing.

Mr Madan explained and demonstrated on the alignments of the frame. He explained about the lenses edging and fixing.

On day 2, sessions started with a presentation under Lens Segment by **Mr Sharavan Kumar**, Carl Zeiss India. He made a very interactive and informative presentation on Solution from Carl Zeiss in Optical Dispensing. He discussed about the Zeiss design philosophy on Dynamic Optics and also explained about the precision technology. Further he focused on the challenges coming up by the use of digital devices in



Hands- on Training



Mr Shrvan Kumar

daily lives. He explained how the use of these digital devices is impacting to the vision loss. He also spoke on the advanced control technology and also the face fit technology which optimizes the vision zones based on data for the frame and for the position of the eyes. Luminance design technology was also discussed by him during his presentation.

Further to the presentation, an interesting exercise through a communication workshop took place. This workshop was intended to provide a real experience to the participant on selling and

buying of the product and about consumer handling. It was a short of role play where the recourse persons divided participants in different groups and made consumer to one group and seller to the second group. The consumer group was going to the sellers and were asking numerous questions to them and the sellers were responsible to convince to the consumer to sell their lenses. And later to this exercise RPs explained about the mistakes done by the seller group during their chat with the consumers. This entire exercise gave clarity to the participants on how to deal with the consumers and what are the minor things need to be taken care of.



Communication Workshop

Towards the end, delegates were suggested to implement the learning's in their own organisation. Participants appreciated the workshop as a good participatory workshop. The workshop wrapped up at 16:30 hrs with vote of thanks to the delegates by Mr Nataraja and Mr Mrinal Ray Madhaw.

Commander Kailash Girwalkar from Miragi Netralaya said that this kind of workshops is indeed very informative and expressed his pleasure that his employees got this opportunity to learn through this workshop. He also expressed his willingness to implement the learnings.

Dr Subhra Sil from Vivekananda Mission Ashram appreciated the workshop. She said that this workshop was very informative and should be conducted in different part of the country so people/organisations from all part of the country can get benefitted. She also expressed her willingness to host similar kind of workshop at her organisation.

Gratitude:

- *Our sincere thanks to Orbis India for their support towards conducting this workshop*
- *Our sincere thanks to Vittala International Institute for Ophthalmology for hosting the workshop and also for their generous support*
- *We are also thankful to the team of Vittala International Institute of Ophthalmology for their support*
- *Our special thanks to Mr Shajan Adolph and Ms Amrutha G from Essilor India for designing the workshop for 2 days.*
- *We are sincerely thankful to all the resource persons - Mr Shajan Adolph, Ms Amrutha G, Mr Madan and Mr Shravan Kumar for their effort and time to make this workshop successful by disseminating their institutional and individual vast experience and knowledge*
- *We are grateful to our the Our Corporate Members, Essilor India Private Limited, Carl Zeiss, BioMedix Optotechnik & Devices Pvt. Ltd, Hoya, Pellucid Healthcare Networks Pvt. Ltd. and Allergan India Private Limited for their continuous support*
- *We are grateful to Vision Progress for their support towards food arrangements during the workshop.*
- *Our sincere thanks to all the delegates, participated in the workshop and thanks for their encouraging response*
- *We are thankful to the leaders of our member organisations for sending their representatives to attend the workshop*
- *We are extremely thankful to each and every one who supported us to make this workshop a grand success*

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