

## Switzerland

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## SwissLens today

More than 25 professionals serving contact lens specialists throughout Europe.

SwissLens is active in more than 10 European countries (Austria, Belgium, Denmark, Finland, France, Germany, Iceland, Norway, Spain, Sweden, Switzerland,...) and currently delivers its products to over 1,000 contact lens specialists.

SwissLens designs, manufactures and sells one of the most extensive ranges of lenses, and delivers its products directly to the lens specialists. The company offers prompt and efficient fitting advice through its own technicians.

## History of SwissLens

- 1992 – 1997 Development of the manufacturing technology and lens geometry.
- 1995 First sales in western Switzerland.
- 1997 Incorporation of SwissLens in Prilly, near Lausanne.
- 1998 ISO 9000 certification and CE mark.
- 2004 German market.
- 2006 Austrian market.
- 2007 Scandinavian and French markets.

A unique SN number identifies each lens and its individual technical data maintained by SwissLens.

SwissLens is certified to ISO 9000:2000 and ISO 13485:2003.

SwissLens CE mark is: 03-132-708.



SwissLens is committed to building long-term relationships with its lens specialists by introducing innovative and personalized products and services, thus contributing to enhanced lens wearer loyalty.

SwissLens sells its products to lens specialists only. All lenses are made to measure and order. We do not hold stock.

SwissLens offers a comprehensive range of lenses with **unlimited** parameters, backed by services to **facilitate** lens fitting, patient follow-up and general administration.

SwissLens products and services constitute an alternative to both frequent-replacement lenses and lenses sold directly to consumers through the internet.





**No limits!**

- Lenses can be manufactured with all geometries and in all available materials.
- Parameters are available in standard or fully variable increments.
- Lenses can be ordered in 2 renewal frequencies: 3-monthly, 6-monthly and 12-monthly.



# Production

## Simplicity and personalization

One range of lenses has to fit all corneas and all ametropias, even in the most challenging cases. SwissLens is able to offer a personalised solution for each lens wearer, thanks to an extensive range of lenses, available in all materials and all geometries. This vast choice of configuration is facilitated by a wide range of services that aims to simplify the daily work of the fitting specialist:

- Professional fitting advice.
- Lens assessment by SwissLens.
- Identical refund conditions for all lens types.
- Uncomplicated, full range of documents and services.
- Short delivery times.
- Fitting and defect warranty.
- Solutions for special needs.

## Some news about renewals!

Every lens specialist has his own requirements and his own particular environment, and knows his specific market for made-to-measure lenses. SwissLens offers various renewal options to satisfy these expectations.

A traditional 12-monthly renewal allows annual costs to be reduced.

3-6-monthly renewals with 6-monthly checks:

- Strengthen the customer relationship, build loyalty and contribute to a better quality of the fitting.
- 6-monthly intervals are ideal, enabling better marketing of "packages" of lenses and solution.
- Less dropout.
- Increase lens wearers' satisfaction (less deposit, improved vision quality via more frequent checks, lower costs in case of loss).

**A regular contact with lens wearers emphasises the competence and expertise of the specialist.**



# Services

## A unique manufacturing process

SwissLens has developed a unique manufacturing process based on nanometre lathe-cut machinery.

- No manual adjustment required, for better reproducibility.
- Computerized and integrated production system.
- Shorter production cycle for faster delivery times.
- Reduction of overall manufacturing costs.

## No polishing? Only advantages!

By doing without the polishing phases, the SwissLens manufacturing system offers a number of advantages.

- No polishing residues.
- Better reproducibility: the lens retains its geometry from the point of manufacturing.
- Improved optical quality. Especially with complex lenses.

## R&D

### New materials

- Testing of new materials, particularly those based on silicon hydrogel.
- Testing of new surface treatments (e.g. plasma) with the objective of improving wettability and comfort.

### New lens geometries

- Faster and easier fittings for a better first-fit success rate.
- Ongoing research into new designs for enhanced lens comfort.

## And for the most difficult cases?

Solutions for the most difficult cases (rand modifications, radius or eccentricity modification) can always be found, especially where a particular morphology of the eyelid or eye is concerned.

### Toric lenses:

- Dynamic or ballast stabilisation.
- Modification of the dynamic stabilisation zone: height, length, slope, etc.

### Bifocal/Multifocal lenses:

- Modification of the power and diameter of the central optical zone.
- Centre or periphery-near.

SwissLens provides the lens specialist with a fitting guide containing information about the initial fit and an extensive FAQ section.

**No supplementary charge and no increase in delivery delays**

## Lens range

**Orbis**

**Toris**

**Borelis**

**Torelis**

**Orbiflex**

**Boriflex**

## Soft lenses

Spherical lenses with spherical or multi-aspherical periphery.

Toric lenses, front or back, with spherical or multi-aspherical periphery and with ballast or dynamic stabilisation.

Bifocal or multifocal lenses, centre or periphery-near, with spherical or multi-aspherical periphery.

Bifocal or multifocal front or back toric lenses, centre or periphery-near, with ballast or dynamic stabilisation and with spherical or multi-aspherical periphery.

## RGP lenses

Spherical lenses with multispherical, aspherical or biaspherical periphery.

Bifocal or multifocal lenses, centre or periphery-near, with multispherical or multiaspherical periphery.

