

HumanwareTM Newsletter

Edition
No. 22

New CEO for HumanWare

Dr. Richard Mander,
leading with vision

New Products

HumanWare Launches
SmartView Xtend

European HQ Official Opening

Situated in
Northamptonshire.

New Lord in the House

Congratulations to
Lord Colin Low CBE



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HumanWare

helping you through the day

I hope you enjoy reading the new look HumanWare newsletter. A lot has happened since our last newsletter just six months ago. We have moved premises a few miles down the road to a larger building, a new Chief Executive Officer has been appointed for the Group, we have recruited more staff to better support our customers and we have introduced some fabulous new products for both our blind and partially sighted customers.

We have also further cemented our relationship and reputation with some of the major blindness organisations and education establishments across the UK. It is certainly exciting times and all of these topics are covered in more detail inside.

As always, our growth is only possible with the continuing support of our customers, whether it be an individual person purchasing a single product or an education authority placing regular orders. Our aim in addition to offering the best and most innovative products, and the best after sales support, is to make it an easy, simple and enjoyable experience whenever you come in to contact with our company. This may take the form of a sales enquiry, a sales demonstration, arranging delivery of a product, training, or when phoning our after-sales technical support.

Finally, we also had some sad news with the sudden and un-timely death of Dean Jackson who's knowledge of the BrailleNote coupled with his wonderful sense of humour made him so popular with colleagues and BrailleNote users around the world. We have included a tribute to Dean on page 6.

Enjoy your read.

Alan Davis

UK and Ireland General Sales Manager

New CEO for HumanWare

Introducing Dr Richard Mander, who was appointed CEO for the HumanWare Group in March this year. Richard Mander is a New Zealander with a strong background in technology, research and product development. He has a particular interest in the human interface with technology.



Richard has worked for 14 years in the United States, including seven years at Apple Computer.

After leaving Apple, Richard spent seven years as a consultant advising technology companies on customer-centred product design

and methods for improving product development. He has advised New Zealand companies on these matters and in 2004 received the World Class New Zealander Award from New Zealand Trade and Enterprise. This is an annual award for expat New Zealanders who make an outstanding contribution to New Zealand's economic development, he returned to New Zealand in 2004 and was appointed as Chief Technology Officer at Navman.

Richard has a Ph.D in educational psychology from Stanford University in the United States. He is married with four children and lives in Christchurch.

"We are very pleased to be able to appoint a person of the calibre of Dr Mander", said Tim Robinson, Chairman of the Board of HumanWare. "His experience in research and development and understanding of how products can be better designed to meet customers' needs will be invaluable for HumanWare". Richard said, "I am very excited about this opportunity and the challenges that lie ahead. HumanWare has some clever technology and great products.

I am looking forward to working with the team to take the company to the next stage of its development."



Lord Colin Low CBE officially opens new Headquarters for HumanWare Europe



On June 29th 2006, Lord Colin Low CBE, Chairman of the Royal National Institute of the Blind and a BrailleNote mPower user, officially opened the new 8000 sq. ft Headquarters of HumanWare Europe in Northamptonshire, watched by staff and European Distributors.

Lord Low said "I am honoured to be invited to open this new building which has been named after Dr Russell Smith, who together with his wife Marian, tragically died last year.

Lord Low also said "I identify with what HumanWare has achieved in its braille and low vision products. This building symbolises the advance in developments of so many things that have been part of my working life".

He also paid tribute to the late Dr Russell Smith as a great innovator, successful engineer and business leader as well as an inspirational figure in assistive technology



Left Pedro Polson, CEO HumanWare Europe
Right Lord Colin Low, RNIB



As the result of a partnership between the HumanWare Group and Code Factory of Barcelona we are pleased to be able to offer customers in the UK **Mobile Speak Pocket**

Using off the shelf PDA's running Windows Mobile 2003 second edition or soon Windows Mobile v5, MSP customers can now run Pocket PC applications such as Pocket Word, Pocket Outlook, Pocket Excel, Pocket Messenger, Pocket Skype and more.

Customers can also choose from Fonix (Dectalk) or Loquendo speech packages. As an introductory offer until September 1st 2006, MSP is available at the special price of £300. Customers can download a 30 day trial version of MSP and select their preferred voice from www.codefactory.es

SmartView Xtend

One Model - lots of possibilities



The **SmartView Xtend** is a new video magnifier designed to empower people with macular degeneration, inoperable cataracts, diabetic retinopathy or other conditions that can steal their visual acuity and independence.

With the **SmartView Xtend** everyday activities like viewing photos, reading labels, browsing through a magazine, writing cheques and doing a crossword are easy once again.

The new **SmartView Xtend** has been designed by asking people with low vision a single question **“what do you want in a video magnifier?”**

Always the right model the **SmartView Xtend** will always be the video magnifier you want it to be because it is completely upgradeable. A basic black and white model can become a full colour model and can even be upgraded to a computer access model if needed. The **SmartView Xtend** has been designed to suit the differing needs of our customers and we came up with three great modules:

Module One

Enhances the usability of the SmartView Xtend giving you even more viewing options.

Module Two

Is the lifestyle choice, giving you tools that make planning your day that little bit easier

Module Three

Is the connectivity option, it gives you the power of being connected to a PC

Prices from £1370 including 17" TFT Monitor

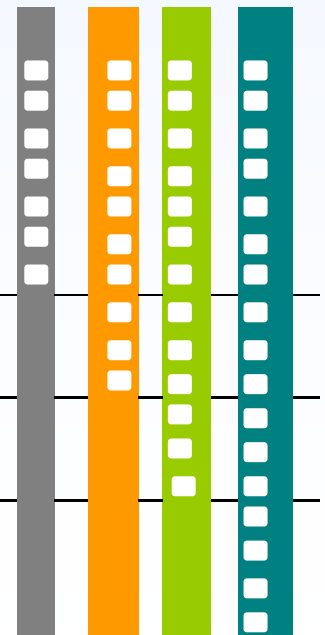


SmartView Xtend

Features

- Colour or Mono
- Auto Focus
- Flatscreen
- Magnification - 3x to 68x *
- Brightness control
- High contrast / false colours
- Photo image one button press
- Lines and Blinds
- Page Locator
- Magnification preset
- Calculator
- Clock
- Calendar
- Computer access
- Foot switch
- Toggle and split screen
- Multiple video modes

Mod 1 Mod 2 Mod 3



Magnification depends on make and size of monitor used



Phone 01933 415800

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Tribute to Dean Jackson

It was with deep sorrow that we learnt of the unexpected death of Dean Jackson, HumanWare's BrailleNote Product Specialist, passed away suddenly at his home on Tuesday 11th April, 2006.



For the past three years, Dean made his cheerful presence felt around HumanWare. He has been a popular and valued colleague to all of us, and became a friend to many on the HumanWare team and many of our customers. This was reflected in the messages of condolence the Company received from around the world, which were passed on to Dean's family.

myReader wins acclaim from Dutch Rehabilitation Centre

The Visio Het Loo Erf Rehabilitation Centre in Holland is an organisation that assesses the needs of all visually impaired people in the Netherlands who are either working or looking for employment. They carried out controlled experiments comparing **myReader** to a standard CCTV.

The results have been spectacular with many people with severe low vision now able to read faster, for longer and with greater comprehension. In one instance a lady who could use a CCTV for only 2 minutes was able to use myReader for 2 hours with short breaks. In another case, an experienced CCTV user failed to answer any questions relating to text he had read on a CCTV, but went on to answer **ALL** questions relating to a piece of text he read on myReader.



If you would like a copy of the assessment, please contact our sales office.

BrailleNote GPS Version 3.5 is available. Some of the exciting features of this upgrade are new maps and POIs for the UK, America and Canada, including automatic off-route warning, estimated time of arrival, wrong direction alert at the beginning of a route, new multiple repeat and stationary announcements. Other new features include easily calculating the distance and direction to a street address or intersection, finding out the relative location of hundreds of Points of Interest, automatically create routes for either walking or riding in a vehicle, providing detailed information about the speed and direction you are travelling in and your altitude.

Committed to supporting the best products with the best people....

HumanWare strive to continuously improve all aspects of our services to you our customers and partners.

With this in mind, we are delighted to introduce Brenton Canning, who is joining our Training and Customer Support Department in the UK.

Why are we so delighted ? Brenton joins us from our New Zealand Head Office, where his role as Senior Verification Engineer - BrailleNote Software Development Team - gives him tremendous product knowledge and expertise.



Brenton Canning,
Training / Customer Support



Back row Jason Gadsby, Martin Griffiths
and Keith Gardner, seated Tom Burton

Brenton is joining our Training and Customer Support Team headed by Martin Griffiths. As part of our plans for continuous improvement Brenton will also be involved in the regular training of all our staff to pre-established training knowledge levels. This ensures a consistent level of service throughout the Company

Also, you may not have been aware, all phone calls from customers requesting technical support are monitored as to the nature of the call and the time taken to provide an answer to the customer's satisfaction.

Our minimum targets are 94% of enquiries cleared on the same day.

Trekker GPS 2.7 the Wireless Generation now provides the comfort, flexibility and performance of the new generation of wireless GPS receivers. The Trekker 2.7 version offers enhanced input efficiency through the ability to enter text in Grade 2 Braille and the possibility of using an external Bluetooth Qwerty or a Braille keyboard. Trekker 2.7, based on the simplicity of wireless technology, allows the users to easily wear the equipment without the hassles of the wires and adapt it to their own needs. There are now over 90,000 listed Points of Interest for the UK. The system can be further enhanced with the Maestro PDA applications.



The WAVE makes a Splash at £235

A powerful, compact, and affordable DAISY player

For school, work, or leisure, Victor Reader Wave offers everything you are looking for in a digital talking book player at an affordable price. Victor Reader Wave is a DAISY talking book, MP3, and music CD player.



The Wave's advanced functionality allows you to read highly structured school books, manuals, and reference books, as well as novels and magazines. The Wave offers increased performance including faster book navigation and improved MP3 CD features.



Q - What does the acronym Daisy stand for ?

A - Digital Accessible Information SYSTEM

DAISY assists people who, for different reasons, have problems reading regular print

There are many kinds of DAISY books, ranging from audio only to text only, with full text and full audio as the fullest and richest reading experience for the reader. Depending on the structure of the book a person can move to a specific page or paragraph or a personalised bookmark as opposed to just chapters or tracks associated with conventional CDs

A range of DAISY format titles are available from members of the DAISY Consortium and people in the UK can purchase or borrow these titles directly from the RNIB. We suggest you contact customer services at RNIB Peterborough on 0845 7023153 for more details.

The smallest, lightest, most portable solution for note taking with state-of-the-art connectivity

Manage your appointments, contact list and tasks, take text notes with a standard or Braille keyboard, record voice memos, consult and edit documents, read books (including DAISY), manage your e-mails, and listen to music too — all in the palm of your hand.



Maestro V2.0 offers you unparalleled portability and the convenience of advanced wireless technology. You can use the infrared and Bluetooth technologies of the PDA to communicate with peripherals without the hassle of cumbersome wires and adapters. Using the Wi-Fi capability, or send or receive your e-mails when you are on the go.



As many of our customers were educated at the Royal National College for the Blind (RNC) at Hereford, we were delighted to hear the College had been awarded the prestigious Learning and Skills Beacon status, by the Department for Education and Skills.



This award follows its' outstanding (Grade 1) Ofsted Inspection which placed RNC as the Number One College in the Country for Education and Training of people with sight loss.

RNC is one of only eight colleges in the UK to be awarded the Beacon Status. A rigorous selection process reviewed the work of the College in a number of areas, including curriculum, opportunities for students to gain vocational skills and the success rate in terms of how students progress to higher education and the workplace.

As a Beacon Status College, RNC is regarded across the education sector as a model of excellence and will work with the department for education and skills and the new quality improvement agency to actively support the drive to improve standards by sharing the practice with other colleges.



We are delighted to be associated with the Royal National College, as many of the students are using HumanWare low vision magnification and braille technology. In fact Martin Roberts, our Sales Support for Blindness Technology attended the RNC before going on to University.

Chairman of the RNIB, Colin Low becomes Lord Low of Dalston

We would like to offer our congratulations to Lord Colin Low on his Appointment to the House of Lords, and wish him well in his continuous efforts to raise the profile of disability Issues from within the House.



RNIB Chairman Colin, has been appointed to the House of Lords as a new non-party political peer. He was recommended by the House of Lords Appointments Commission for his work as Chairman of RNIB, President of the European Blind Union and his work as a campaigner for disability rights. Colin has been Chairman of RNIB since 2000 (Vice-Chairman since 1990)



Phone 01933 415800

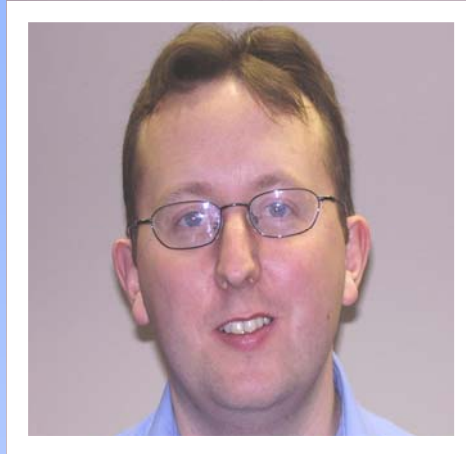
Meet the team...

we would like to introduce our new staff members



Amanda Hodges

Internal Sales
Administrator



Eddie Davis

Logistics
Administration



Joanna Momi

Receptionist



The nation went barking mad for the Blue Peter Bark in the Park events celebrating 75 years of Guide Dogs.

Thousands of visitors, many with their pet pooch in tow – went along to the Blue Peter Bark in the Park events which were simultaneously held on Sunday 28 May at several locations around the Country.

We were invited to join in the fun and Chris Frost and Martin Roberts along with Martin's Guide Dog Jaid attended the event in Basildon to exhibit our products in the Technology Arena as the only assistive technology company.

Exhibition Corner



In the coming months we will be exhibiting in the following towns and cities around the UK :

London, Aberdeen, Truro, Gateshead, Colchester, Scarborough, Southend, Plymouth, Manchester, Grantham, Caernarfon, Eastbourne and Chester.

To find out when we are exhibiting near you, please call our Sales Office.



Humanware™

**Russell Smith House
2 Bullmatt Business Centre
Northampton Road, Rushden
Northamptonshire NN10 6AR**

Phone : 01933 415800

Fax : 01933 411209

Email : eu.sales@humanware.com