THOMSON REUTERS STREETEVENTS

EDITED TRANSCRIPT

VUZI - Vuzix Corporation - Special Call

EVENT DATE/TIME: MARCH 31, 2020 / 6:00PM GMT

THOMSON REUTERS

CORPORATE PARTICIPANTS

Ed McGregor *Vuzix Corporation - Director of Institutional IR*

Paul J. Travers *Vuzix Corporation - Founder, Chairman, CEO & President*

Shen-Fang Cheng *Vuzix Corporation - Senior Application Engineer*

CONFERENCE CALL PARTICIPANTS

Percy Stocker *Ubimax GmbH - Co-Founder and COO*

PRESENTATION

Paul J. Travers *- Vuzix Corporation - Founder, Chairman, CEO & President*

(technical difficulty) there's an optic center of the world. This is our facility. It's about a 40,000 square foot facility that manufactures our waveguides and all of the display systems and our smart glasses that you guys will be seeing in here shortly.

Continuing quickly, we have a pile of Fortune 100 companies that are currently using our products in a lot of different places. I will say of late this whole remote support and business continuity is becoming a big thing for folks. And the value-added reseller front, we have a bunch of companies that write software and applications and bundle our hardware with their final solutions. And then finally, we have really a nice list of customers that are currently using our products and some of them are beginning much broader deployments. 2020 is an exciting year for Vuzix, despite all of the challenges in the world these days, which has put some business at Vuzix on hold, but it has taken other portions of our business and actually accelerated it. You might imagine business continuity is one of those areas in order to be able to keep things moving and know what's going on in your facilities around the world today, you certainly can't easily get there on an airplane. And so with Vuzix's glasses, you can send those instead of a person. And with the glasses in the remote facility, you can then monitor, support, have business continuity happening. And you can imagine doing that in a lot of different fields. It's not just for industry. We have people in the telemedicine and telehealth markets that are using our glasses right now to help with remote nurses in the field or even inside of emergency rooms, where they're trying to, today, get support from a doctor who is probably strung out so busy throughout the facility. He doesn't have enough time to be everywhere. So what some of the nurses are doing today is they're even taping phones to their foreheads to try to do a phone call where the camera is looking and the doctor can help with X, Y, Z, whatever the issue might be. So you can imagine if you had a pair of glasses that were designed to do this, it's a great market to be able to be supportive today.

In the warehousing and logistics, this is pretty much what it sounds like you use our glasses often with either a bar code scanner or a handheld wrist scanner. And you put these 2 things together and you can pick significantly faster using the glasses. In manufacturing, with work instructions, video quality reports, et cetera, which I will show you some examples of here shortly. And then in field service, it's a big deal. You have a bottling line that goes down and it's not working for a day because you couldn't get the technician out to fix the bottling line or you just have a pair of glasses sitting there. And within an hour, that line is up and running. It can be hundreds of thousands of dollars saved by having this capability in the field. So there's lots of places where these smart glasses are being used these days, and there's lots of off-the-shelf applications that just make them useful immediately for today.

The M400 is one of Vuzix's black flagship products. This guy is wonderful in that, it is designed to go to work. It's super lightweight. It's in ounces. And you can see here on this frame, it's basically a computer stick. I can move my mouse pointer here. This thing's got an Android processor in it. It's -- in fact, it's an 8 core processor from Qualcomm called the XR1, it's one of their latest processors. It's got WiFi, Bluetooth connectivity. So all of the things effectively you might have in your phone for connectivity with the exception of LTE or cellular support. That's not built into this guy, but you can easily do that through a WiFi hotspot. It's IP67 ruggedized. What that means is we can dip it underwater, you can use it in a dust storm. This thing works in environments where it's so hot that the user can only be in that environment for an hour before they have to get out of it. And the glass is just keep ticking through all of that. It's also rugged to 2-meter drop test. You can drop it on a cement floor at any angle, 2 meters up and it will not break. It's got this beautiful OLED display. So the contrast when you look inside of this is crisp. I'm sure you all remember when Apple

THOMSON REUTERS

went to their retinal displays, they called it for their phones. That's the look and feel you get when you look at the display system that's on this thing.

It's also got an amazing camera. Camera is 12.8 megapixel. It's got image stabilization built in. So you can imagine when you're wearing these glasses, doing a remote support call, if your heads moving around a little bit and stuff, all that is stabilized out. And it's got what's called face detect autofocus. You'll see when I log in here in a few minutes to show the application working, the minute I hold that bar code or the QR code up to log in, boom, it's game. So it's a fantastic display system. It's a fantastic camera. It's got right on the front of this thing a flashlight also. So when you're working in darker environments, you can illuminate things better. It is running with the latest version of Android 8.1, but it's also on a path for upgrades all the way out to 10. Over-the-air updates, and it works with many of the mobile device management applications that are out there today.

So there's lots of questions on batteries we get with these guys, and there's a lot of different ways you can work with batteries on this. One of them is the system that it ships with is an IP67-rated battery. So with this get up right here, you could be out in a monsoon and use these glasses without a problem. It's got about a 2 hour -- 2.5 hour, 2-plus hour run time based upon what you're doing. And then we have an extended use battery. It's not IP67 rated, but it can get somewhere between 4 and 6 hours. And actually, this is for streaming video. If you're doing applications where maybe you're picking out of a store, or out of a warehouse, you can get full day's use out of it. And then finally, it works with almost any remote battery. So we have one that we shipped with it from a firm called GoPlug, they're a partner of ours, and that thing gives you probably an 8- to 10-hour run time at least maybe even a few days, frankly. So there's lots of battery options.

And really importantly, as these things are designed to go to work. If you have a monocular display system, most people use it on the right eye, but about 20% to 30% of the population are left-eye dominant. So you have to have the ability to move from the left -- the right eye over to the left eye. And the way this thing is designed -- let me grab this guy really quickly. The software inside of this device is designed so that if you flip it this way to go on the other eye, everything reorients automatically for the user. So it's left eye or right eye usable. This is a big deal. I mean when some of our competitors go to work, you got to tell your employees, they have to go home because you can -- it only works with the right eye-dominant people, that's just not acceptable in industry today. There are people that have glasses. And these over the glasses frames on the far left are designed to go over your prescriptions. You can see here, there's a battery on one side and there's the glasses on the other, so you can flip them back and forth between the 2 sides. We work with hard hats. We work with safety glasses. This particular pair of safety glasses has your scripts that you can get for them. Headbands, again, left eye, right eye mountable, safety bump caps, visors, baseball caps. We have built this on a standard rail mechanism, and we publish the specs for this rail. So people want to put these on any kind of device that they might be using in the field, a special para -- noise-canceling headphones, whatever. It's very easy to print your own mounts for it at the same time. So we have a series of these products, not just the M400, which you are seeing previously.

At the Consumer Electronics show here just this last year, we introduced a product called the M4000, that's this guy on the left. And the interesting thing about the M4000 is it's got an optically see-through display system. In the case of the M400, right here, when you look into this, it's like looking into a viewfinder. So it's sort of like a picture-in-picture. It's great. Most people use it whether it's lowering their vision a little bit or a little bit highering their vision. So they can still see around it and work and they glance into it when they want information. With the M4000, literally, it's like the heads-up display in a car or a fighter pilot's cockpit. You look through it and the imagery just floats out and stays in front of you. This guy will be shipping towards the end of summer for Vuzix.

Then we have the Vuzix Blade, which is our first pair of glasses that sport waveguides here that are like in the M4000. But in this case, they're in a form factor that looks like an awful lot like a pair of regular glasses. The big markets for this guy, because you don't look so odd when you're wearing them, are in security, first responders and the prosumer marketplaces.

And finally, of late Vuzix is also doing a lot of OEM business, where we have partners coming to us, asking if we can take, especially our display technology and move it into form factors that these companies need to have to solve some of their own problems in the world. It's great to be able to put display systems in a pair of -- in end devices and have them operate just like they were the heads-up display in a car, but -- and these are really tiny form factors. And Vuzix stands alone almost from a perspective of a smart glasses company that's supplying these kinds of solutions.

So from a perspective of price, again, we have a range of solutions at Vuzix. M300XL, which we didn't talk about, is a predecessor to the M400, and that's about an $800 offering today. The blade itself, there's 2 versions of it. One of them is designed for ANSI Z87.1, which is basically safety glasses. There are $1,000. And then there's an $800 payer that are just more commercial/prosumer style. The M400 is $1,800 today. And then finally, the M4000 will be $2,400, $2,500.

So how does this all work? It's a great product, but by itself, the M400 is useless. It's a computer that you can wear, but you need applications to run on it. And it does come with a bunch of applications like the camera and those kinds of things. And the desktop can be completely voice-controlled now. But to really make this thing saying, it's nice to have other software that's been written for it. And we have a partnership with a company called the Ubimax in Germany. These guys make the best, I would suggest, enterprise level, Frontline worker software on the planet today. They really have had a focus for long years here now, building these applications, that are designed for doing work instructions. They're designed for remote support and the like. And I'm actually -- we're happy to have Percy Stocker here with us today. He's from Ubimax. So he's going to give us a little bit more background on Ubimax and Frontline a little bit. And then we're going to give you guys a demo of our glasses mostly running around the Frontline piece of software.

There's other connectors that you can get for the glasses to today. If you just need basic stuff, like maybe you're a teacher. And the teacher is sitting in front of a chemistry lab and she needs to teach with her students, you can use the Zoom Connector with the Zoom running, you can join a Zoom meeting and 100 students could all watch the teacher as she was teaching. So same thing. We have not announced it yet, but you'll be seeing sometime later this week. We have a Cisco WebEx teams connector that's coming, and we have one for Skype at the same time, Skype for Business.

So Percy, you want to jump in on this one, please?

Percy Stocker - *Ubimax GmbH - Co-Founder and COO*

Absolutely. And thanks for having me on the call today and allowing me to talk through this a little bit. I will be focusing on the remote assistance piece because that's what the webinar is called, even though the solution spectrum that we have is quite a lot bigger than that. But one of the main functionalities, as Paul already pointed out, is the remote support application, which we call xAssist and this piece allows a user of the M400 glasses to get in touch with either one expert, also a group of experts. You can actually have a group of people collaborating around a certain problem. And that is already widely used. And the main applications that we see for that is either you have a company that is using it in-house. So we have big companies, e-commerce companies, for example, these days that are -- challenge that they still need to set up new warehouses. Not every business is starting down these days, some businesses experienced extremely high volumes. And as they set up new warehouse facilities, they need to transfer the knowledge to these places, and they have a hard time doing that. And that's what they use remote assistance for.

Another example, would be BMW collaborating with all of the dealers. So all of the dealers have our xAssist solution. They call it slightly different, it's white labels, they call it our vision. And they use it to collaborate with the technical support engineers at BMW and also with the BMW folks back in Germany. So you can use that either internally or you can do what some of our other customers are doing like Krones that use it for collaboration with their customers. So Krones, you may not know them, they make bottling machines that are being used by Coca-Cola, for example. And they have our remote support solution to provide an additional kind of service level when they sell a machine, so they would be able to help the customer troubleshoot quicker. And they've done that even in times that are not these very restricted times, and it makes it faster and more secure to get things fixed. And we also got a verification that the fix actually took place. And the interesting part is that this collaboration features are 100% integrated also with workflows. So what you can do is you can run all kinds of workflows. It could be logistics workflows, it could be somewhat of an assembly line, it could be somewhat out in the field running through a replacement of a part, fixing a machine, doing a maintenance procedure. And then everybody knows that at least from home when you build on the IKEA furniture, sometimes the parts look very different than the instructions. And then you're like, oh, it would be nice if I could talk to someone if there's a piece missing or if I'm just looking at it the wrong way. And then you can say call support, and that gets you directly into the support call with xAssist.

The workflows that they are running through, they can be used for instructions, but they can also be used for documentation. So we have quite a few companies that not only use that for guiding people but for guiding them to audits, for example. So that in the audit, they are able to take down the notes and then to complete the audit hands-free which allows them to work in a safer, quicker kind of way and all that gets linked into the back-end systems at the moment.

THOMSON REUTERS

If you flip to the next slide, I think you have a few more logos there. And I can -- there's companies that using very different contexts, but there's, for example, companies like Coca-Cola that use it in for logistics. They have -- in Europe, they already have about 7 or 8 countries, I believe, live, another 7 or so are planned until the rest of the year for distribution. They experience a high call or request for their products. But they also use it for remote assistance so to collaborate. So not only to guide logistics workers, but also for maintenance and so on. [Schneller], said there's also a lot of logistics, but they also use it for value-added services. So they would be providing instructions as they deliver parts out to big automotives like Porsche, like with Volkswagen, they would guide people through some assembly procedures during these times as well. And then KONI also does logistics. Siemens uses a lot for collaboration. And so it's a pretty big spectrum in terms of use, what you see from these companies. I don't want to take that too much of the airtime.

Happy to answer any questions that may come around these products and handing it back over to Paul here.

Paul J. Travers - *Vuzix Corporation - Founder, Chairman, CEO & President*

That was awesome, Percy. Thank you very much for a little bit of background on Ubimax, and what some of your customers are doing. What we're going to do now is actually go and do a live demonstration here. So bear with me, folks, I'm going to make sure the right windows are open. Okay. Let me do this, do this. Okay. Hold on everybody. I'm going to stop sharing for a moment. And then I'm going to reshare another window. Okay. What everybody should be seeing here is the desktop of the M400 that I'm wearing.

Sam, can you verify that what everybody is seeing?

Shen-Fang Cheng - *Vuzix Corporation - Senior Application Engineer*

Yes.

Paul J. Travers - *Vuzix Corporation - Founder, Chairman, CEO & President*

Okay, fantastic. So you can see as I'm looking into the glasses here, the desktop that you have up in front of you is exactly the things that I'm looking at. And each one of these little icons that you're seeing is a different application. There's a gallery, there's files and downloads, et cetera. What I'm sitting on right now is the center one that's called Frontline, and that's the application that Percy was talking about from Ubimax.

Let's go inside. And I think the first thing that you will notice is that there are 3 icons across the bottom and there are words underneath each one of these icons. So what I'm going to do actually, if I say any one of those words, it will execute that portion of Frontline's actions. So what I'm going to do, I'm actually going to show, as Percy was saying, some work instructions. So I'm going to build this pen here. We go to trade shows, and we hand out the pieces to these pens, and we give people the glasses so they can each build their own pen. And so we're going to do the work instructions to build this pen, and then we're going to have some technical difficulties with how the pen operates in the end. And I'm going to issue a quality report. And then when I'm done with doing that, Shen-Fang Sam, one of the gentleman who's online with me here. He is an expert that designed this pen. He's actually sitting right across town here in Rochester. But we're going to pretend, he's in China, and I have to make a phone call to him to get help to figure out how come these pens aren't working right. So that's the scenario that we're going to go through really quickly here.

Start work. Now it's asking for me to scan my bad, watch how quickly it does this. So we've logged into the system now. My tasks, pen assembly. Now the first thing that you do, there's not many steps to build this pen, but one of the first things is to collect the parts and then it's step, step, step. So I'm just going to kind of go through this reasonably quickly. Continue. You can see, let's get the parts, continue, continue, continue, continue. As it happens, Vuzix uses the same application with our glasses on our plant floor, especially when we get new employees that are learning a new process. It probably took maybe less than an hour to put these kind of work instructions together for this. But here we are, it's at the end. And as you can see, I'm using my pen, maybe -- yes, you probably can see in the little inset. This pen is just not working right. There's obvious operator error here, but we're going to blame it on the work instructions. I have 1,000 of these things sitting in the warehouse, and I'm frustrated that they're not working. So let's first write a quality report.

THOMSON REUTERS

No. Document defect. Record comment. Record. I don't know who made these work instructions, but they did a lousy job. This pen just does not work. So you can see it does a great transcription of my voice. And accurate when I say confirm, it puts it in the database. I can take pictures along the way. At this point in time, I could have watched the video to understand what I might have been doing wrong. Confirm. Confirm. But what we're going to do now is go back and do a remote support call, again, to Sam.

Continue. Return. Call support. Now in this case, you can see there's one person I can call. There could be -- because Sam is running a very robust pen business, 15 different people that I could get support from, and I could select from that list. In this case, as it happens, Mr. Shen-Fang is the only gentleman who is online. So admin. And as you can see, it's ringing in on Sam side. I just took a moment to mute...

Shen-Fang Cheng - *Vuzix Corporation - Senior Application Engineer*

Paul, how are you?

Paul J. Travers - *Vuzix Corporation - Founder, Chairman, CEO & President*

Yes, yes, I'm good, Sam.

Shen-Fang Cheng - *Vuzix Corporation - Senior Application Engineer*

Yes. So I think I heard you said running to some issue. Can you hear me correctly?

Paul J. Travers - *Vuzix Corporation - Founder, Chairman, CEO & President*

I can hear you fine, Sam. But you see here, I got the pen. I think Zoom is having some bandwidth problems just a little bit here. This is usually an HD feed. It's beautiful, but here we are, Sam. For some reason, this pen is not working. Can you help me out?

Shen-Fang Cheng - *Vuzix Corporation - Senior Application Engineer*

Sure. It seems like you are holding in the wrong position. So actually, if you want to use the pen, this is the part, actually, you will need. This is not a good part. So...

Paul J. Travers - *Vuzix Corporation - Founder, Chairman, CEO & President*

Oh I see, I see, I see. Okay, hold on. So if I move the pen around.

Shen-Fang Cheng - *Vuzix Corporation - Senior Application Engineer*

Yes. Now it's complete.

Paul J. Travers - *Vuzix Corporation - Founder, Chairman, CEO & President*

That's great, Sam. Sam, can you maybe zoom in on the pen?

THOMSON REUTERS

Shen-Fang Cheng - *Vuzix Corporation - Senior Application Engineer*

Sure. So I can zoom in a little bit. Yes. So now I just zoom in 4.5x. Actually, you can zoom in all the way to the 10, so probably that's too close. And on this platform, you can basically do anything. And then, for example, I can open the spotlight. If you're room, it's too dark, I can open a spotlight, almost did.

Paul J. Travers - *Vuzix Corporation - Founder, Chairman, CEO & President*

Yes, I can see the flashlight going on and off there, Sam. So you can do a lot of remote control stuff with this guy.

Shen-Fang Cheng - *Vuzix Corporation - Senior Application Engineer*

Yes. That's correct. And then what I can do, this is a little bit of an AR feature. So what I chose, I just draw a circle aligned with this pen, and you can see this rectangular box will follow the pen. Imagine you are in front of 10 or 20 pen similar like this. This is probably the one which could be useful in this kind of scenario.

Paul J. Travers - *Vuzix Corporation - Founder, Chairman, CEO & President*

It might be nice to know that I'm cutting the right wire.

Shen-Fang Cheng - *Vuzix Corporation - Senior Application Engineer*

Absolutely.

Paul J. Travers - *Vuzix Corporation - Founder, Chairman, CEO & President*

Yes. Sam, this is great. Actually, you know what, why don't I end the call quick, and then you can give everybody just a really quick interface tour, don't spend a whole lot of time, but because everybody needs to understand just quickly that you can build these work instructions and everything from this interface that Sam is using right now to do this remote support call with me.

Shen-Fang Cheng - *Vuzix Corporation - Senior Application Engineer*

Sounds good. Okay. Now I'm back to the home screen on the Frontline center. Can everyone can see still see my screen?

Paul J. Travers - *Vuzix Corporation - Founder, Chairman, CEO & President*

Yes, we can, Sam.

Shen-Fang Cheng - *Vuzix Corporation - Senior Application Engineer*

Yes. So this is the interface of the Frontline platform. And you can see there's a lot of options. You can do the picking and remote support and design your work instruction, like how -- what we just did before. And then this is the creator that had built a work instruction for POL. And then you can see this is a step-by-step information. And then you can see this is all the instruction that I built in the past. Just start from this one. The pen I assembled I just did in the past. So you can see all the information. So you can have a preview and then when Paul had a issue and they have a way to do Q&A troubleshooting.

THOMSON REUTERS

Paul J. Travers - *Vuzix Corporation - Founder, Chairman, CEO & President*

That's really good, Sam. So when you're done, you publish this and then that becomes a work instruction that somebody can use. So you can see this is -- Sam makes it look easy, but it really is easy once you learn how to do this to make work instructions very, very quickly out of existing PDFs and pictures and just a few types of some words. Thank you, Sam. That's really good.

Let's go back to the meeting now, the webinar.

Shen-Fang Cheng - *Vuzix Corporation - Senior Application Engineer*

Cool. Sounds good.

Paul J. Travers - *Vuzix Corporation - Founder, Chairman, CEO & President*

Okay. And let me get out of this. Hold on here.

Sam, can I have the desktop back?

Shen-Fang Cheng - *Vuzix Corporation - Senior Application Engineer*

Yes.

Paul J. Travers - *Vuzix Corporation - Founder, Chairman, CEO & President*

Okay. I think now we're ready for some Q&A. By the way, I do think it's worth making the point. The way you guys were seeing me operate and the way most of this was working was I had the glasses on and I had a USB cable, this cable back here, tied to my desktop. These normally would be just running on a battery and WiFi connected to the system. The reason why I did it this way so I could share what I was seeing on the M400. It normally wouldn't be that way. And it's probably part of the reason for the -- a little bit of the fuzzy video as we were going multiple times through Zoom, which was the actual final video transport that everybody else was looking at this. So this was -- this is all being done through a Zoom call. Normally, it would be me talking directly to Sam with a wireless WiFi connection, no wires anywhere. Okay.

Ed, are you able to have any questions for us?

QUESTIONS AND ANSWERS

Ed McGregor - *Vuzix Corporation - Director of Institutional IR*

Yes, Paul, we have a few. So we'll just take them one at a time here. What's the best third-party library

(technical difficulty)

Paul J. Travers - *Vuzix Corporation - Founder, Chairman, CEO & President*

I'm sorry, can you repeat that again?

Ed McGregor - *Vuzix Corporation - Director of Institutional IR*

Of course, what is the best third-party library we can use in order to stream video to any other server?

Paul J. Travers - *Vuzix Corporation - Founder, Chairman, CEO & President*

Well, WebRTC is probably one of the most famous ones that are out there, and that works pretty well. If you're writing your own software. If you want off-the-shelf stuff, there might be some other answers. My recommendation there would be to contact Sam after this call, and he can reach it out directly to you to give you some other options. Our -- we have an incredible technical staff here at Vuzix that can help out with that.

Ed McGregor - *Vuzix Corporation - Director of Institutional IR*

Okay. Here's another. We need video capture documents, does the video quality allow text to be readable?

Paul J. Travers - *Vuzix Corporation - Founder, Chairman, CEO & President*

Yes. When you take an image capture, Sam didn't show this, but instead of running real-time video all the time and capturing from that real-time video feed, you can take a 13-megapixel image with this. And so when you hit, take a picture, it can go out and grab the full high-resolution content, and then you can edit and look at that content.

Percy Stocker - *Ubimax GmbH - Co-Founder and COO*

And maybe I can add to that from a workflow perspective. So you can do that right out of the call, as we saw today, and the resolution is quite amazing. We can also do that as part of a workflow. And as part of the workflow, you can always capture either video footage or images right out of the workflow as well and then document without needing to be on a call.

Ed McGregor - *Vuzix Corporation - Director of Institutional IR*

Okay, another question. Does the frontline application support 3D models and/or interaction with them?

Paul J. Travers - *Vuzix Corporation - Founder, Chairman, CEO & President*

Percy, you want to take that one? It seems like we might have lost Percy.

Percy Stocker - *Ubimax GmbH - Co-Founder and COO*

Sorry, I was on mute. Sorry, I was on mute. 3D models is something that we can tap into. But keep in mind that the device that we're looking at right now is a head-up display. So you can take a look at 3D stuff, but it wouldn't float in the middle of the room. So I think it's just from a hype factor expectation kind of view. It depends a little bit what you need, but we have customers that draw later and then tend to visualize it, yes.

Ed McGregor - *Vuzix Corporation - Director of Institutional IR*

Okay. I think this was partially answered, but can you import steps or the creator from a Word or PDF document?

Paul J. Travers - *Vuzix Corporation - Founder, Chairman, CEO & President*

You can cut and paste out of any of those documents and put them on. The M400 does have a limited screen size. And quite frankly, most people use these things for step 1, step 2, step 3 kinds of stuff, which is the bulk of manufacturing today. You can get torque specs illuminated, and you can, again, take cuts and paste out of PDF documents, out of all of that kind of source material. But the ultimate goal here is to provide very concising to the point, Word constructions to get a particular task finished.

Percy Stocker - *Ubimax GmbH - Co-Founder and COO*

And to add to that -- just to add to that, there is a feature where we can import a PowerPoint document and that will create a workflow out of the PowerPoint document. So we know that customers have step-by-step instructions, some have Word. I mean, there probably could be something similar for Word, but with PowerPoint as a standard way to do that. And then there is also the possibility if you have your data in a structured form in a back-end system, we can tap into the back-end system and draw the data from there, make it available and then also write it back into a back-end system. So there's a lot of different ways on how existing material can be reused. If you have a PDF document, there is also a component called a PDF Viewer. And you can make that PDF document available as part of a workflow using that viewer. And then you can scroll by moving ahead to look through that. And if you want to share documents as part of a call -- remote assistance call that we're focusing on today, then you can bring up documents in the call like pictures. And you can also share your screen. So anything that you can bring up on your computer screen as the expert can be shared via Screencast, and that's unlimited. I mean that can be Excel documents or whatever you bring up, I mean web pages, manuals, transactional.

Ed McGregor - *Vuzix Corporation - Director of Institutional IR*

I think that's the current questions I see on our list here, Paul.

Paul J. Travers - *Vuzix Corporation - Founder, Chairman, CEO & President*

That's great, Ed. Thank you. Well, you can get back to us folks at vuzix.com, if you have any further questions. Thank you very much, everybody, for joining the webinar today, and stay safe out there. Thank you.