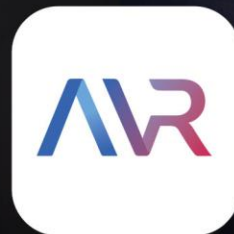




Augmented Virtual Reality for Telco Providers



VIRTUAL REALITY
(encapsulated environment)



AUGMENTED REALITY
(digital content overlayed on real world)

Company Overview

Company Overview

- **World leader** in Augmented Virtual Reality (AVR) based knowledge transfer
- **Mission-driven Organization:** bridging the gap between man and machine
- **Award winning AVR Platform** creates, stores, analyzes, distributes and publishes AVR, Access to 960,000 3D assets and a Vast Global Marketplace & 41m viewer downloads
- **Proven Sales Strategy:** Eon Human 2.0 government uplift student & workers, Classroom 3.0 Students Learn faster, remember longer and make better decisions, Industry 4.0 Enterprise solution
- **Customer Success:** including Denso, US Airforce, USAID, China Merchant Group, NTU, Shell
- **Industry-leading Management Team:** proven experience in Enterprise solutions, Education and ICT.



AVR Landscape

AVR Landscape

Hardware Platform Providers - Eon Partners Not Competitors
Eon's AVR Platform Agnostically Publishes To These Hardware Devices



B2C Entertainment, Gaming & Consumer
Eon Does Not Compete In This Space



B2B Enterprise & Education AVR Platform
Knowledge Transfer



For details please see [Competitive Landscape & Why is EON uniquely positioned](#) (33 pages PP)

Game Engines - Eon Partners Not Competitors
Eon's Avr Platform Can Agnostically Integrate With These Engines

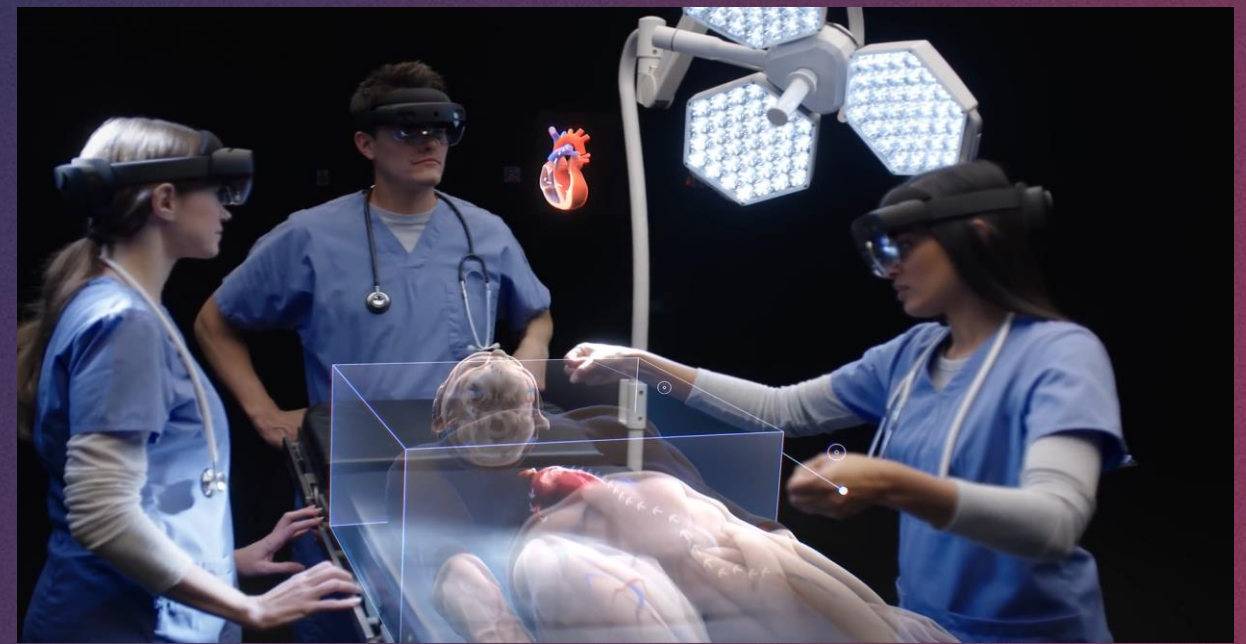


Large investments in AVR Displays & Glasses

- **Magic Leap**
- **Microsoft** HoloLens
- **Facebook** Oculus
- **Apple** document revealed the company plans to launch an XR display (HMD) in 2022, Apple could do for 5G what Apple's iPhone did for 4G



Apple CEO Tim Cook regards augmented reality as “a big idea, like the smartphone” “The smartphone is for everyone... I think AR is that big, it’s huge.”



“This new medium will to transform how we work, learn and play,” **Microsoft** CEO Satya Nadella



“New chapter for spatial for enterprises across all industry sectors,” Omar Khan, chief product officer at **Magic Leap**

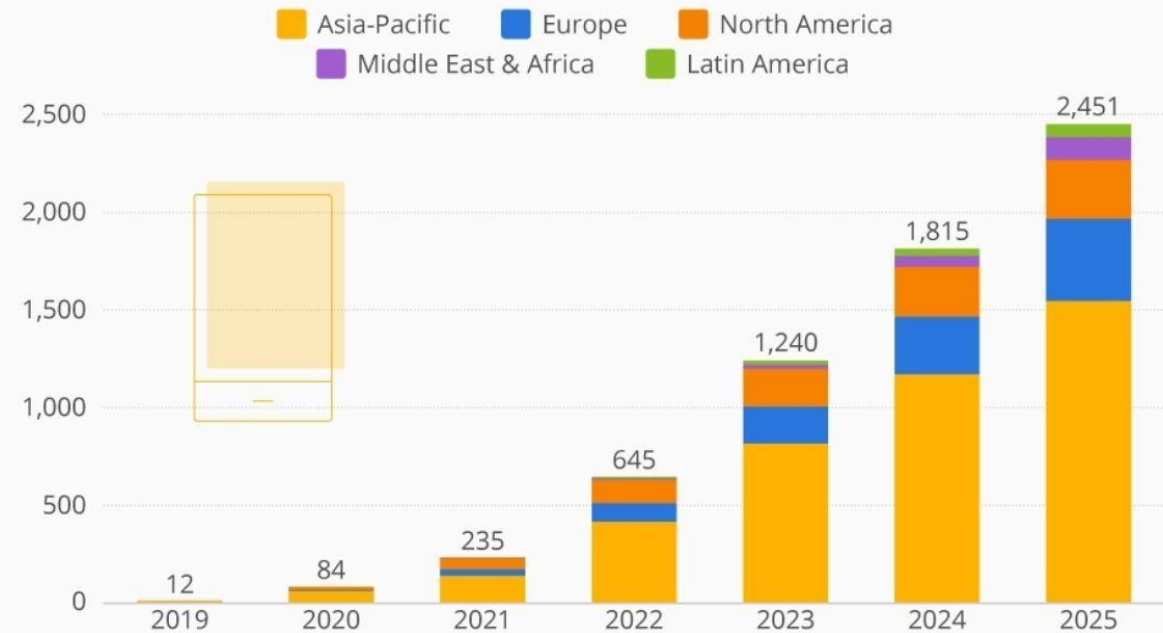
Global 5G Adoption Takes Off

Global 5G Adoption Takes Off

- The technologies within 5G were and continue to be designed to vastly expand network capacity so **cars, utility grids, appliances, medical devices, industrial machinery, homes, cities, farms** and more can all be connected.
- And 5G will **reduce delays and improve reliability, thereby enabling mission-critical tasks** such as remote surgery, self-driving cars and enhanced public safety, to make possible secure connections so lightning-fast that an entire movie can be downloaded in seconds.
- **Extended reality (XR)**: 5G technology is vastly increasing the video bandwidth for XR with powerful computing and minimal delays to, in essence, **close the gap between the real and virtual worlds**. **Education, health care and manufacturing** are just some of the fields expected to benefit.

Global 5G Adoption to Take Off in 2021

Forecast of 5G smartphone subscriptions by region (in millions)



Forecast as of November 2019

Source: Ericsson Mobility Report

statista

How can Telcos get ROI from their 5G Investments?

How can Telcos get ROI from their 5G Investments?

- Actual payoff of the 5G investment is still yet to be seen.
- Will it contribute to **self-driving cars**? Will it play an integral role in ensuring a **speedy and stable connection** for public spaces, and other large populated areas?
- **Right now, it's hard to say.**
- But one area **is in the rapidly growing world of augmented reality.**
- The real possibilities of AR still remain in the **industrial and academic sectors** — where 5G capability provides a speedy and smooth experience for **storing data in cloud-based servers rather than relying on storage within a single client**



Telcos bet big on XR future

Telcos bet big an XR future for Enterprise and Education

- Qualcomm bets big on an XR future
- Verizon develops new 5G edge technology for AVR
- AT&T enters the world of AR for enterprises ...
- NTT DOCOMO enters the AVR market
- SK Telecom enters the AVR Market
- Vodafone enters the AVR Market



Why is EON Partnering with Telcos?

Why is EON Partnering with Telcos?

- EON Reality harnesses the **power of 5G to deliver seamless AR/VR learning and training experiences!**
- What this means is that we can now deliver all our training and education content in a **borderless space, powered by the seamless connectivity offered by 5G.**
- This is why EON Reality is now **partnering with major telcos to integrate this connectivity into our cloud based AVR platform.**



The Problems for Telcos customers to adopt AVR

The Problems



There are 3 significant problems

- Lack Of Good Relevant **Content**
- Lack Of **Easy Way To Create New Content** For End Users
- Lack Of **Good Use Cases That Proves The Value & ROI For End-users**

82%

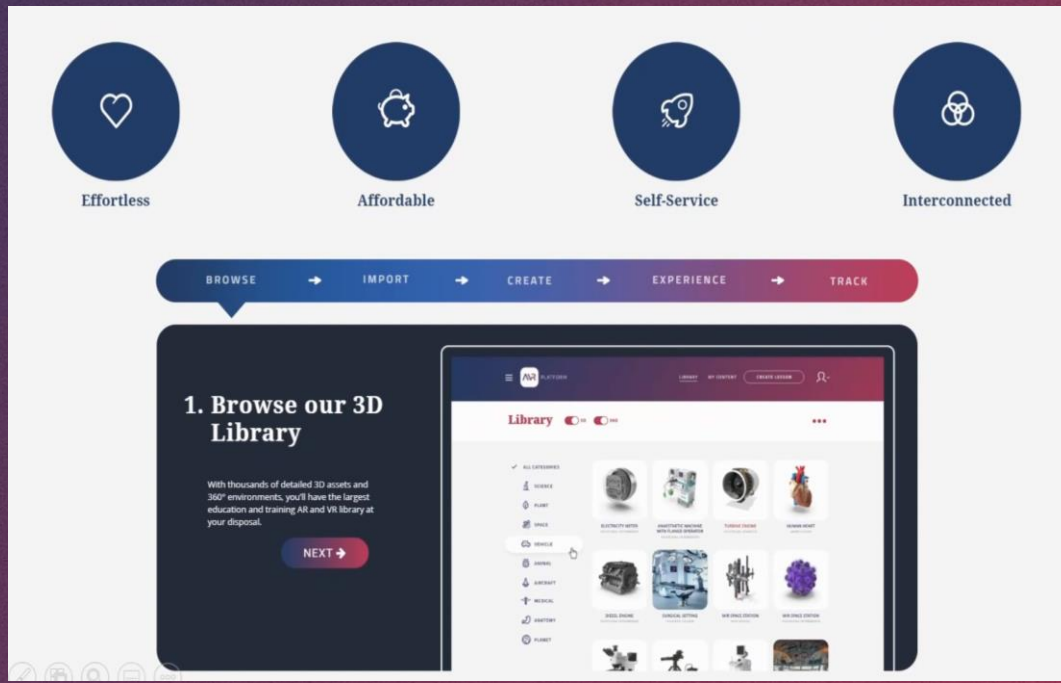
- **28%** of institutions (>26,000) have engaged in some level of AVR deployment.
- **82% have not yet moved beyond the pilot stages**

The Solution

EON's End To End Solution For AVR Knowledge Trans

AVR PLATFORM – Comprehensive AVR Platform to Develop, Run, Manage, Access, Store, Host & Distr. AVR

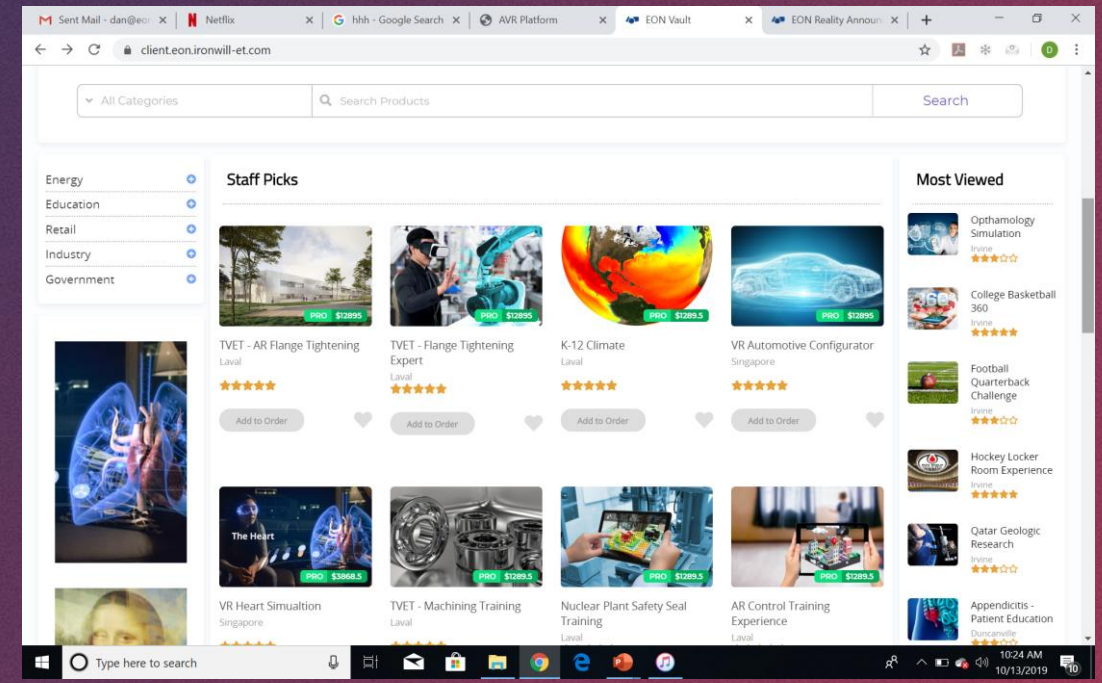
- Effortless
- Affordable
- Self service
- Interconnected VR AR Mobile
- Access to 870,000 3D assets



<https://betaaccount.avrplatform.com/Home/IndexV2>

VAULT - Vast Catalog of Augmented and Virtual Reality Applications

- Advanced Complete Application
- Addresses Specific Needs
- Supports advanced AVR Systems
- Certified by Academic Customers
- Marketplace with Revenue opportunities



<https://www.eonreality.com/press-releases/eon-reality-vault-announcement/>

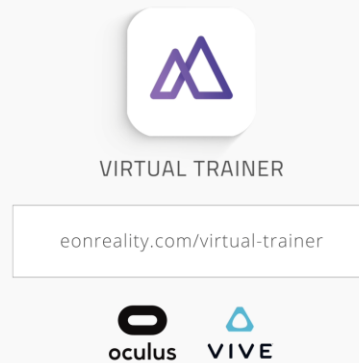
Learn



CREATOR AVR

Onboarding
Familiarization
Pre-training
Sales Training

Train



VIRTUAL TRAINER

Procedure Practice
Remote Training
Virtual Certification

Perform



AR ASSIST

AR Assisted MRO
Remote Expert Assistance
Real Time Data Display

EON's Three Step Approach

1. How we have Built The AVR Platform

- [AVR Platform](#) The new EON AVR Platform is making AR and VR content creation EASI. Effortless, Affordable, Self-Service, and Interconnected
- [Seven Important Aspects of Creator AVR](#) Reasons Why You Should Be Using Creator AVR for Lesson Creation: 1. The AVR Library 2. Easy Lesson Creation 3. Complex Procedures Made Simple 4. Exploratory Learning 5. Tracking & Assessment 6...
- Eon Reality [The Vault](#) Vast Catalog and a Marketplace for Augmented and Virtual Reality Applications
- Create VR / AR Lessons [Without Code](#) | AVR Platform
- [Multilingual Augmented Reality \(AR\) Lessons VIEW FULL PLAYLIST](#)
- [Free Immersive VR + AR Lessons | From the AVR Platform VIEW FULL PLAYLIST](#)

2. How We Sell The AVR Platform

- [Workshops and Webinars for AVR VIEW FULL PLAYLIST](#) three top down for and three bottom up approaches
- [Presentation part 1 Government Top Down](#) 109 pages (Order size \$1.5- \$7m)
- [Presentation part 2 Academic Top Down](#) 139 pages (Order size \$1.5- \$7m)
- [Presentation part 3 Industry Top Down](#) 84 pages (Order size \$1.5- \$7m)
- [Presentation part 4 Government Bottom Up](#) - 77 pages (Orders \$50k- \$200k)
- [Presentation part 5 Academic Bottom Up C30](#) 88 pages (Orders \$50k- \$200k)
- [Presentation part 6 Industry Bottom Up I40](#) - 58 pages (Orders \$50k- \$200k)
- [Presentation Part 7 AVR Platform Academic Workshop](#) - 890 pages (Orders \$50k- \$200k)
- [Presentation Part 8 Healthcare Presentation](#) - 140 pages (Orders \$50k- \$200k)
- [Presentation Part 9 Seven Lessons Learned From Creating & Learning In Augmented Virtual Reality](#) - 107 pages (Orders \$50k- \$200k)

3. How We Make Customers Successful

- Examples of some of the larger EON customers last few months
 - [USAID US Government](#) (world's largest aid organization) Size: \$6.7MUSD
 - [China Government Jinshui Science and Technology Bureau](#), Size: \$6.7MUSD
 - [Japan Tokyo Contract Size](#) \$6.7 MUSD
 - [Mohawk College, Canada Contract Size](#): \$2.3MUSD
 - [Kyoto Japan SUS Co Ltd.](#) (Publicly Traded in Japan) Contract Size \$2.5MUSD
 - [Denso, Company Size](#) \$48B in revenue
 - [University of Business & Technology Contract Size](#): \$1.45 MUSD
- University approach [Transformation of University Education for the 21st Century: Classroom 3.0](#) A Message from EON Education's Chairman Prof. Bertil Andersson [Bertil Andersson - Wikipedia](#)
- Partnership with Industry [Shell Digital Realities and EON Reality's Virtual Trainer](#)

Global Customer Success Stories



Global Customer Success

1. [Customer Success stories from Japan – 18 Pages](#)
2. [Customer Success stories from Kosovo – 9 Pages](#)
3. [Customer Success stories from Spain – 5 Pages](#)
4. [Customer Success stories from Canada – 10 Pages](#)
5. [Customer Success stories from United States – 75 Pages](#)
6. [Customer Success stories from China – 7 Pages](#)
7. [Customer Success stories from Singapore – 67 Pages](#)
8. [Customer Success stories from Italy – 18 Pages](#)
9. [Customer Success stories from Morocco – 8 Pages](#)
10. [Customer Success stories from United Kingdom – 43 Pages](#)
11. [Customer Success stories from Malaysia – 2 Pages](#)
12. [Customer Success stories from France - 31 Pages](#)
13. [Customer Success stories from Germany – 5 Pages](#)
14. [Customer Success stories from Netherlands – 7 Pages](#)
15. [Customer Success stories from South Africa – 19 Pages](#)
16. [Customer Success stories from Denmark – 7 Pages](#)
17. [Customer Success stories from Australia – 8 Pages](#)
18. [Customer Success stories from Sweden – 2 Pages](#)
19. [Customer Success stories from Egypt – 6 Pages](#)
20. [Customer Success stories from Dominican Republic – 3 Pages](#)
21. [Customer Success stories from Moldova – 7 Pages](#)
22. [Customer Success stories from Brazil – 6 Pages](#)
23. [Customer Success stories from Norway – 4 Pages](#)
24. [Customer Success stories from Saudi Arabia – 10 Pages](#)
25. [Customer Success stories from Ethiopia – 4 Pages](#)
26. [Customer Success stories from South Korea – 3 Pages](#)
27. [Customer Success stories from Romania – 3 Pages](#)
28. [Customer Success stories from Qatar – 3 Pages](#)



The EON AVR Platform

AVR

PTC

AUTODESK

SIEMENS

DASSAULT
SYSTEMES

LMS 360°
VIDEO

GIS

iOT

EON AVR
PLATFORM
AGNOSTIC

IMAGE
RECOGNITION



ODG



Google Lens

SLAM

LRS

oculus

Microsoft
HoloLens

FACEBOOK
AR STUDIO

SAP

Tango

VIVE

ARTIFICIAL
INTELLIGENCE

SCORM

UNREAL
ENGINE

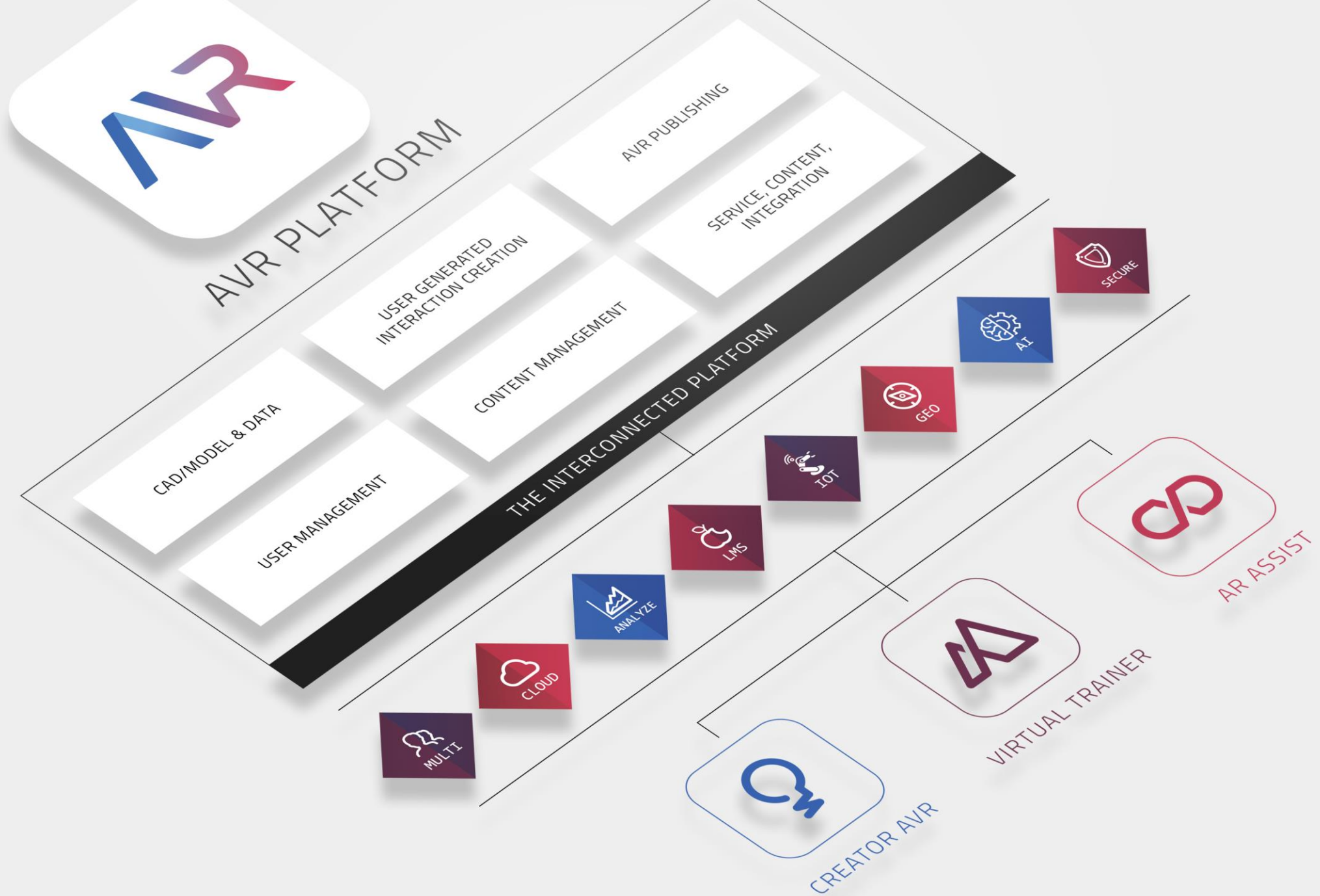
ORACLE

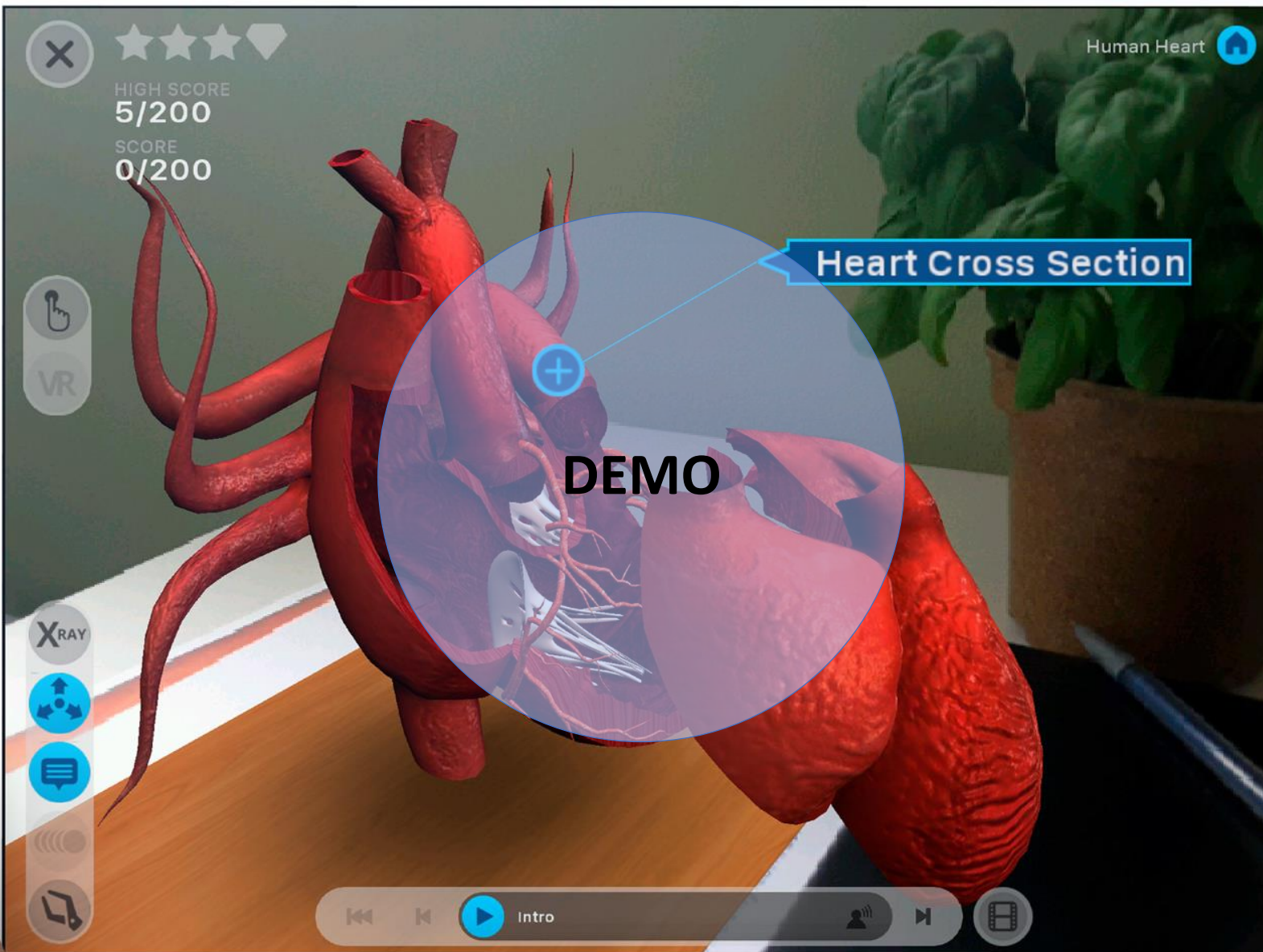
xAPI

OGRE



unity







PLATFORM

COMPANY ▾

SIGN IN

START FOR FREE



Your Content – Any Reality

LEARN/TRAIN/PERFORM using any device, web, mobile, AR, & VR



START FOR FREE

EASI Platform

Effortless

- New Easy-To-Use User Experience On Desktop And Mobile

Affordable

- 870,000 New 3D Assets Integrated With The Platform,
- New AVR Application Vault

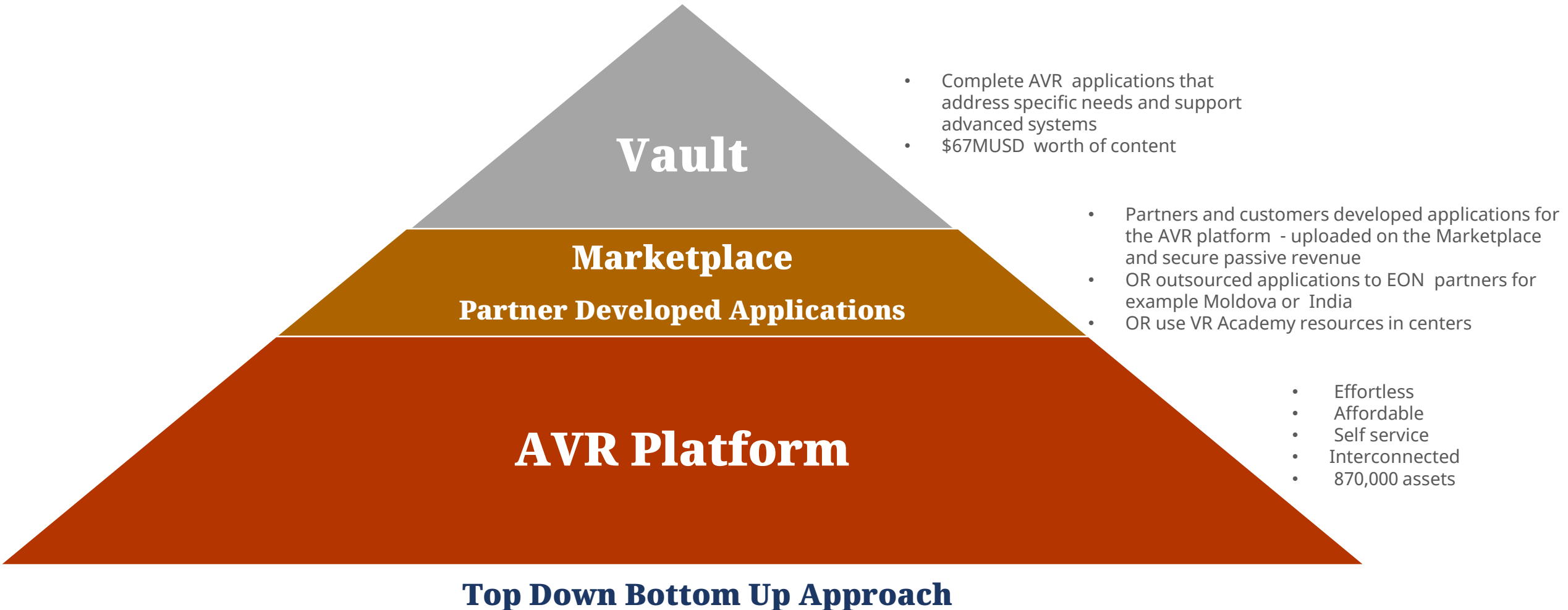
Self-Service

- New First Time User Experience,
- New 360 Content Creation,
- New CAD Cloud Conversion To AVR Portal

Interconnected

- New Virtual Trainer Interconnected Product Features

End To End Solution For AVR Knowledge Transfer





AVR Platform Vs. Project Approach

THE AVR PLATFORM IS COST-EFFICIENT, FASTER AND BETTER

PROJECT APPROACH

Need to build the AVR functionality for knowledge transfer from scratch, requires skilled coders, time & significant investment

SERVICE, CONTENT, INTEGRATION
REAL-TIME REMOTE GUIDANCE
KNOWLEDGE MARKERS
GUIDANCE AND ASSESSMENT
INTEGRATED COMMUNICATION
MULTI-PLATFORM
MULTI-USER
USER MANAGEMENT
CONTENT MANAGEMENT
AVR PUBLISHING
USER GENERATED INTERACTION CREATION
CAD/MODEL & DATA
CLOUD BASED

AVR PLATFORM

Uses existing Build-in functionality, does not require skilled coders, nor significant time & investment. In addition service & integration costs are included.



Cloud Based, Cad/Model & Data, User Generated Interaction Creation, AVR Publishing, Content Management, User Management, Multi-User, Multi-Platform, Integrated Communication, Guidance And Assessment, Knowledge Markers, Real-Time Remote Guidance and service, content, integration

GAME ENGINES



>60% MORE COST EFFICIENT

- Less upfront investment with the AVR Platform as:
- The key required AVR functionality is already developed & included
- \$25K of service, content & integration is already included
- No need to use programmers to build the required functionality from scratch on top of Game Engines
- Typically cost savings are in the range 60% to 80% for pilots and more for implementations

> 70% FASTER

- Less Time required for implementation as:
- AVR platform can deliver the required functionality upfront
- We have seen an average reduction in time > 70% up to several hundred percent depending on the scope of the implementation

BETTER

- Scalable & interconnected platform from pilot to corporate wide deployment
- Existing knowledge transfer products for learning, training and performing
- Built-in Features needed for a vast majority of use cases.
- Architecture allows for reuse of assets between AVR products
- Data integration and sharing between AVR platform and legacy systems
- Robust backend capabilities that use AVR platform products as a front end

Industry Adoption

EON Industry Customers

accenture

RioTinto

AIRBUS
AN EADS COMPANY



UNITED



ExxonMobil



CATERPILLAR



Singtel



NOVARTIS

LEXMARK



FESTO



PetroSkills



SIEMENS



Honeywell

NHS



63% Reduction in Training Costs with AVR

Service Technicians Training

12 times faster

Cost Savings: 92%

For Shank Adapter Change
SOP using **AR Training**

$$2000 * 32 \text{ EUR/h} * 2 = 128 \text{ KEUR}$$

$$2000 * 32 \text{ EUR/h} * \frac{1}{6} = 10,7 \text{ KEUR}$$

Savings: 117 KEUR

Operators Training

2.7 times faster

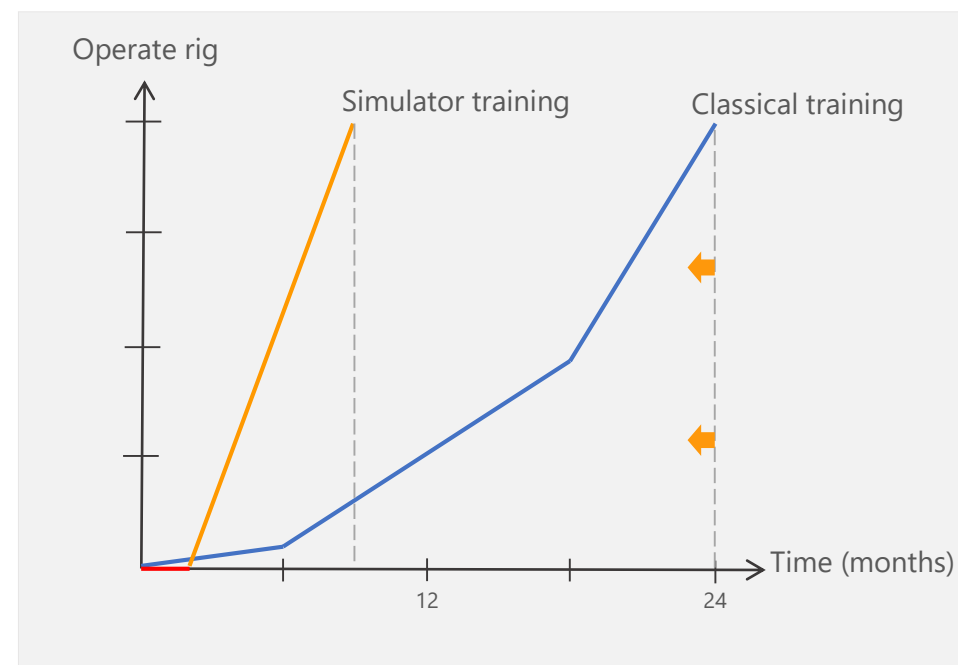
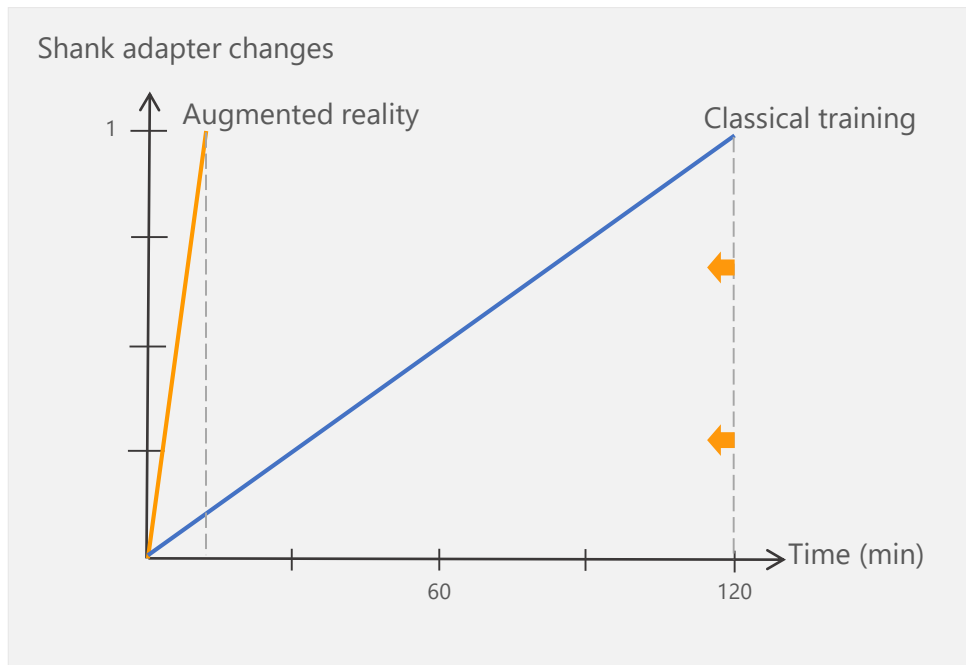
Cost Savings: 63%

For Oil Rig Operator Training using
a **Simulator**

$$2000 * 32 \text{ EUR/h} * 2 * 225 * 8 = 230\,400 \text{ KEUR}$$

$$2000 * 32 \text{ EUR/h} * \frac{9}{12} * 225 * 8 = 86\,400 \text{ KEUR}$$

Savings: 144 000 KEUR



Source: The diagrams are from Atlas Copco's http://en.wikipedia.org/wiki/Atlas_Copco, an EON customer that have implemented VR and AR

34% Increase in Productivity

Independent Analyst ROI Studies

- In this [AVR Benefits](#) document we have compiled a number of studies made by global leading analysts
- They conclude that that using Augmented and Virtual reality provides significant **improvements in knowledge transfer**
- **along with 34% to 40% productivity improvements**

Harvard
Business
Review

MANUFACTURING

Augmented Reality Is Already Improving Worker Performance

by Magid Abraham and Marco Annunziata

MARCH 13, 2017



+34%

Boeing's use of augmented reality for technicians has increased productivity by **40%** and reduced wiring production time by **25%**.

Industry Adoption

EON Industry Customers

accenture

RioTinto

AIRBUS
AN EADS COMPANY

Segafredo
ZANETTI

UNITED

Audi

UNIVERSAL
UNIVERSAL MUSIC GROUP

SNCF

Chick-fil-A

eurocopter
an EADS Company

McDonald's

ExxonMobil

TOYOTA

BOEING

RasGas

Lufthansa Technik

Shell

CATERPILLAR

SUZUKI

Atlas Copco

Singtel

SAMSUNG

قطر للبترول
Qatar Petroleum

BOMBARDIER

sats

RENAULT

NOVARTIS

LEXMARK

bp

gsk
GlaxoSmithKline

ارامكو السعودية
Saudi Aramco

FESTO

PARQUES
REUNIDOS

Capgemini
CONSULTING. TECHNOLOGY. OUTSOURCING

orange

PetroSkills

EA
SPORTS

SIEMENS

MERLIN
ENTERTAINMENTS GROUP

Coca-Cola

اتصالات
etisalat

VOLVO

BR
PETROBRAS

GROUPE
LACTALIS

GE

Honeywell

NHS

worldskills

FIFA

museum of
science+industry
chicago

63% Reduction in Training Costs with AVR

Service Technicians Training

12 times faster

Cost Savings: 92%

For Shank Adapter Change
SOP using **AR Training**

$$2000 * 32 \text{ EUR/h} * 2 = 128 \text{ KEUR}$$

$$2000 * 32 \text{ EUR/h} * \frac{1}{6} = 10,7 \text{ KEUR}$$

Savings: 117 KEUR

Operators Training

2.7 times faster

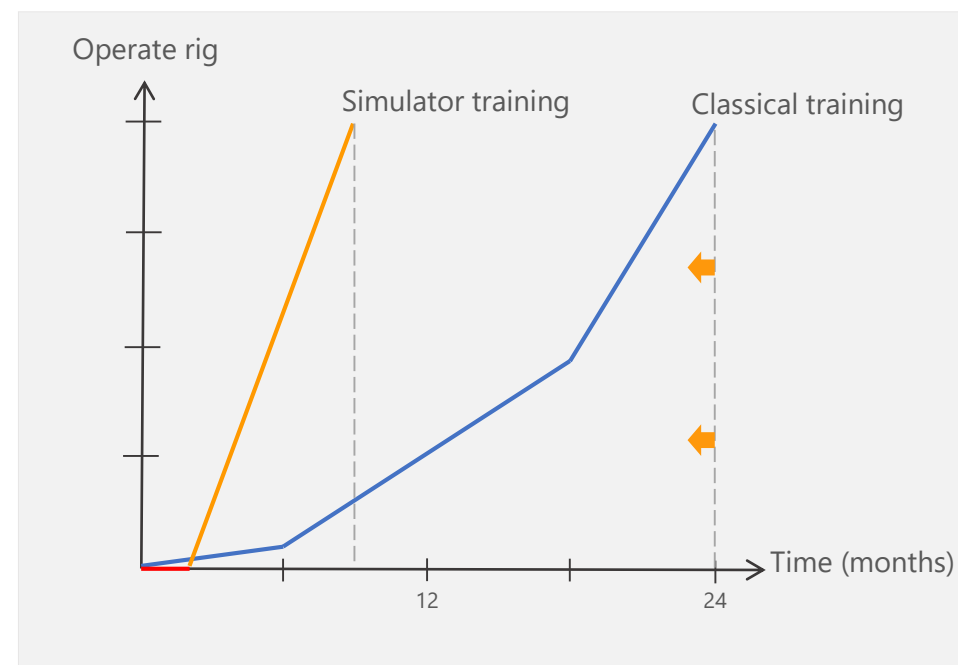
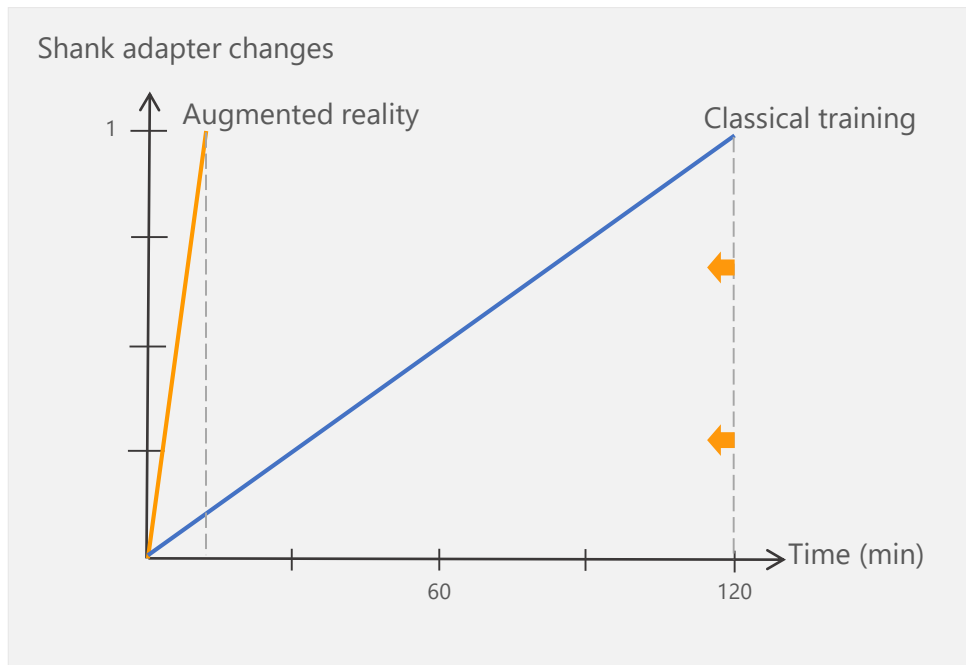
Cost Savings: 63%

For Oil Rig Operator Training using
a **Simulator**

$$2000 * 32 \text{ EUR/h} * 2 * 225 * 8 = 230\,400 \text{ KEUR}$$

$$2000 * 32 \text{ EUR/h} * \frac{9}{12} * 225 * 8 = 86\,400 \text{ KEUR}$$

Savings: 144 000 KEUR



Source: The diagrams are from Atlas Copco's http://en.wikipedia.org/wiki/Atlas_Copco, an EON customer that have implemented VR and AR

34% Increase in Productivity

Independent Analyst ROI Studies

- In this [AVR Benefits](#) document we have compiled a number of studies made by global leading analysts
- They conclude that that using Augmented and Virtual reality provides significant **improvements in knowledge transfer**
- **along with 34% to 40% productivity** improvements

Harvard
Business
Review

MANUFACTURING

Augmented Reality Is Already Improving Worker Performance

by Magid Abraham and Marco Annunziata

MARCH 13, 2017



+34%

Boeing's use of augmented reality for technicians has increased productivity by **40%** and reduced wiring production time by **25%**.

Industry Use Cases

ExxonMobil

The image shows two workers in a 3D virtual training environment. They are wearing high-visibility yellow safety vests with reflective silver stripes and white hard hats. One worker is crouching on the left, reaching out to interact with a complex industrial machine. The other worker is in the foreground, seen from the back, also crouching and looking at the machine. The machine is a large, grey, industrial unit with multiple vertical pipes, valves, and gauges. The background features a large, light-colored industrial building with a corrugated metal roof and some palm trees visible in the distance. The overall scene is dimly lit, suggesting an indoor or nighttime setting.

IMMERSIVE 3D TRAINING ENVIRONMENT

ExxonMobil and EON Reality Inc. partnered to deploy the AVR immersive training platform that improves the way field training is done.







EXIT SCENE

CHANGI
airport singapore



Response
Trainer

INSERT
PLANE

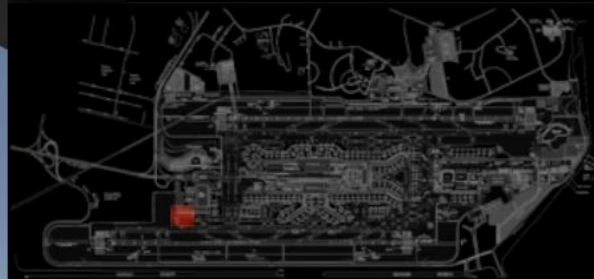
INSERT
FIRE / SMOKE

INSERT
OBSTACLE

- ✈ F15SG
- ✈ Boeing-737
- ✈ Boeing-747
- ✈ Boeing-777
- ✈ A320
- ✈ A350
- ✈ A380

MODE

Scene 02



ATMOSPHERIC CONDITIONS

Rain

Visibility 0 m

Wind Speed 0 kn



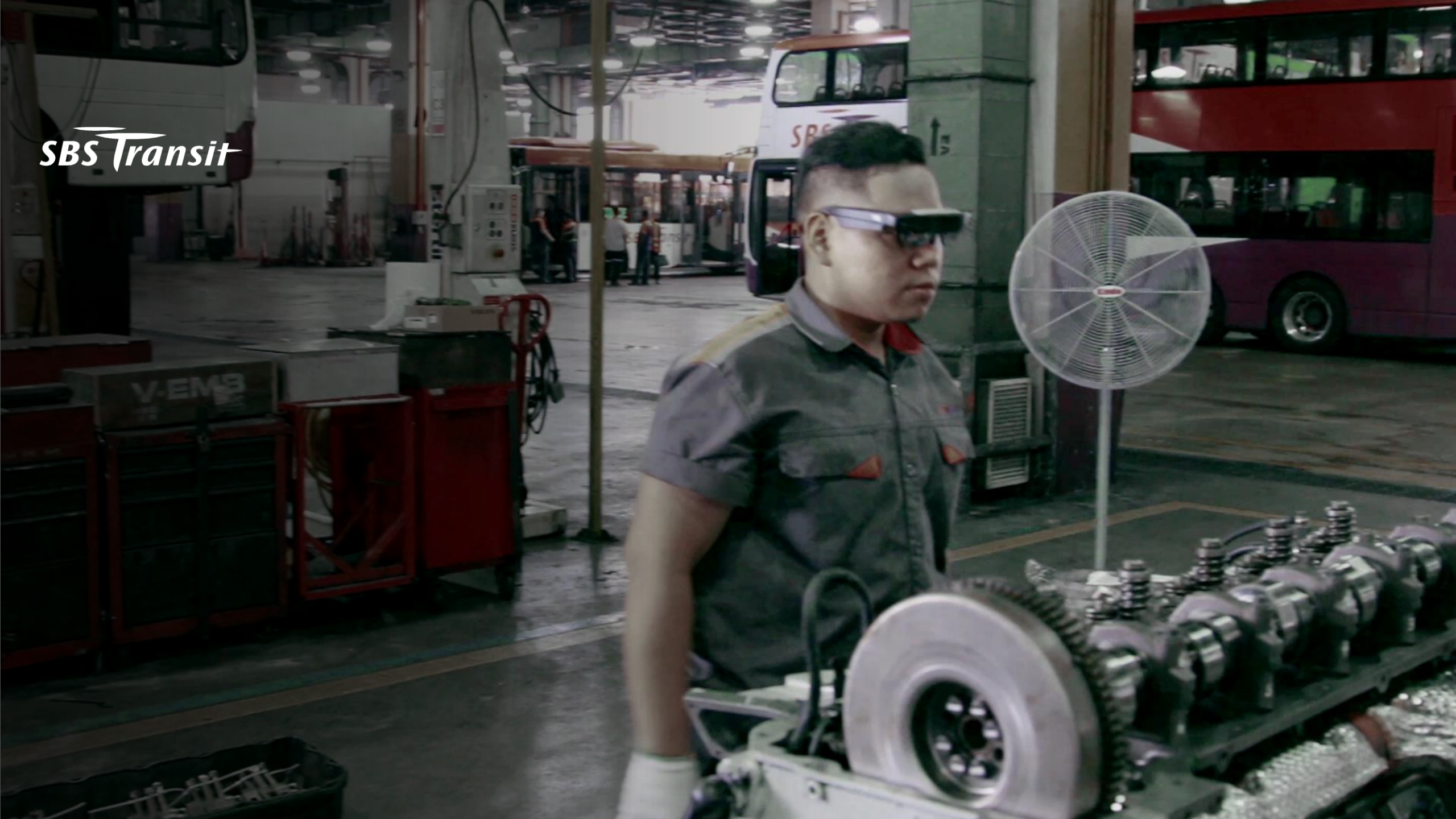
APPLY

SAVE SCENE

CUSTOM VIEW



SBS Transit



Academic Adoption

EON Academic Customers & Partners





35% Increase in Test Scores

Students Remember Longer And Increase Test Scores
86% of Students in the VR Classroom improved their Test Results

Attention levels doubled (**92% vs 46%**)

Test Scores increased with **35%**

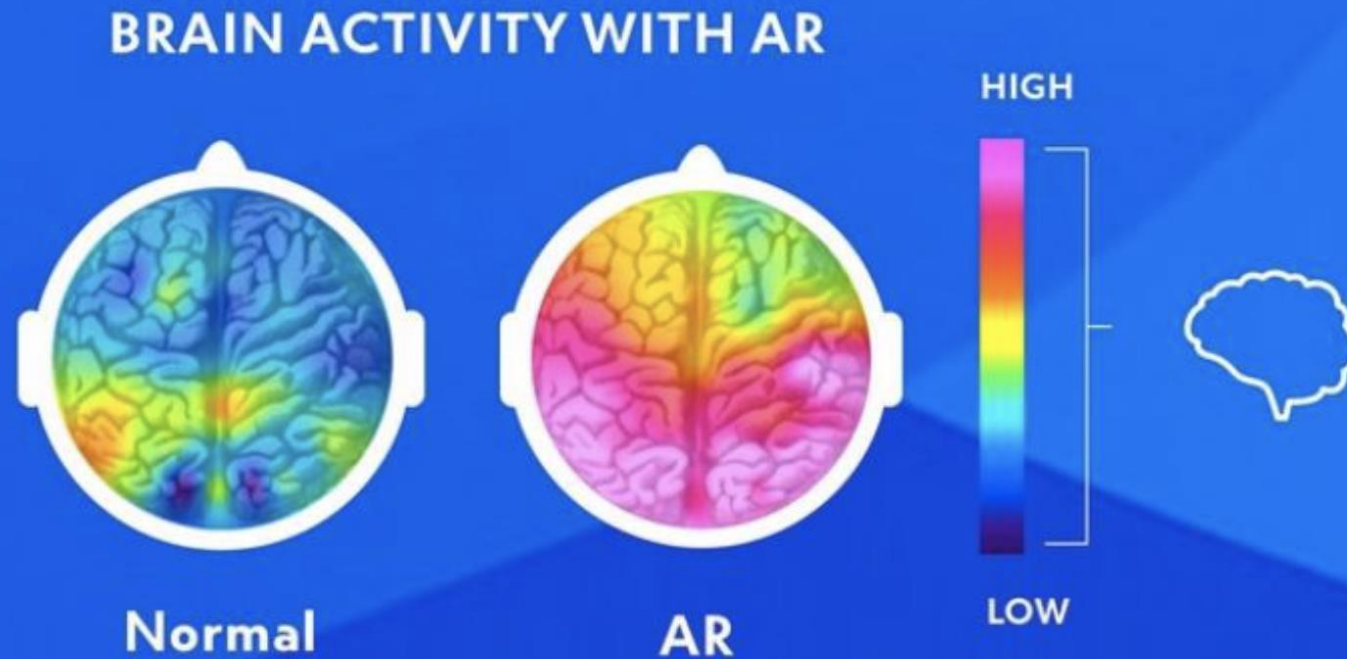
BBC Published study

"Students can see how things function. Instead of learning about the heart statically they can see it in a solid way, literally see blood passing through the valves, see exchange of oxygen, rotate it, tilt it and zoom in," Said Prof Bamford.

BBC

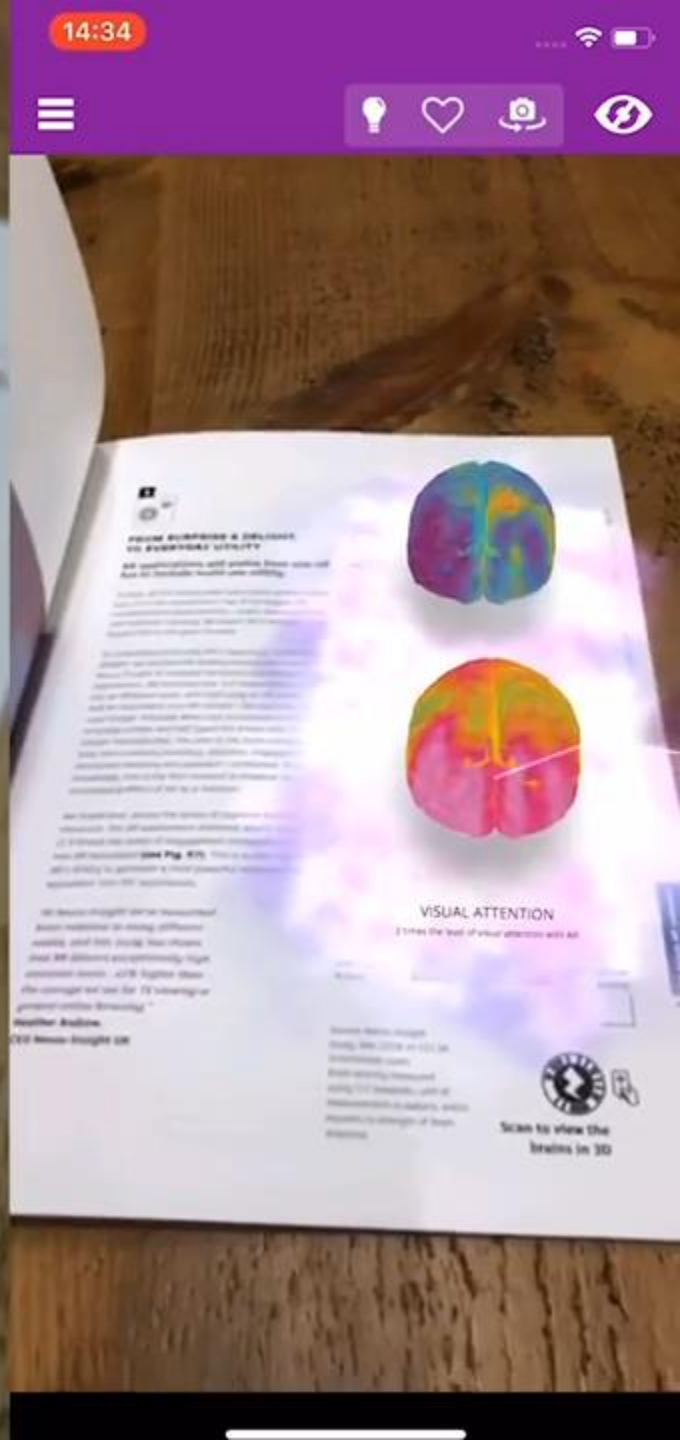
1) From <http://www.bbc.co.uk/news/technology-15115059>
2) From <http://www.dlp.com/downloads/DLP-CaseStudy-Classroom3.pdf>

70% Increase in Memory Encoding



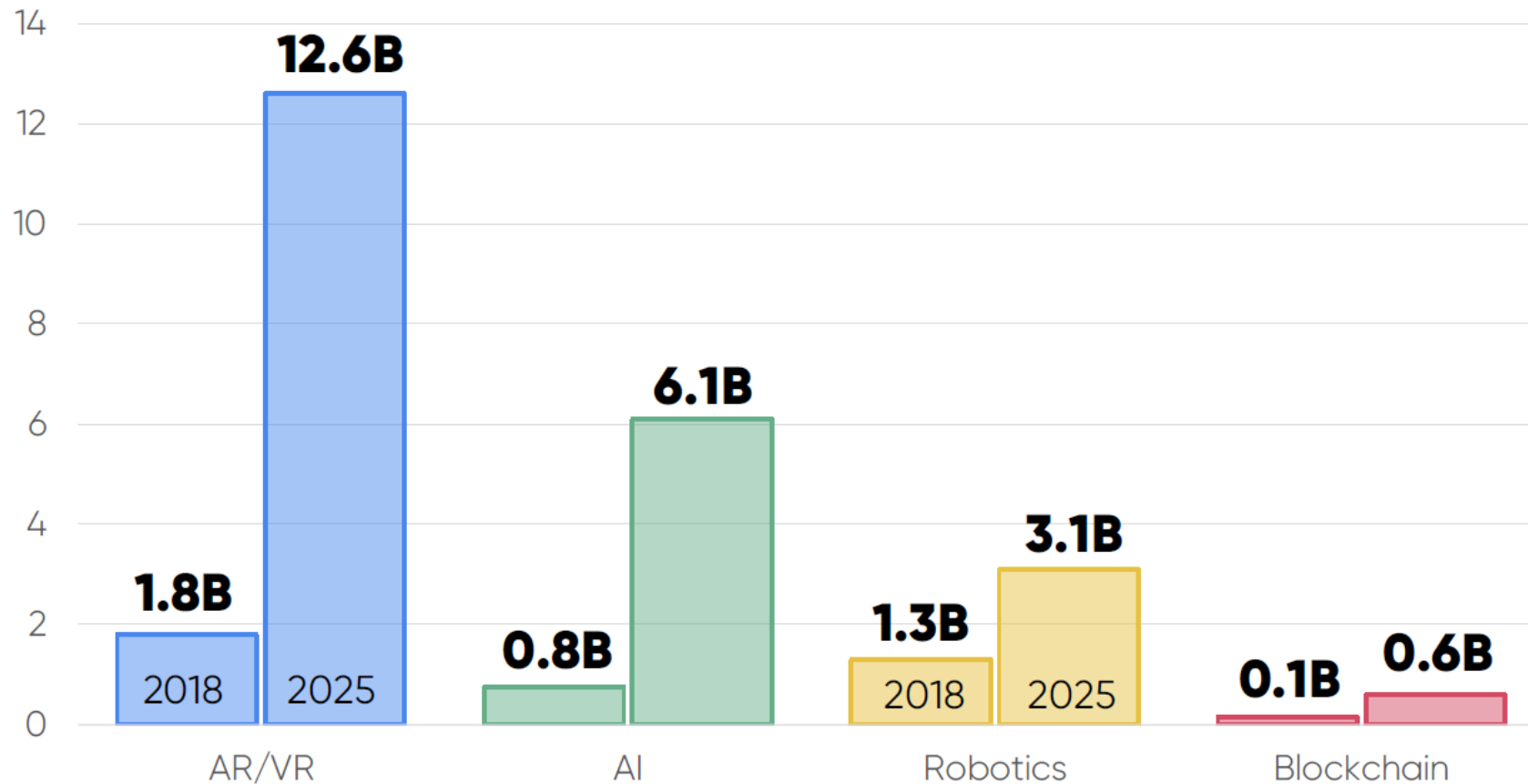
AR delivered **almost double (1.9 times) the levels** of visual attention compared to their non-AR equivalent.

What they found was that memory encoding was **70% higher** in the AR tasks compared to the non-AR tasks.



AR/VR Will Dominate Advanced EdTech Spending

Advanced Education Technology Expenditure 2018-2025, USD Billions



Source: HolonIQ, Smart Estimates™ January 2019



82%

28% of institutions (>26,000) have engaged in some level of AVR deployment.

82% have not yet moved beyond the pilot stages

**2018 VR/AR IN RESEARCH AND EDUCATION SURVEY CONDUCTED BY INTERNET2*

Academic Use Cases

Pupillary Dysfunction

Diseases

None

Left Eye

Right Eye

☐ Relative Afferent Pupillary Defect

☒ 1st order Horner's syndrome

☐ 2nd order Horner's syndrome

☐ 3rd order Horner's syndrome

☐ 3rd nerve palsy

☐ Adies pupil

☐ Physiologic Anisocoria

Medications

None

Apraclonidine 0.5%

Cocaine 4%

Hydroxyamphetamine

Phenylephrine

Pilocarpine 2%

Pilocarpine 0.1%



Left Pupil: 4 mm
Right Pupil: 2 mm

Eye

Left

Right



LOYOLA
UNIVERSITY CHICAGO

EYESIM - OPHTHALMOLOGY VR

A VR ophthalmic training simulator
designed for the classroom.

Light intensity

1 Low

2 Med

3 High

"Please do not blink."

"Look straight ahead."



Back



Muscle Dysfunction

Cranial Nerve Dysfunction

Pupillary Dysfunction

Visual Pathways

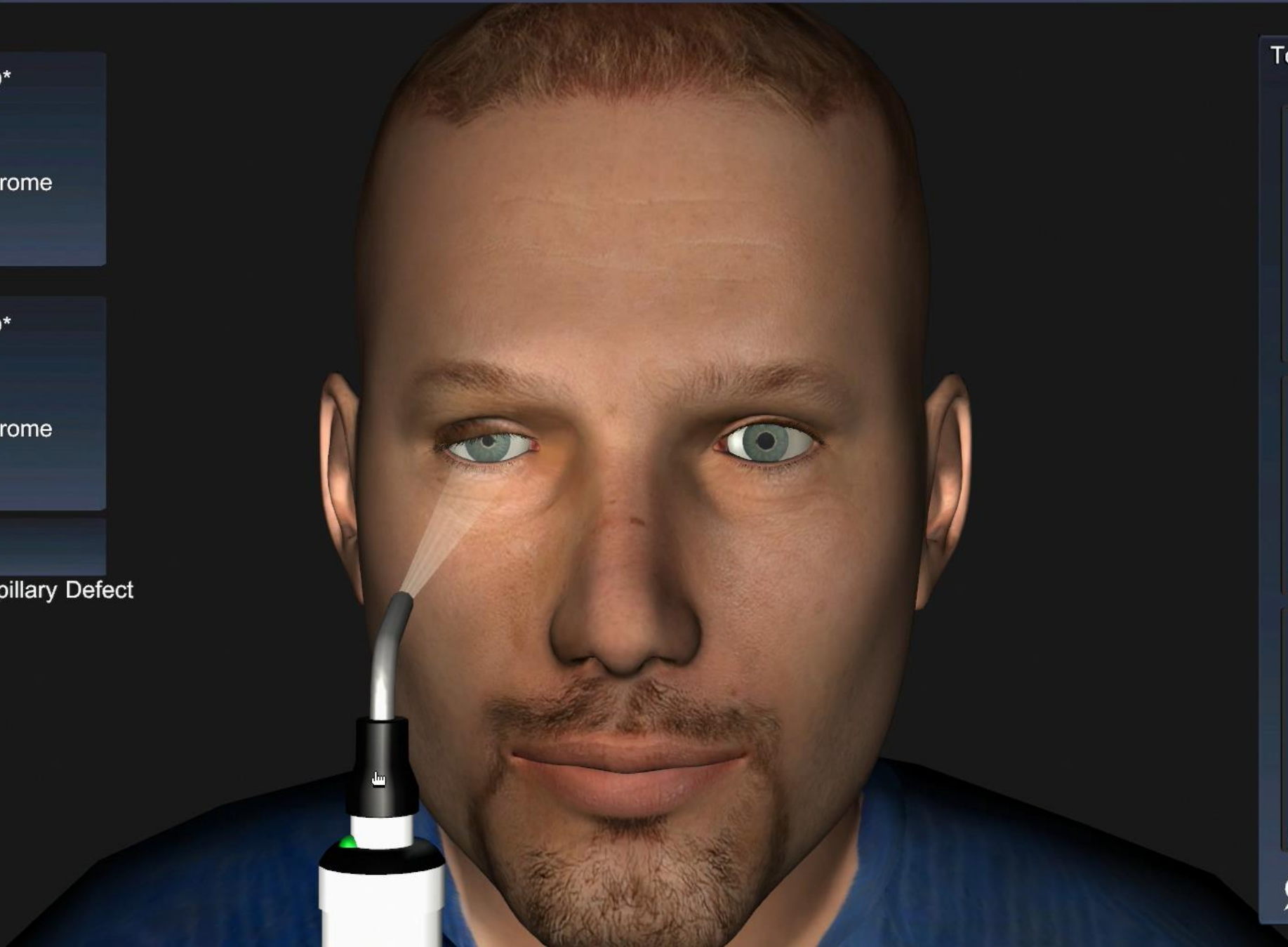
Right Eye

- ☐ Marked RAPD*
- ☐ Mild RAPD*
- ☒ Horner's Syndrome
- ☐ Partial Third Nerve Palsy

Left Eye

- ☐ Marked RAPD*
- ☐ Mild RAPD*
- ☐ Horner's Syndrome
- ☐ Partial Third Nerve Palsy
- ☐ Hippus

* Relative Afferent Pupillary Defect



Tools



Light Source



Light Control



Occluder

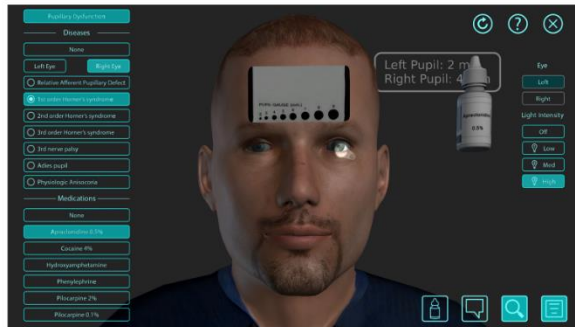


Learning pupillary examination using the Advanced Pupil Simulator among medical students and residents

Sachin Kedar^{1,2}, Jideofor K Ndulue¹, Deepta Ghatge¹,

¹Stanley M. Truhlsen Eye Institute; ²Department of Neurological Sciences, University of Nebraska Medical Center, Omaha, NE, United States.

Advanced Pupil Simulator®



- We recently designed a virtual reality-based application, Advanced Pupil Simulator® (APS) in collaboration with EON Reality Inc. and A Nu Reality
- EyeSim APS is a virtual reality application that allows trainees to work in a simulated environment to identify and master pupillary examination
- The APS consists of a monitor (HP Zvr), 3D goggles and a stylus. The stylus replicates the experience of holding a handheld light used in eye exams. The goggles gives a 3-dimensional representation of the image on the monitor and helps the image track the eye movement of the user.
- The APS has an interactive interface that simulates how medications and lighting affects the pupil. Eight pupillary conditions (normal, relative afferent pupillary defect (RAPD), Horner's, 3rd nerve palsy, Adie's pupil and physiologic anisocoria) can be simulated and confirmed using appropriate pharmacologic eye drops.

Methods

- 145 trainees (126 first-year medical students, 15 neurology and 4 ophthalmology residents) participated. All trainees reviewed an online power-point module, received a 15 minute demonstration and practiced pupillary examination in groups of 3 assigned to an expert faculty on the APS for 30 minutes.
- All trainees completed a Likert-type questionnaire (1 = not confident, 5 = very confident) before and after the session to assess confidence in performing pupillary examination.
- All trainees were objectively assessed for knowledge, comprehension, application and analysis using test mode on the APS.
- Statistical methods: Differences in pre-and post-training confidence was tested using

Results

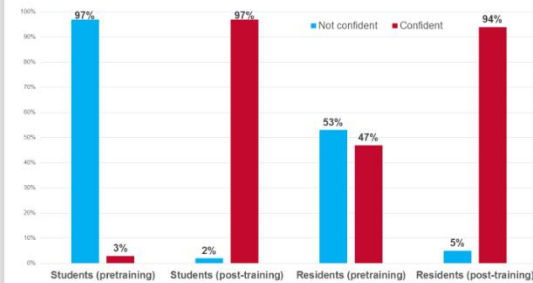


Figure 1. Participants confidence to perform pupillary examination before and after training with the Advanced Pupil simulator.

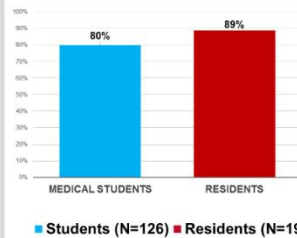


Figure 2. Proportion of participants who correctly demonstrated all steps of pupillary examination after training with the Advanced Pupil Simulator

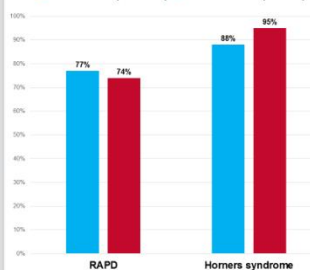


Figure 3. Post training assessment: Correct diagnosis of RAPD and Horner syndrome

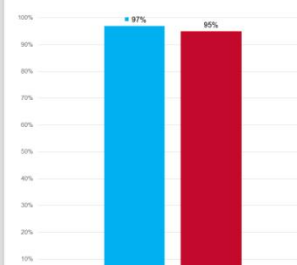


Figure 4. Post training assessment: pharmacological confirmation of Horner's syndrome



- 97% (122) students and 10 (52%) residents reported improved confidence in performing pupil examination after training with APS.
- 80% (101) students and 89% (17) residents were able to correctly list and demonstrate all steps in pupillary examination.
- 77% (97) students and 74% (14) residents correctly identified RAPD while 88% (111) students and 95% (18) residents correctly identified Horner's syndrome.
- Post training, students reported improved confidence in identification of all pupillary abnormalities ($p=0.00$), while residents reported improved confidence in diagnosing Adie pupil ($p=0.00$) and using pharmacologic agent to confirm anisocoria ($p=0.00$).

Conclusion

- Virtual-reality based practical training can shorten time to competency for critical medical examination techniques
- All trainees showed improved confidence in pupillary examination after using the APS.

Results

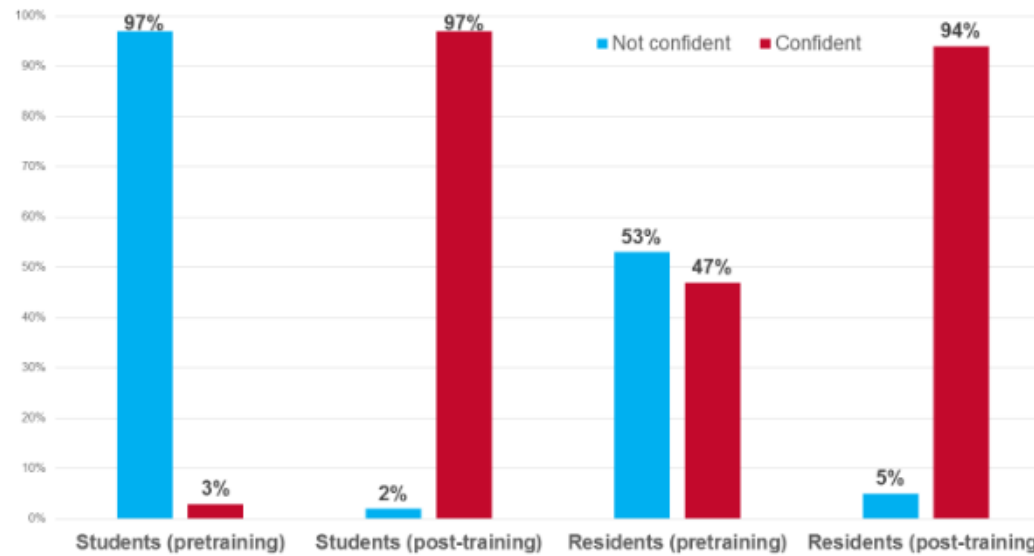
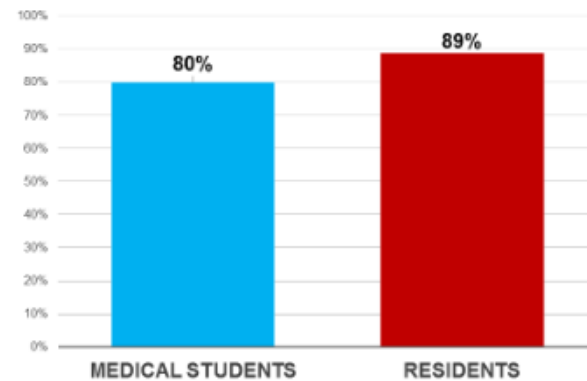


Figure 1. Participants confidence to perform pupillary examination before and after training with the Advanced Pupil simulator.



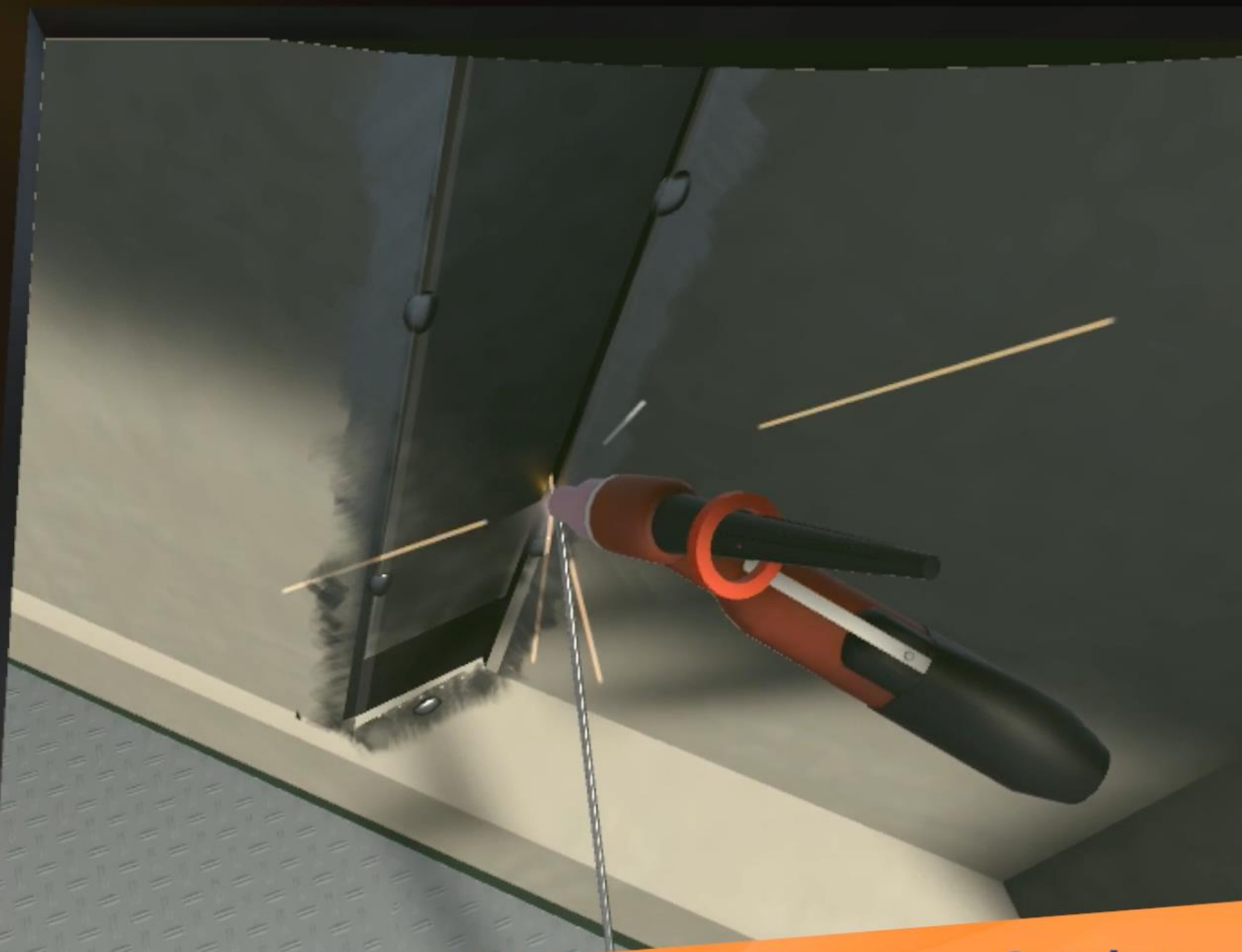
■ Students (N=126) ■ Residents (N=19)

Figure 2. Proportion of participants who correctly demonstrated all steps of pupillary examination after training with the Advanced Pupil Simulator

UIMM

LA FABRIQUE
DE L'AVENIR





**Soudure
Welding**





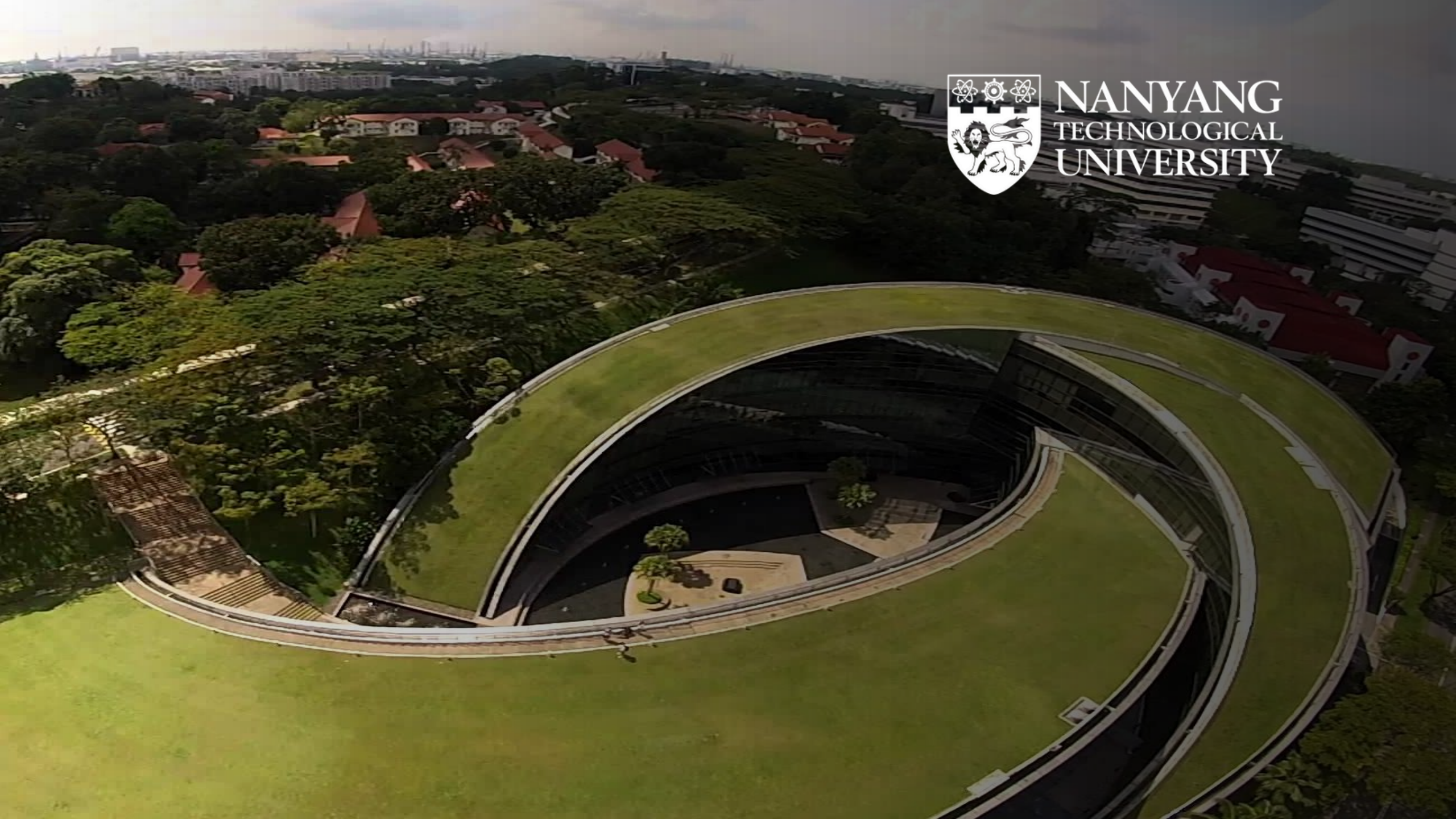
Clé à ergot KM9

UIMM Caen Roulen
UIMM Caen Polli






NANYANG
TECHNOLOGICAL
UNIVERSITY



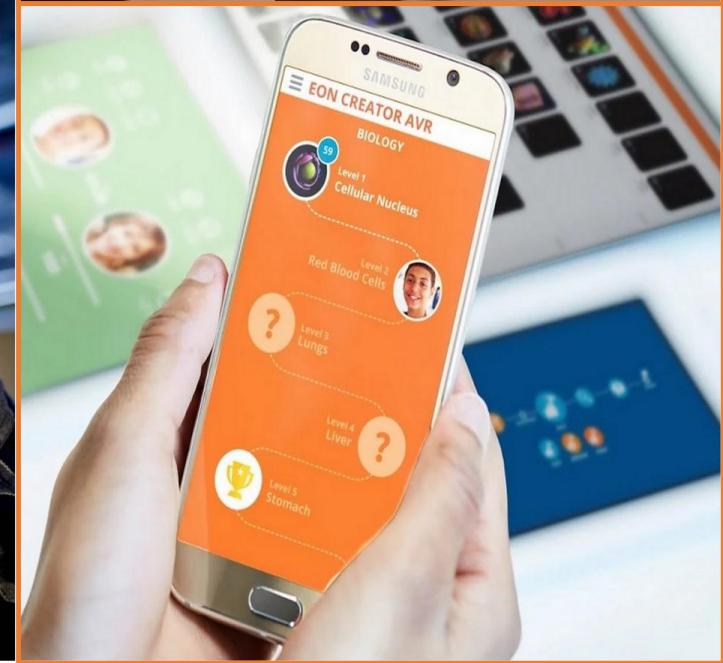
AVR For Education

In 2015 NTU launched a 5 year, **\$75 million** project in TEL (Technology Enhanced Learning) to further enhance its strength in the face of global competition. Read more [here](#). 

In 2017 EON Reality was selected to provide the needed **AR/VR infrastructure** – including a scalable software platform, a wide range of AR/VR systems and more.

The use of AR and VR in education enables a “**flipped classroom**” solution for millennial generation:

- **On campus**; Virtual Labs for Engineering, Physics, Social Sciences and more
- **Off campus**; students experiencing AVR contents on their own devices





NANYANG
TECHNOLOGICAL
UNIVERSITY
SINGAPORE

TIME
LEFT:
03:43







Institute of Technical Education

Institute Of Technical Education

ITE, Institute of Technical Education, educates and trains over **25,000 students** each year.

ITE is using EON Reality's technology platform for delivery of education and training in courses within:

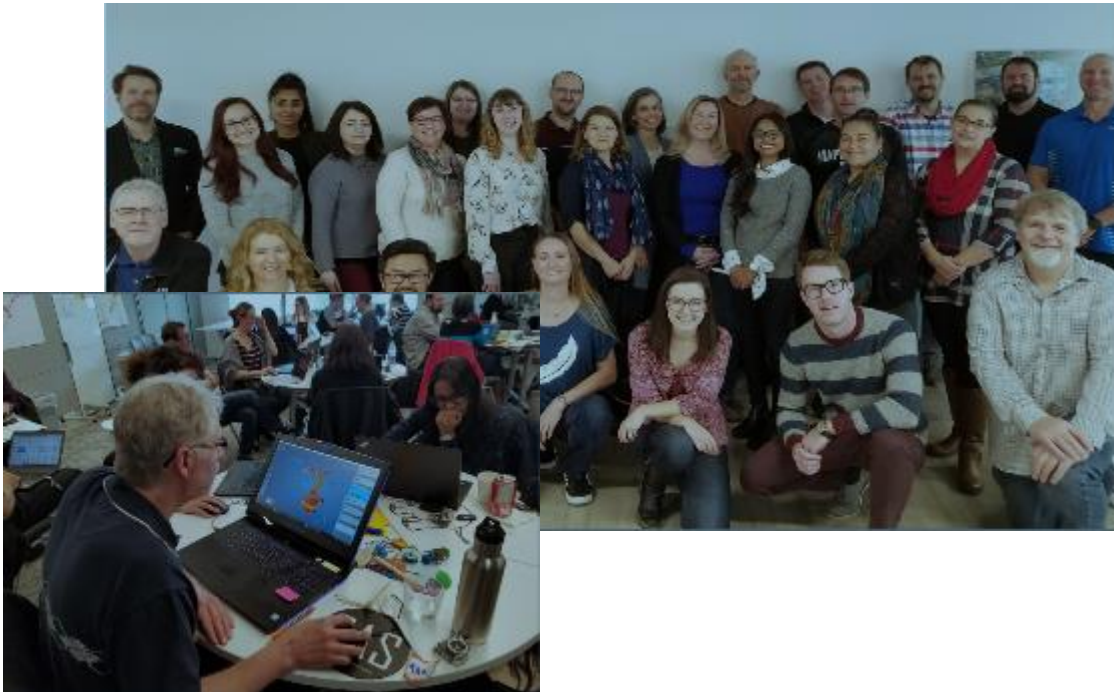
- Marine and Offshore
- Aerospace Technology
- Space Design
- Facility Management
- Hospitality
- and more.

eCampus – Public Education in Province of Ontario

31 Higher Education Institution implementation, testing and delivery of the AVR Platform.

- Training Certification Level 1
- 1,400 Licenses deployed
- Large student pool in Ontario public higher education

Once Pilot is complete, EON has the opportunity to secure somewhere between 100,000 to 300,000 users annually

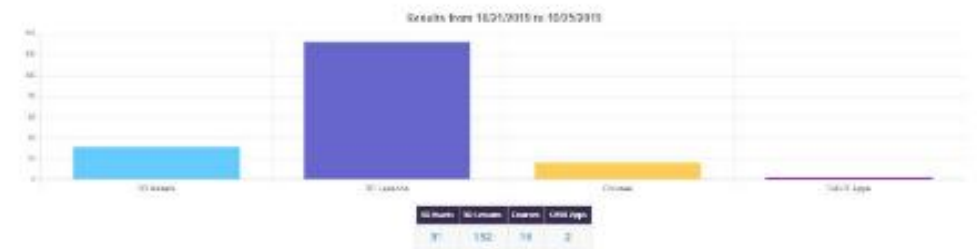


Post Workshop Data:

Creator AVR

181

Items Created



Logins

535

Total Logins







Incorporating cARdiac ECG into the teaching on ECG helped me to learn this material in a new way



cARdiac ECG contributed to my understanding in a way that would not have been possible by attending a lecture or reading a textbook



I would like similar applications to be implemented into other topics/ teaching



cARdiac ECG was easy to use and understand



I found the cARdiac ECG app motivated me to learn more about the ECG



I would like to use cARdiac ECG again

Advancing AVR Education & R&D

Eon Reality Education

ACADEMIC EXPERTS DRIVE INNOVATION
IN EDUCATION

EON Reality Education is **a non-profit focused on advancing the cause of Augmented and Virtual Reality (AVR) education and research.**



A middle-aged man with glasses, wearing a grey blazer over a light blue shirt, stands in front of a large window at night. The window shows a blurred view of city lights and buildings. A blue graphic overlay with a red triangle is at the bottom left.

Professor Bertil Andersson



Led By Professor Bertil Andersson

Who **reformed teaching** through introduction of **educational technology** and **collaboration with Eon Reality** at Nanyang Technological University

- 2007 -2011 PROVOST
- 2011-2017 PRESIDENT



**NANYANG
TECHNOLOGICAL
UNIVERSITY**
SINGAPORE

Eon Reality Education Advisory Board Members



Bertil Andersson
Chairman
Former President of
NTU



Ihron Rensburg
Vice Chairman
Former President of University
of Johannesburg



Jenny Higham
Principal of St
George's University of
London



Montserrat Gomendio
Deputy Director of the
Directorate for
Education and Skills,
OECD



Jose Ignacio Wert
Former Minister
of Education,
Culture and
Sports, Spain



Jan Carlstedt
Senior Advisor
– Medicine,
NTU



Peter Looker
Head of
Learning,
Teaching &
Pedagogy, NTU



Chee Yeow Meng
Interim Dean,
College of
Science, NTU



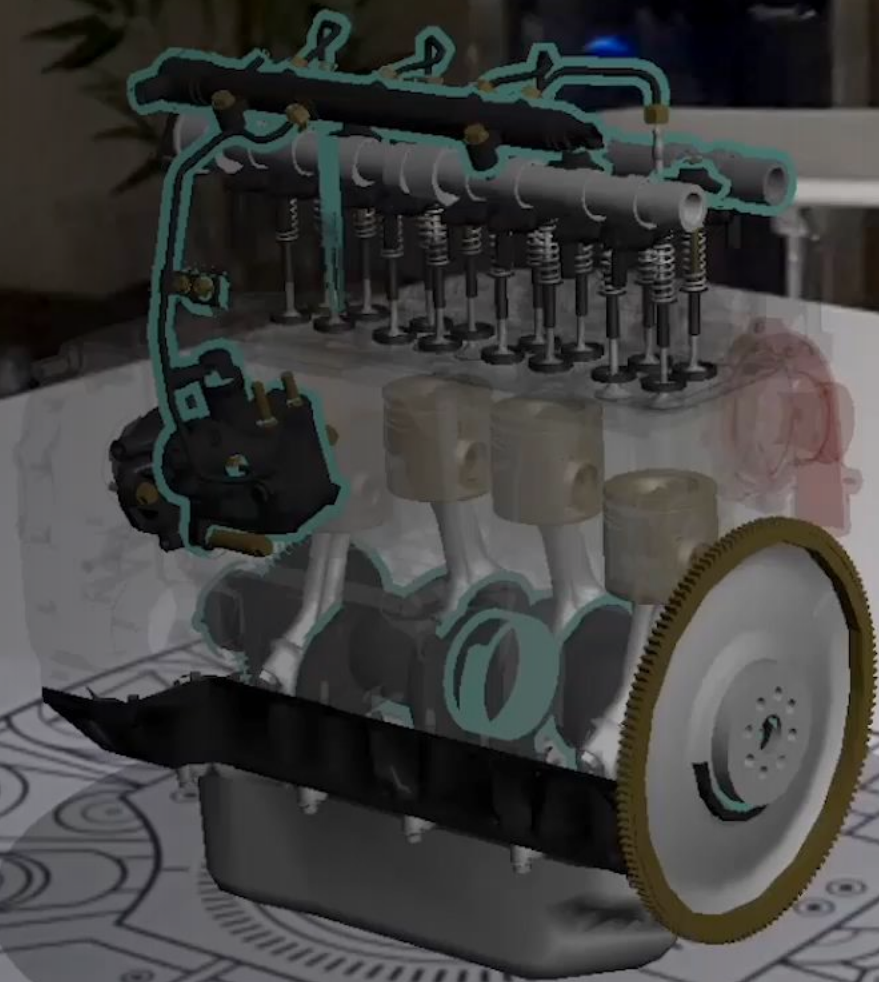
José Escamilla De Los Santos
Education Innovation
Director, Tecnológico de
Monterrey

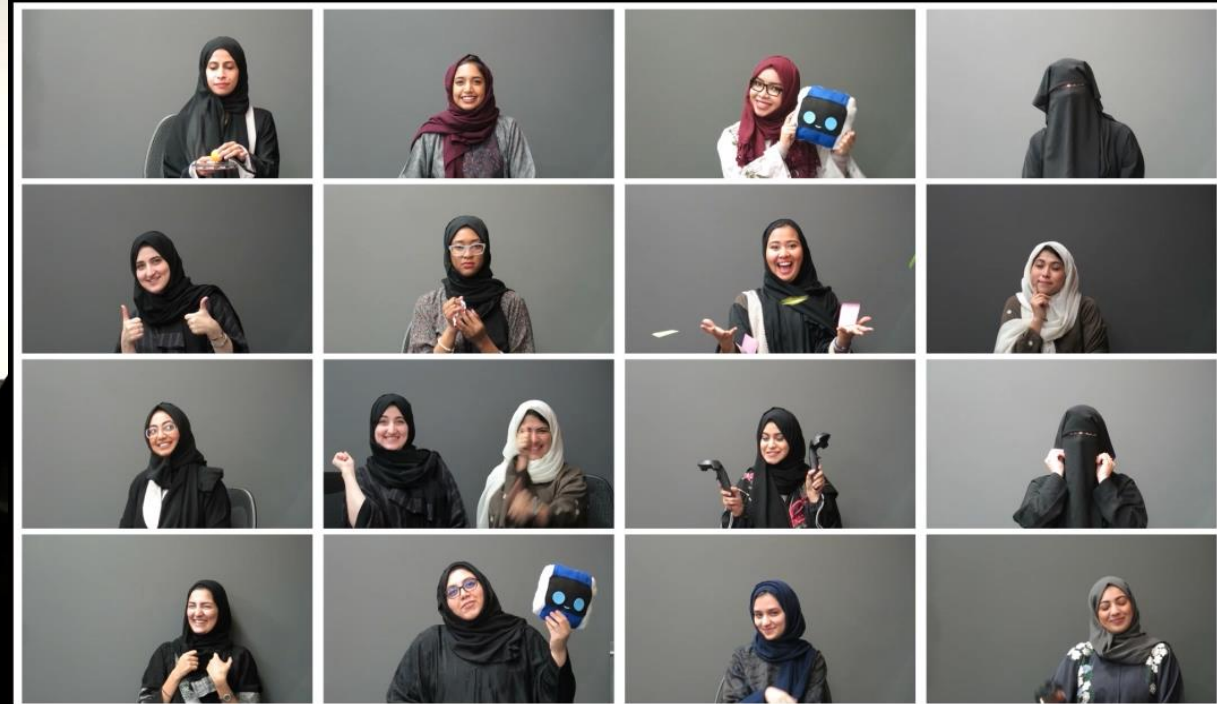
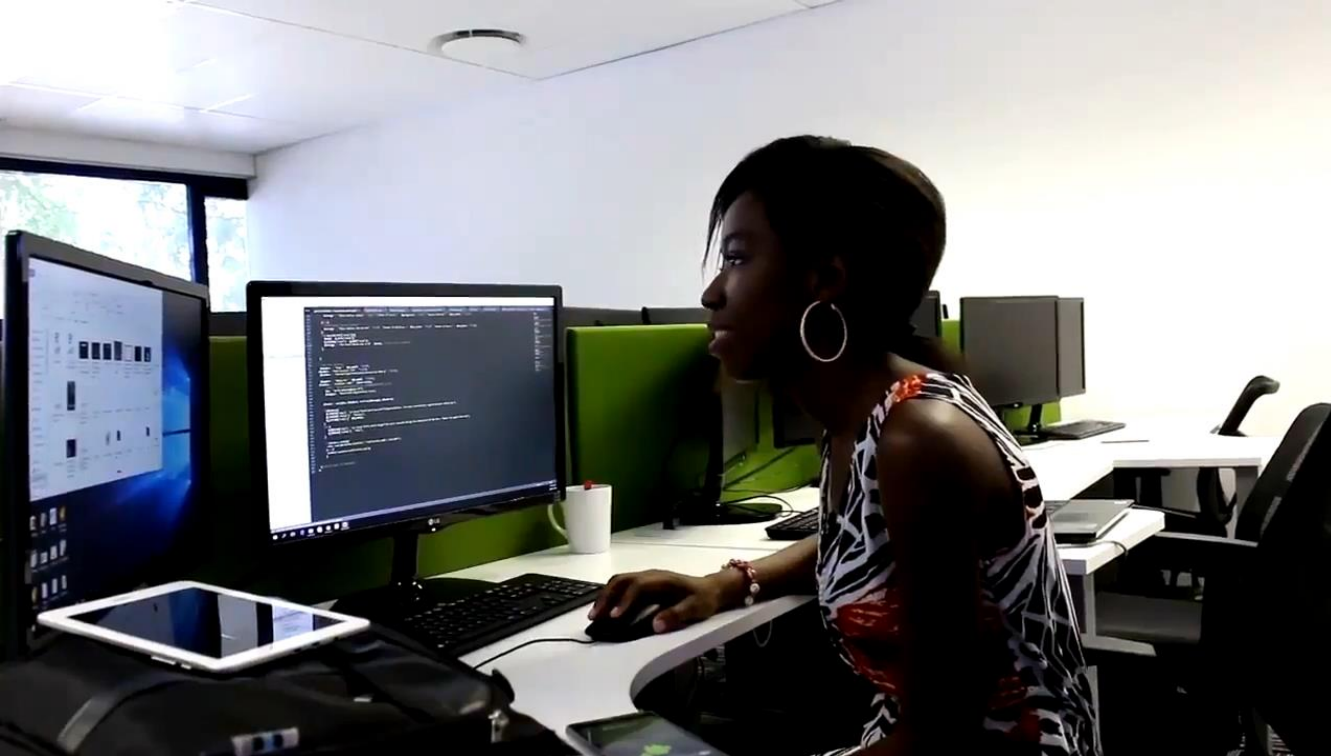
Knowledge Is A Human Right

eon Learn for Life

The EON Learn for Life Program dedicated to fostering vocational skills, technical training, and education in the immersive arts throughout the developing world.







AVR Packages



CLASSROOM 3.0

School



\$250,000

\$25,000 FREE CREDIT FOR THE VAULT
\$2,000 WORTH OF PREMIUM 3D CONTENT, FOR FREE

EXTENDED 3 YEAR COMPLETE AVR PLATFORM LICENSE

250 STUDENTS

250 HOMIDO MINI VR HEADSETS

250 AR MARKERS

FOUNDATION TEACHER TRAINING (LEVELS 1 AND 2)

- TEACHER TRAINING AND SUPPORT
- LESSON CREATION TRAINING

AVR EXPERIENCE LAB INCLUDING

- ICATCHER PANORAMA
- VR HEADSETS
- AR GLASSES
- TABLETS

250 STUDENTS

3 YEAR COMPLETE AVR PLATFORM LICENSE

ACCESS TO FREE AVR LIBRARY

\$2,000 CREDIT FOR PREMIUM LIBRARY

CREATE 40 CERTIFIED LESSONS PER YEAR

LOOK OUTSIDE THE BOX FOR AN
UNPARALLELED LEARNING EXPERIENCE



ACC EDUCATION

Campus

\$1,200,000

**UNLIMITED ACCESS TO OUR VAULT
\$50,000 WORTH OF PREMIUM 3D CONTENT, FOR FREE**

**ALL THE FEATURES FROM CLASSROOM 3.0
SCHOOL PACKAGE, PLUS:**

EXTENDED 5 YEAR COMPLETE AVR PLATFORM LICENSE
1,200 STUDENTS = 1,200 HOMIDO VR KITS 1,200 AR MARKERS

FULL TEACHER TRAINING (LEVELS 1 TO 2)

- TEACHER TRAINING AND SUPPORT
- CUSTOM LESSON CREATION + TRAINING

ULTIMATE AVR EXPERIENCE LAB INCLUDING

- EVERYTHING FROM SCHOOL PACKAGE, PLUS
 - IDOME MOBILE
 - HOLOGRAPHIC I



1200 STUDENTS
5 YEAR COMPLETE AVR PLATFORM LICENSE
\$50,000 CREDIT FOR PREMIUM LIBRARY
ACCESS TO FREE AVR LIBRARY
CREATE 200 CERTIFIED LESSONS PER YEAR

BE THE BEST IN CLASS WITH
CAMPUS READY, FUTURE PROOF SOLUTIONS



AVR INDUSTRY HUB

\$1,200,000

**UNLIMITED ACCESS TO OUR VAULT
\$50,000 WORTH OF PREMIUM 3D CONTENT, FOR FREE**

**MAKE YOUR TRAINING CENTRE A REVENUE CENTRE,
NOT A COST CENTRE**

EXTENDED 5 YEAR COMPLETE AVR PLATFORM LICENSE
1,200 TRAINEES = 1,200 HOMIDO VR KITS 1,200 AR MARKERS

FULL TRAINER COACHING AND CERTIFICATION (LEVELS 1 TO 2)

- TEACHER TRAINING AND SUPPORT
- CUSTOM LESSON CREATION + TRAINING

ULTIMATE AVR EXPERIENCE LAB INCLUDING

- UGE PHYSICAL IMMERSIVE SYSTEMS:
 - IDOME MOBILE
 - HOLOGRAPHIC I



1200 TRAINEES
5 YEAR COMPLETE AVR PLATFORM LICENSE
\$50,000 CREDIT FOR PREMIUM LIBRARY
ACCESS TO FREE AVR LIBRARY
CREATE 200 CERTIFIED LESSONS PER YEAR

**A READY-MADE INDUSTRY 4.0 HUB
FOR IMMERSIVE LEARNING ACROSS THE ENTERPRISE**



Locally Developed Applications & Intellectual Property

- Locally developed IP consisting of AVR Applications, Lessons and Content developed by the Local Partners, local Academic institutions and local AVR companies due the AVR Platform's user generated content capabilities
- Monetarized as a part of the AVR platform and EON library
- Applications developed by the local network are sold internationally, local AVR partner will receive **70% of revenues, while the global partner that sells the products receives 30%.**
- Part of AVR Growing Development IDC Community with outsourcing and other networking opportunities
- Academic R&D - by **encapsulating knowledge applications in area where academic partner excels** and thus generating new intellectual property that can be **commercialized globally**



Regional And National Rollouts

- **Stage I Establish the IDC**, deliver 6,500 licenses including deliver 220 boxes, the equipment, etc., install and inaugurate within 4 months
- **Stage II Needs assessment** - jointly develop and agree upon the needs assessment with the local partner within 6 months, Send the team of 2 VRIA teachers and specialists to conduct a needs assessment
- **Select Target academic level**, University technical vocational training or elementary school, They will review out existing library
- **Select Regions teachers and students** for the VR innovation Academy knowledge transfer activities For each of the 3 levels outlined Above Under the AVR knowledge transfer mechanism
- **Stage III pilots** in selected regions and academic institutions within 8 months
- **Stage IV National rollouts** adapted based on feedback from the pilots within 18 months
- **A concrete Example is the national rollout in Singapore & the implementation plan for Morocco** developed together with USAID

From \$500,000



EON's Proposal for Joint Sales Approach with AVR Solution Partner

Strictly Confidential

Irvine January 12, 2020. Version 001. EON Reality Inc. All rights reserved. The content of this document is highly confidential, proprietary and the subject of trademarks, copyrights and pending patents as well as new "business methods" as defined by the U.S. Patent Office. EON Reality has made extensive investments in developing the unique "business methods" described in this document is protecting it to the fullest extent provided by U.S. and International Laws. Please do not copy in any way or distribute any part of this document without the expressed written consent of the Company.

Receipt or possession of it does not convey rights to divulge, store, transmit, retransmit reproduce, use, or allow others to use it except expressly provided in the license agreement between the user and EON Reality.

The information in this document is subject to change without notice. If you find any problems in this documentation, please report them to us in writing to your point of contact. EON Reality does not warrant that this documentation is error free, nor are there any other warranties with respect to the documentation except as may be provided in the license agreement. This document contains confidential hyperlinks to support any further reading.

Expected AVR Solution Partner Outcomes

Expected AVR Solution Partner Outcomes

- **Revenue Generation** - Based on our experience and the assumptions outlined in this document we believe it is realistic to achieve \$75 MUSD in Joint AVR Solution Partner & Eon sales
- **Ensure Customer Success** - By using the proposed end to end solution that has been proven successful with customers globally
- **Repeat Orders** - reoccurring revenues from existing AVR Solution Partner larger customers/partners
- **Significantly Increased Shareholder Value** - AVR Solution Partner will become a leading AVR Device Manufacturer that executes volume roll-outs with customer success in the enterprise, academic & government sector

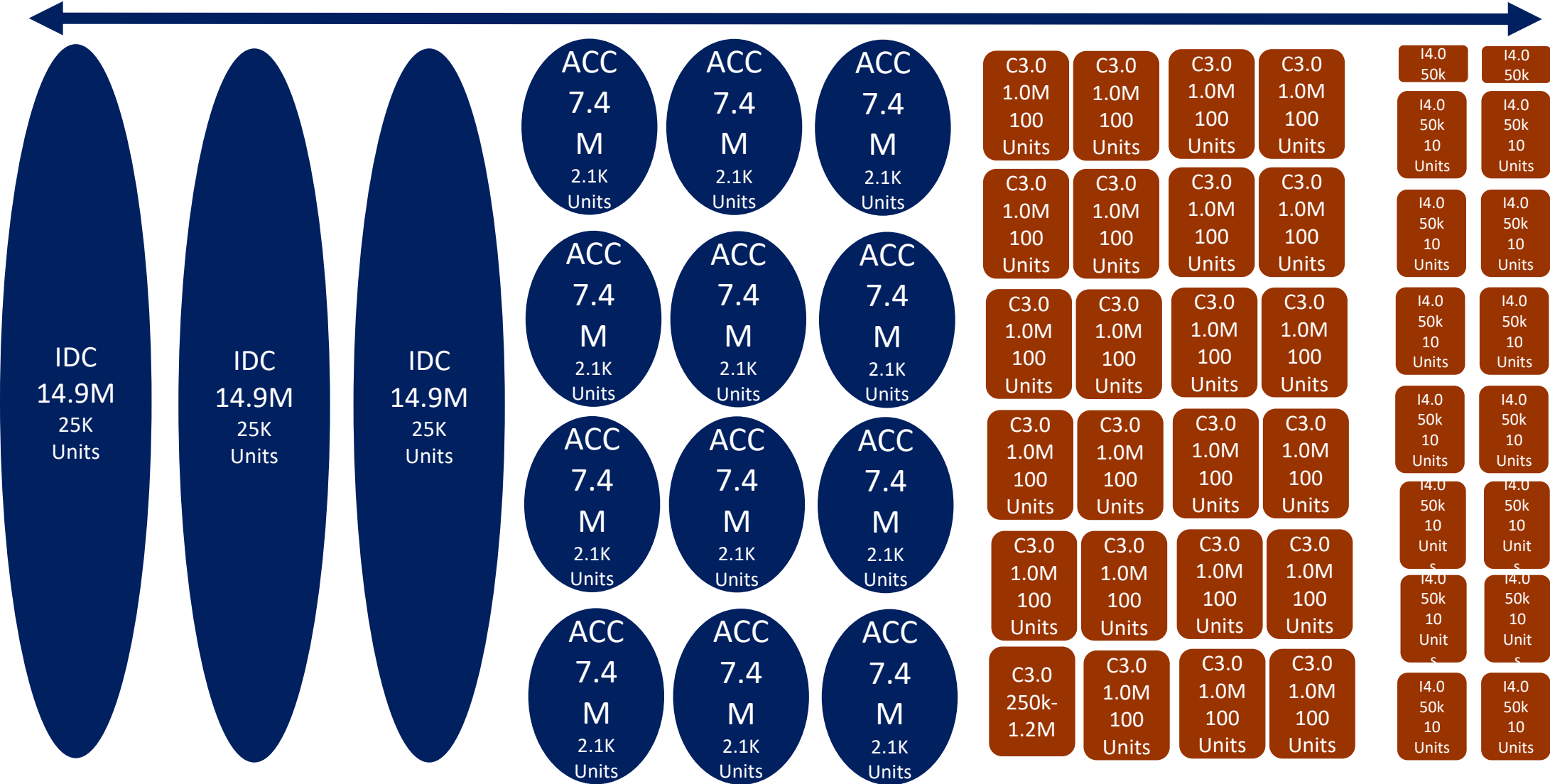


**Joint Revenue Generation
Ensure Customer Success
Repeat Orders From Existing
Customers/Partners
Significantly Increased Shareholder Value**

**Proposal Based On Eon's Sales Track Record
Driving Cashflow Positive Growth With
Customer Success**

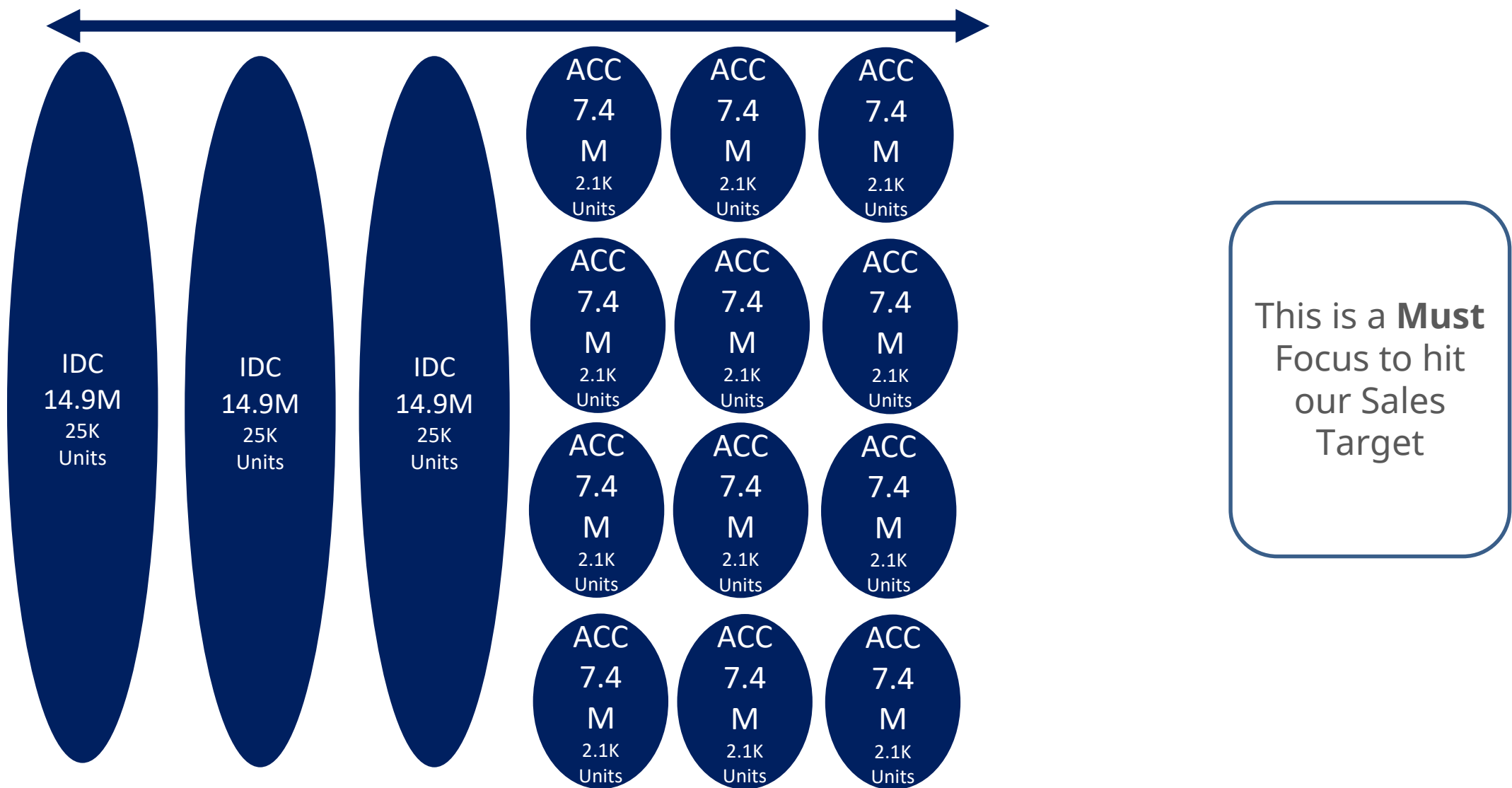
Sales Strategy
Initially Engage 55 Opportunities

We suggest to Initially Engage 55 Opportunities



**Focus 90% of Time on Top Down
Opportunities**

Focus 90% of Time on Top Down Opportunities



**Bottom Up Opportunities Only 10% of the
Time**

Bottom Up Opportunities Only 10% of the Time

We need to pursue but the Initial Sales will be **Small**

C3.0 1.0M 100 Units	C3.0 1.0M 100 Units	C3.0 1.0M 100 Units	C3.0 1.0M 100 Units	I4.0 50k 10 Units	I4.0 50k 10 Units
C3.0 1.0M 100 Units	C3.0 1.0M 100 Units	C3.0 1.0M 100 Units	C3.0 1.0M 100 Units	I4.0 50k 10 Units	I4.0 50k 10 Units
C3.0 1.0M 100 Units	C3.0 1.0M 100 Units	C3.0 1.0M 100 Units	C3.0 1.0M 100 Units	I4.0 50k 10 Units	I4.0 50k 10 Units
C3.0 1.0M 100 Units	C3.0 1.0M 100 Units	C3.0 1.0M 100 Units	C3.0 1.0M 100 Units	I4.0 50k 10 Units	I4.0 50k 10 Units
C3.0 1.0M 100 Units	C3.0 1.0M 100 Units	C3.0 1.0M 100 Units	C3.0 1.0M 100 Units	I4.0 50k 10 Unit	I4.0 50k 10 Unit
C3.0 250k- 1.2M Units	C3.0 1.0M 100 Units	C3.0 1.0M 100 Units	C3.0 1.0M 100 Units	I4.0 50k 10 Units	I4.0 50k 10 Units

**Interactive Digital Center (IDC) Turnkey
Solution
to Existing Large Customers 25,000
Units/customer**

AVR Solution Partner's Customer/Partner Outcomes from IDC Implementation

In summary with this solution **AVR Solution Partner large customers/partners** will be able to achieve:

- **Customer success** by using a turnkey platform solution that has been proven successful globally
- **Return on investment** from the units ordered from AVR Solution Partner
- **70% gross margin** on volume sales of EON's turnkey solution to their own network
- **Drive demand for 5G services** Telco by rapidly scaling augmented reality enterprise usage
- **Strengthened Shareholder value** (in the case of Telco's) by facilitating AVR Solution Partner units



Interactive
Digital
Center

Customer Success
Return On Investment
70% Gross Margin
5G Demand Generation
Strengthened Shareholder Value

Interactive Digital Center

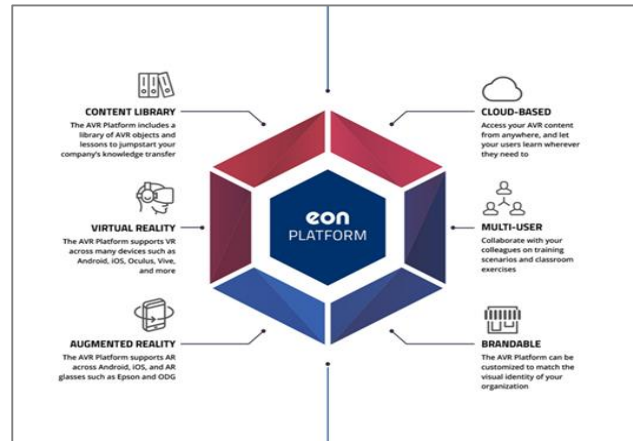
EON Reality's Interactive Digital Centers (IDC) are regional Augmented and Virtual Reality Centers designed to help enhance regional knowledge transfer and grow a region's digital economy. They are key to the growth of EON Reality's Human 2.0 vision and empower their regional workforce to better adjust to economic disruption and job displacement. IDCs also develop applications targeted at specific regional needs, localize existing EON Reality content, and educate the next generation of AR and VR professionals, through the VR Innovation Academy.



Interactive Digital Centers

Volume Platform & Vault Deployment

Deployment of AVR Solution Partner & AVR platform to uplift millions of smart workers for the jobs of the future, Implementation phase
>100,000 users



AVR Content & IP Creation

new Development of new AR applications

Global AVR Marketplace

Access to EON's global Marketplace and network in more than 70 countries that provides revenue opportunities from IDC developed AVR applications (70% goes to local partner)



EON Investment

Significant EON Investment Contribution 70% co-investment in the center with selected Partners, subject to the fulfillment of the qualification requirements

EON IDC Hub in Italy Bologna



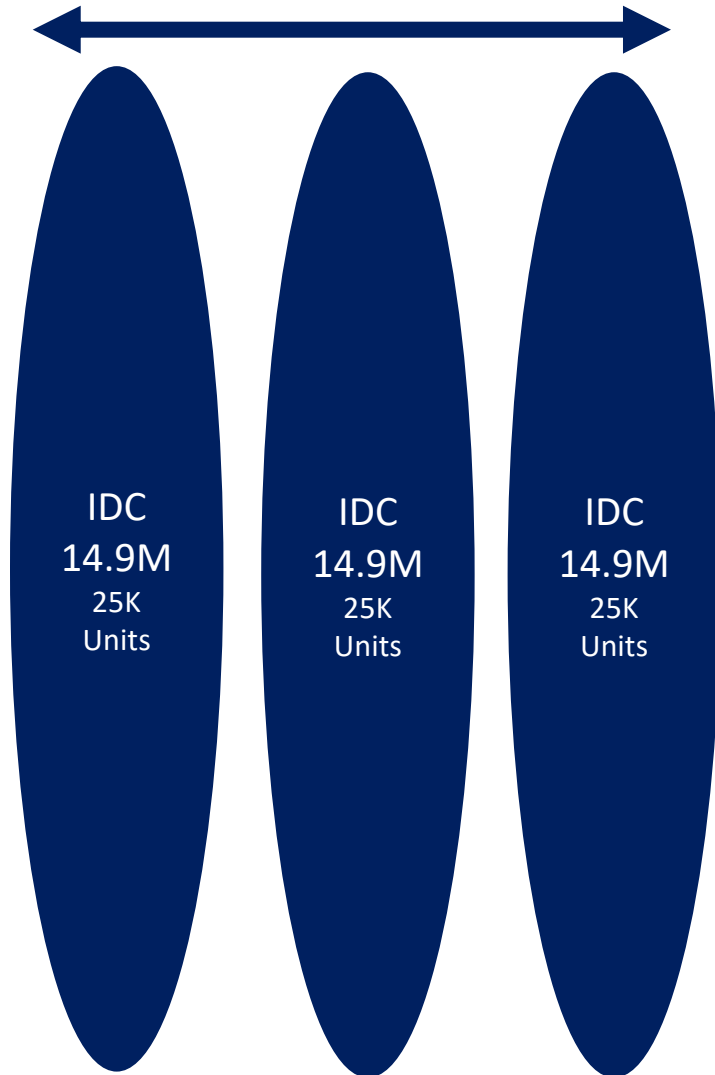
EON IDC Hub in Singapore



↑ EDUCATION WING
LECTURE ROOMS 1 & 2
♂ ♀ ♿
🚪

LECTURE ROOMS

IDC Turnkey Solution to Existing Large Customers 25,000 Units/customer



This is the low hanging fruit & most rewarding for AVR Solution Partner and EON short term; **we need three** significant AVR Solution Partner customers or partners to **generate short term customer success** and create a clear path to **scalable reoccurring cash generation** during 2020

We propose to target your largest accounts in government, education and Industry.
As we don't know the size of your customer/partner orders, we have assumed 25,000 units/customer.

EON Co Invests 70% Of The Turnkey IDC Package

- We assume that these customers **have ordered the 25,000 AVR Solution Partner units** each at \$2300 per unit, i.e. a total of **\$57,375,000**
- In order to achieve **customer success AVR Solution Partner** need to offer a **turnkey solution** consisting of a complete AR platform, asset library, Support, training etc..
- EON has put together such a **turnkey IDC package** with the list price **\$50,436,940.72**
- In order to ensure AVR Solution Partner & Partner success **EON is willing to co invest \$35,544,170.36 (70%) in kind** for each of these IDC packages
- Thus, the **Customer only requires to invest \$14,892,770.36 (30%)** to receive the full turnkey solution for the 25,000 units
- Subsequently the **customer can offer this package to their own network with a 70% margin**

IDC Turnkey Solution to Existing Large Customers 25,000 Units/customer

IDC HUB 2020 TO EXISTING AVR SOLUTION PARTNER TOPDOWN BIG CUSTOMERS/PARTNERS 25,000 UNITS SOLD/CUSTOMER						
Item #	Equipment Description	Qty	Unit price	List Price	EON Co Investment	Local partner
1.1	AVR Development Lab	1		\$ 396,587.00	\$ 198,293.50	\$ 198,293.50
1.2	AVR Enterprise Platform	42		\$ 37,548,000.00	\$ 26,659,080.00	\$ 10,888,920.00
1.3	AVR Systems for Virtual Showroom and Demo Room	1		\$ 420,879.99	\$ 210,440.00	\$ 210,440.00
1.4	AVR Education Platform	13		\$ 11,624,400.00	\$ 8,252,820.00	\$ 3,371,580.00
1.5	Support, Upgrades, Training and Installation:	1		\$ 70,084.23	\$ 35,042.12	\$ 35,042.12
1.6	EON Reality VR Innovation Academy	1		\$ 376,989.50	\$ 188,494.75	\$ 188,494.75
		Total:		\$ 50,436,940.72	\$ 35,544,170.36	\$ 14,892,770.36
		Percent:		100%	70%	30%

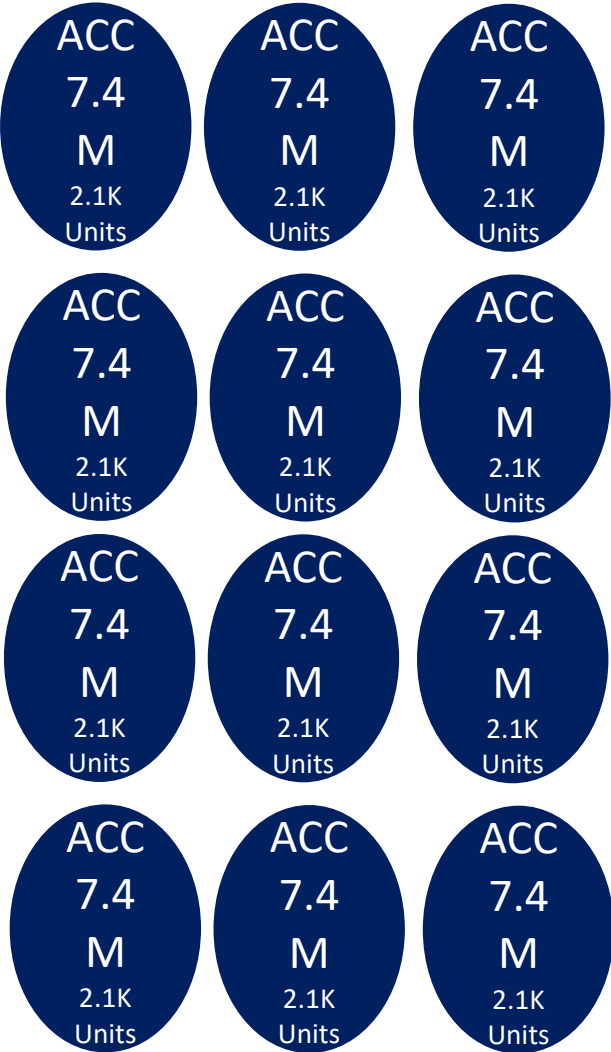
Customer Success, ROI & 5G Demand Generation

- In summary with this offer **AVR Solution Partner large customers/partners** will be able to achieve:
- **Customer success** by using a turnkey platform solution that has been proven successful globally
- **Return on investment** from the units ordered from AVR Solution Partner
- **70% gross margin** on sales of EON's turnkey solution to their own network
- **Drive demand for 5G services** (in the case of Telco's) by rapidly scaling augmented reality enterprise usage
- **Strengthened Shareholder value** (in the case of Telco's) by facilitating sales and proving the original investment thesis

**AR Cluster Center (ACC) Turnkey Solution
to New Fortune 500 Customers 2,100
Units/customer**

ACC Turnkey Solution to New Fortune 500

Customers 2,100 Units/customer



We need at least 12 to reach our sales target

Based on our discussions we understand that there are multiple engagements with fortune 500, In this example we have assumed 12 Fortune 500 customers

EON Co Invest 68% Of The Turnkey ACC Package

- We assume that these customers **will order 2,100 AVR Solution Partner units** each at \$2300per unit, i.e. a total of **\$4,819,500**
- In order to achieve **customer success AVR Solution Partner** need to offer a **turnkey solution** consisting of a complete AR platform, asset library, Support, training etc.
- EON has put together such a **turnkey IDC package** with the list price **\$7,485,017.47**
- In order to ensure AVR Solution Partner & Partner success **EON is willing to co invest \$5,056,688.74 (68%) in kind** for each of these ACC packages
- Thus, the **Customer only requires to invest \$2,428,328.74 (32%)** to receive the full EON turnkey solution for the 2,100 units
- Subsequently the **customer can offer this package to their own network with a 68% margin**

ACC Turnkey Solution to New Fortune 500 Customers 2,100 Units/customer

ACC 2020 TO NEW MID SIZE CUSTOMERS ASSUMPTION 2,100 AVR SOLUTION PARTNER UNITS						
Item #	Equipment Description	Qty	Unit price	List Price	EON Co Investment	Local partner
1.1	2100 AVR SOLUTION PARTNER Units & AVR Development Lab	1		\$ 5,181,662.00	\$ 181,081.00	\$ 5,000,581.00
1.2	AVR Enterprise Platform	7		\$ 6,258,000.00	\$ 4,443,180.00	\$ 1,814,820.00
1.3	AVR Systems for Virtual Showroom and Demo Room	1		\$ 420,879.99	\$ 210,440.00	\$ 210,440.00
1.4	AVR Education Platform	0		\$ -	\$ -	\$ -
1.5	Support, Upgrades, Training and Installation:	1		\$ 500,740.98	\$ 250,370.49	\$ 250,370.49
1.6	EON Reality VR Innovation Academy	1		\$ 376,989.50	\$ 188,494.75	\$ 188,494.75
		Total:		\$ 12,738,272.47	\$ 5,273,566.24	\$ 7,464,706.24
		Percent:		100%	41%	59%

Customer Success, Fasttrack Industry 4.0 Digitalization Initiatives

- In summary with this offer AVR Solution Partner Fortune 500 customers will be able to achieve:
- **Customer success** by using a turnkey platform solution that has been proven successful globally
- **Fasttrack Industry 4.0 Digitalization Initiatives** by rapidly scaling augmented reality enterprise usage
- **Return on investment** from the AVR Solution Partner EON Solution (see Use Cases)
- **68% gross margin** EON's turnkey solution if they choose to distribute to their own network

Classroom 3.0 Campus
Turnkey Solution to New Academic
Customers 100 Units

Classroom 3.0 Campus Turnkey Solution to New Academic Customers 100 Units

In order to ensure value, we need to provide a comprehensive turnkey solution that enables campus wide deployment and balance between augmented reality and virtual reality to enable the ability to learn train perform. The larger discounted number of software licenses offer an opportunity for AVR Solution Partner to grow the number of units with the same account over time.

We need at least 24 to reach our sales target



Classroom 3.0 Campus Turnkey Solution to New Academic Customers 100 Units

Classroom 3.0 AVR Campus Platform to New Academic Customers, 100 Units			
Description	Total Price	EON co-investment	Customer Contribution
AVR Solution Partner AVR Systems for AVR Experience Lab	\$ 280,294.00	\$ 25,397.00	\$ 254,897.00
AVR Education Platform	\$ 1,046,400.00	\$ 315,840.00	\$ 730,560.00
AVR Installation, Training and Support	\$ 107,000.00	\$ 53,500.00	\$ 53,500.00
Grand Total	\$ 1,433,694.00	\$ 394,737.00	\$ 1,038,957.00

Industry 4.0
Proof Of Concept to New Industry Customers
10 Units

Industry 4.0 Proof Of Concept to New Industry Customers 10 Units

Industry: **start with small POC** that can mature in a full company wide deployment but are demanding and take time, target 16



Industry 4.0 Proof Of Concept to New Industry Customers 10 Units

AVR Solution Partner INDUSTRY 4.0 PROOF OF CONCEPT TO NEW CUSTOMERS , 10 UNITS						
Item #	Equipment Description	Qty	Unit price	List Price	EON Co Investment	Local partner
1.1	AVR Solution Partner Units	10		\$ 22,950.00	\$ -	\$ 22,950.00
1.2	AVR Enterprise Platform	40		\$ 44,701.20	\$ 22,350.60	\$ 22,350.60
1.5	Support, Upgrades, Training and Installation:	1		\$ 8,065.50	\$ 4,032.75	\$ 4,032.75
		Total:		\$ 75,716.70	\$ 26,383.35	\$ 49,333.35
		Percent:		100%	35%	65%

Summary

AVR Solution Partner & EON Sales based on 55 Opportunities

\$74,8MUSD in Joint AVR Solution Partner & Eon sales in 2020

Based on our experience and the assumptions outlined in this document we believe it is realistic to achieve \$75 MUSD in Joint AVR Solution Partner And Eon sales in 2020 Distributed as follows:

- \$40,2MUSD from Existing Large Customers/Partners
- \$26,9MUSD from New Fortune 500 Customers
- \$7,5MUSD from New Academic Customers
- \$236,800 from POC to New Industry Customers

\$75M



Based on our experience and the assumptions outlined in this document we believe it is realistic to achieve \$75 MUSD in Joint AVR Solution Partner And Eon sales in 2020

Summary AVR Solution Partner & EON Sales based on 55 Opportunities

Package Name	Description	List Price	EON Co Investment	Customer Price	Target number of Customers	Total Target	Probability	Total Weighted
IDC	IDC Turnkey Solution to Existing Big Customers 25,000 AVR Solution Partner Units/customer	\$ 50,436,940.72	\$ 35,544,170.36	\$ 14,892,770.36	3	\$ 44,678,311.09	90%	\$ 40,210,479.98
ACC	ACC Turnkey Solution to New Fortune 500 Customers 2,100 AVR Solution Partner	\$ 12,738,272.47	\$ 5,273,566.24	\$ 7,464,706.24	12	\$ 89,576,474.84	30%	\$ 26,872,942.45
C3.0	Classroom 3.0 Campus Turnkey Solution to New Academic Customers 100 AVR Solution Partner Units/customer	\$ 1,433,694.00	\$ 394,737.00	\$ 1,038,957.00	24	\$ 24,934,968.00	30%	\$ 7,480,490.40
I4.0	Industry 4.0 Proof Of Concept to New Industry Customers 10 AVR Solution Partner	\$ 75,716.70	\$ 26,383.35	\$ 49,333.35	16	\$ 789,333.60	30%	\$ 236,800.08
Grand Total					55	\$ 159,979,087.53		\$ 74,800,712.91

Proposed Activity List and Timeline

Activity List and Timeline for Top Down Opportunities

1. **EON & AVR Solution Partner to visit to IDC PARTNER** and met with Decision Makers – Day 1
2. **PARTNER visit to an existing IDC Hub** - Day 15
Visit from PARTNER's stakeholders (management, strategic, operational, business, etc.) to an existing IDC Hub to discuss crucial partnership components, including discussion of **Term Sheet**:
 - a. Scope of IDC Hub
 - b. Sustainability Analysis
 - i. Revenues composition
 - ii. Costs composition
 - c. EON & AVR Solution Partner and PARTNER Contributions and obligations
 - d. Capital Investment requirements
 - e. Funding
 - f. Structure / Ownership
 - g. Identification of steps required to secure mutual Board approval
3. **Agreement Term Sheet– Day 20**
 - a. Principal decision to initiate Due Diligence – Day 20
 - b. EON & AVR Solution Partner Provides generic due diligence documentation – Day 20
 - c. EON & AVR Solution Partner guides PARTNER through the due diligence doc 22
 - i. Financial Review
 - ii. Legal Review
 - iii. Business Plan review
 - iv. Technology
4. EON & AVR Solution Partner and PARTNER to **submit due diligence report** to respective Board of Directors – day 35
5. EON & AVR Solution Partner and PARTNER to **submit due diligence report** to respective Board of Directors – day 40

Implementation Plan For IDC & ACC's

Implementation Plan For Top Down Opportunities

- **AVR Platform Rollout** (Licenses to be deployed, identify e-mails to the end users) – [Responsible EON](#) issues the licenses and PARTNER secures the end user information of the AVR Platform (emails)
 - Appoint a lead admin – [Responsible PARTNER](#) – Day 1
 - Conduct Initial Kick off [AVR Platform Workshop](#) - 890 pages see [video – Day 2 - EON](#)
 - Fill out the Need assessment Forms – [Responsible PARTNER](#) - Day 2
 - [AVR Platform Needs Analysis Form](#) - Identifying the top 20 premium assets to develop lessons selected by the PARTNER to be deployed within 90 days
 - [Vault Needs Analysis Form](#) - Identifying the top 10 vault applications selected by the PARTNER to be deployed within 90 days
- **Training** Number of people trained on AVR Platform – [Responsible EON](#)
 - **Creator AVR Certified Trainer Level 1** - face-to-face in Region, Level 1 AVR Platform November 26-29, 30x Trainer (Target: 200x teachers/year)
 - Suggest training time slots – Start Day 25 check availability Next: Every month for next 12 months
 - **Creator AVR Online Introduction End User Training** - introduction online Training (target: 25,000x end users per year). Upcoming sessions:
 - enroll target for 2,000 end users per month to access the online platform to be able to reach between 25,000 a year
- **AVR Content Creation** – [Responsible Partner with EON Support](#)
 - **Applications created during Creator AVR Certified Trainer Level 1** training, Day 25, 30 Trainers building up to 150 applications
 - More Applications created by identified AVR Champions
 - **Applications Created during Creator AVR Online Introduction End-user** (*dates to be updated according to starting date*)
- **Monitoring of End Users** Level of Performances & Satisfaction - joint responsibility
- **AVR Platform Rollout** (Licenses to be deployed, identify e-mails to the end users 25,000x, Users) - see monthly Statistics on Usage
- **Training - Creator AVR Certified Trainer Level 1** - In conjunction with the F2F Training
- **Training - Creator AVR Online Introduction End Users**- In conjunction with the Online Training
- **Lesson Creation** - AVR Lesson & Content Creation
- **Level of satisfaction** - [Customer Satisfaction Survey](#)
 - Knowledge Transfer value
 - Training & Support value
 - Overall Implementation Process
 - Product feedback

Sales Training for AVR Solution Partners

EON Sales Training for AVR Solution Partners

1. [One Page EON Overview with Customer Success Stories](#)

a. How We Build The AVR Platform

b. How We Sell The Platform Top-Down & Top Down

- Describing how we sell to the big 3 (governments, academia & industry)
- The videos clearly explain how we sell but you need to download the presentations yourself & practice

They are pretty big (between 3-7 GB)

They are all the presentations you need, use them as a dictionary

Listen to the videos first and how we sell the AVR Platform

c. How We Make Customers Successful

- Concrete examples - stories from countries
- We encourage everyone to download this
- Describing how we sell to the big 3 (governments, academia & industry)

2. [How to build your perfect opportunity pyramid with 55 opportunities](#)

- a. **Balance between big and small** if you want to hit the numbers
- b. **Focus on Top down for immediate impact** with a smaller portion of industry that will grow exponential over time

3. [How we can get 22,000 prospects markets](#)

4. How we sell these prospects

- a. **Top down** – Large Organizations, Telco's, Industry, Governments, Academic institutions, see this list

- a. The best ways is using [Webinars](#)

- b. **Bottom up** - [AVR Universities & Industry](#) universities that have already tried VR/AR but didn't grow. They know the value, but they have the pain of not knowing how to grow, which is a perfect way to start bottom-up

- a. The best format to sell bottom up is the [Workshop](#) see [video](#)

1. Introduction To The AVR Platform Key AVR Benefits Intro Video

2. Live Demo Platform & Vault

- **AVR Platform Creator** First-time User Experience & Edit A Application The Content Creation
- **Vault** Applications and Videos To Understand What It Contains In Depth

3. Inspiration For AVR Application Creation

- **Examples** Both For The Vault And AVR Platform
- Explain how they are grouped **Technical Vocational Training, Higher Education, And Various Industry Sectors**
- How Easy I Created Create **300 Applications In 7 Days**

4. Inspiration For Selection Of Vault Assets

- Select **From thousands Of Applications**

5. Workshop Participants to Selection your own 3D Assets

- **Things We Haven't Covered** In The Application Examples
- Aircrafts, Or Nuclear Power Plants, Or **Whatever you wish**

6. Needs Assessment Form Review

- [AVR Platform Needs Analysis Form](#) - Identifying The **Top 20 Premium 3D Assets**
- [Vault Needs Analysis Form](#) - Identifying The **Top 10 Vault Applications**

6. Next Steps

- Compressive **Individual workshop** after filling in the Needs assessment forms
- We will send **Videos with the relevant Webinar presentations**
- **Workshop PowerPoint**



Thank You