

OUR OUR OISION

Supporting independent living through innovation



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Here at Sight and Sound Technology we strive to provide the best solution and support to improve the lives of those who have a sensory or age related disability

> Life for us began as a specialist computer mainframe maintainer, but we soon became interested in the technology that was developing for those with visual impairment. This was long before the miniaturised personal computers (PCs) that we have today. Computers then were called mainframe computers and filled entire rooms, sometimes football pitch sized rooms!

The founders of the day trekked to the United States of America, where the leading edge development was being undertaken and soon met the founding fathers of the entire industry. Some names you will not have heard of – Ted Henter, Dean Blazie, but one, you may have – Ray Kurzweil.

A serial entrepreneur (he still is), Ray had invented the Kurzweil Reading Machine. It was revolutionary – the size of a washing machine, required a fork lift truck and a small van to transport it – but you could feed a page of printed text into it and it would read it back. For the blind, it was the beginning of independence, mobility and access to information previously hidden from their sightless world. Now that reading machine is software on a pocket-sized mobile phone – how times have changed! Today, we are the leading player in a highly specialised market. We look after over 35,000 customers, and now many with age related disability, where our technology is changing lives. The world of technology moves ever faster and we bring the newest innovations to people UK wide and we take the time to make sure that they understand how to use the technology and know where we are when things go wrong... which, as we all know with technology, happens. Our trained staff visit users in their home or workplace and provide lifetime support on the life-enhancing products that they purchase through us.

We are proud of our heritage and being at the centre of the UK's assistive technology industry. As we diversify into wider fields and use deep skills and experience of technology for the disabled, we look forward to continuing our innovative, caring approach for at least another 30 years to come.

Glenn Tookey CEO, Sight and Sound Technology



Est. for over 34 years BS27001 Compliant

Masterdistributos of world leading Access Technology **in the UK** UK's largest

distributorof solutions for the b lind and visually impaire d

World leading ZoomText™ Dealer year on y ear

Provider of lite racy software to every School on The Isle of Man

The only DSA Supplier who is specialist in support for blind and visually impaired

OUR MARKETS

We operate in the most demanding agas of disability and provide design, technology, implementation, training and support services to the highest evel of competency to tens of thousands of individuals, businesses and education aganisations.

1 in 30 people in the UK are living with sight loss Source: RNIB 201 3

Adults with learning disabilities are 10 times more likely to be blind or partially sighted than the general population

Source: RNIB 2013



ource: Guardian Nov 200 9

It is predicted that by 2020 the number of people with sight loss will rise to over 2,250,000. By 2050, the number of people with sight loss in the UK will double to nearly four million.



Source: Action for Blind people 2013 and RNIB 201 3

We sell to:

- Individuals
- Charities
- Central Government
- Local Government
- Schools
- Universities
- Large multi-nationals
- Corporates
- SMEs
- Sole Traders

If your IT fails you call the IT helpdesk; if your AT (assistive technology) fails you call Sight and Sound Technology, your assistive technology helpdesk partner.

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Almost one in five students, or 15-20% of the population, has a language-based learning disability. D yslexia is probably the most common of the language-based learning disabilities.

Source: International Dy slexia Association 2008



Blind and visually impaired

UK's largest supplier of technology solutions and support to the blind and visually impaired.



Reading, writing and literacy skills

One in 9 people suffer from literacy challenges. We have the widest range of computer-based tools and support capability to suit all ages from primary school to the elderly.



Physical and other sensory disability

Physical and Motor disability ranges from RSI to impaired limbs and partial or complete paralysis. Our technology and support helps sufferers improve the quality of their life and achieve personal or employment goals.



Accessibility solutions

We help employers meet their legal obligations, and advise on web accessibility across a wide range of corporate sectors.



Telecare and Telehealth

With our partners we provide innovative mobile and wireless solutions for the emerging Telecare and Telehealth markets.

Our Services

As the UK's leading provider of hardware and software to the blind and visually impaired, we work with you from initial assessment through to lifetime support. Sight and Sound Technology is truly the one-stop-shop for all your assistive technology needs.

Audit, Assessment and Solution Design

Undertaking audits of existing solutions, assessing your needs and building the bespoke solution to meet your specific requirements.

Training

Full-time certified trainers to provide both basic and advanced instruction for today's most popular Microsoft applications. Delivered to groups or on a one-to-one basis. We will tailor training to meet your specific requirements, providing advice, support and training.

Scriptwriting and Configuration

We offer custom scriptwriting services to ensure your company's bespoke applications work with access technology.

Customer Support and Maintenance Contracts

Lifetime telephone support during normal working hours. Customers can also benefit from our online technical support via email.

Extended Warranties

To give companies peace of mind we offer extended warranties (up to five years) in addition to the manufacturers standard warranties.



Audit, Assessment and Solution Design

Understanding the real need for assistive technology is paramount. We review what you have, we assess in order to help you decide what you need and we design a best in class solution.



Training

"The training has enabled me to work in a way that, in all honesty, is better than I could ever have imagined" says Nicola King, Litigation Officer.



EXTENDED WARRANTY

Post Sale Support

The real value of Assistive

Technology is derived when the user

to use the product without a second

plans that ensure your organisation and user makes the most of their assistive technology purchase from Sight and Sound Technology.

thought. We provide helpdesk support, remote connect and a range of support

has the knowledge and confidence

Customer Support and MaintenanceContracts

Lifetime support during normal working hours. Customers can also benefit from our online technical support via email.



Scriptwriting and Configuration

Many organisations run their own bespoke software programmes; we can customise our assistive technology software to allow our customers to use these specialist programmes and we also work with IT teams to support assistive technology on more complex networks.

Our People Our Skills

OUR TECHNOLOGY



Blind and visually impaired

Sght and Sound Technology are the UK's largest supplier of technology solutions for the blind and visually impaired. MAGIC

le magnifier

LoomText

ednognifiel

Our Products

"After braille, no invention has enabled blind and visually impaired people to communicate as effectively as the assistive technologies that make computers and the Internet accessible"

Source: www.about.com assistiv e technology 2013





Screen Readers

Screen access programmes (a.k.a screen readers) speak aloud what's on a computer sceen, including desktop icon labels, document contents, and dop-down and toolba menu items. They also speak each keystroke, provide auditory cues and an audible higrarchy for navigating within applications.

Magnification

Equipment that allows users to magnify print, objects and for computer users magnification software programmes enlarging what is shown on the screen, enabling users to adjust colour, brightness, and contrast to further enhance visibility zoom in and out with a keyboard command – Speech output is also available.

Text to Speech

Optical Character Recognition (OCR) software scans and converts printed words into electronic text; the software uses either flatbed scanners or cameras that connect to the computer.

Braille

Sight and SoundTechnology are the master distributor for the world's leading Braille manufadurers; Viewplus, HIMS, Index and Duxbury. We are able to provide everything required in the world of Baille; Braille Learning Systems for novice Baillists and educators, Baille displays and notetakers (fom 12 to 80 cells), Braille embossers and printers and Braille Translation softwae.





OUR TECHNOLOGY

Reading, writing and literacy skills

Sight and Sound Technology have the widest range of literacy solutions, training and support capability to suit all ages from primary school to the elderly.

KURZWEIL

WYNN

DRAGON

TEXTHELP

DRAGON

"Assistive technology has the potential to augment abilities and bypass or compensate for barriers that disabilities create"

Source: Lewis, 1994

Our solutions range from tools for reading aloud web pages to those which develop reading strategies and study skills. Making text accessible is an important step in providing equal access for individuals with reading and writing difficulties.

The art of reading, writing and organising your thoughts does not come easily. Our computer-based tools support those who struggle to convey their thoughts in writing or capture and understand printed texts that they read and they help the process of creating written output, organising thoughts and presenting it to a professional and interesting level. Our experienced training and support teams sympathetically coach the knowledge and expertise required to make best use of the tools. A vital step in the process.



OUR TECHNOLOGY



Accessibility solutions

We help employers meet their legal obligations, advise on the accessible technology solutions available and provide consultation on how best reasonable adjustments can be made. We work with employers and employees, providing training and technical support to both the end user and technical support team.

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VOICCYC

"Employment is a core ingredient in self-esteem, independence, and happiness"

Source: Frey & Stutzer, 2002



Helping employers meet their obligations under the DDA (1996) and Equality Act (2010) is only part of the picture. Enabling access to the written word boosts the individual's confidence. leading to a more productive output which in turn benefits all parties. Accessibility solutions come in many forms, from software that can be installed on company computer networks, allowing any terminal to be made 'accessible' in minutes, right through to more traditional Braille and speech output equipment for those with sensory loss such as Braille embossing equipment.

The world is moving fast...and so are we...innovative phone based scanning solutions capture coded text in a way that integrates the disabled user with everyone else using the same technology. Not being singled out is a critical factor in supporting the disabled at work and generally in society.





OUR TECHNOLOGY



Telecare and Telehealth

With our partners we provide innovation and mobile and wireless solutions for the emerging Telecare and Telehealth markets.



"The dementia strategies for England and Scotland both highlight the contribution of telecare, which can help people with dementia live at home safely for longer and reassure carers."

Source: Research and Development Work Relating to Assistive Technology 2011

Personal Safety Alert

Apart from access to information our technology allows individuals to undertake daily tasks independently. The option for monitoring security and safety systems provide the individual and their families or carers peace of mind and comfort.

Living with the effects of aging should no longer be the worry it used to be. Familiarity with technology allows sufferers today to stay in contact with the family, friends and support workers. And that same technology brings reassurance to those caring for the elderly and disabled. Our mobile solutions enable emergency care to be summoned, create social networks for remote families and carers and allow for collection for clinical data. We provide equipment to allow people to stay in their own homes and to be able to live independently, despite being immobile or suffering sensory loss or the effect of aging such as dementia. We link families and carers to those needing support, providing privately funded services where state funded services are not available.



Location and navigation solutions

> Talking products

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OUR TECHNOLOGY

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Physical and other sensory disability

Physical and Motor disability ranges from Repetitive Strain Injury (RSI) to impaired limbs and partial or complete paralysis. Our technology and support helps sufferers improve the quality of their lives and achieve personal or employment goals.

DRAGON

"Everything has its wonders, even darkness and silence, and (learn whatever state (am in, therein to be content"

Braille Translation

Source: Helen Keller US blind & deaf educator (1880 - 1968)

Sensory loss is often coupled with other disability and it is here that Sight and Sound Technology comes in to its own. We are a true onestop-shop providing complementary equipment and computer-based solutions to enable a complete solution to be implemented.



"We were aware that it was not only Nicola who would require training, but also those working with Nicola..."

Nicola King Litigation Officer

Nicola King works as a Litigtion Officer within the Litigation Depatment of a lage financial organisation. This means that Nicola forms part of a team that is responsible for the recovery of consumer and commercial debts through the issue ofCounty Court proceedings or Insolvency proceedings.

The nature of her role means that Nicola works in an environment of constant change. She must be adaptable and is frequently required to work under pressure.

Challenges

Nicola was already a ZoomText user when she went on maternity leave in 2009, yet unfortunately, whilst on maternity leave, Nicola lost her sight completely. This meant that Nicola was unable to work at all.

Nicola's role at the company meant that she was required to handle large amounts of information, being managed by multiple applications on screen, simultaneously. Whilst Nicola was familiar with the use of one software programme, she was unable to rely on her visual memory to use the new software that formed an important part of her role.

The Department Manager at the company remarks; "Our systems are so bespoke that we were initially unsure as to how our systems would need to be adapted and how complex this would be."

The Sight and Sound Technology Solution

As existing suppliers of assistive technologies to the company, Sight and Sound Technology were selected to supply the products and training that Nicola required. The main product that Nicola was introduced to was JAWS, a screen reading software that reads aloud all of the information displayed on the PC screen.

As Nicola's Manager explains; "We were already familiar with Sight and Sound Technology, and when it came to identifying the range of products and training that would be required in order for Nicola to return to work, it was good to work with a recognised name who could supply everything."

She adds; "We were aware that it was not only Nicola who would require training, but also those working with Nicola. The main challenge for me was the in-depth scripting that needed to work in the background. We work with multiple applications simultaneously, and it was important that I received the necessary training to work on this, alongside Neil from Sight and Sound Technology."

Nicola was also trained by both Neil and Matt from Sight and Sound Technology, and they helped her to understand how the software could be used to enable her to get back to work. Nicola comments; "The training I received was fantastic. I found it was really well structured, and Matt was always happy to go back over things that I didn't understand. He was patient but encouraged me to be independent; he even recorded some of the information to a Dictaphone so that I could refer back to it later."

Results

The impact that these technologies have made is indisputable. Nicola is now using JAWS to enable her to carry out most of her everyday work. Nicola explains; "It is quite black and white for me; without these technologies, and the training I received from Sight and Sound Technology, I would be unable to work."

She adds; "The training that I have received from Sight and Sound Technology has not just provided me with the fundamentals of using the software but in addition special shortcuts have been put in place, to enable me to work more efficiently. JAWS is able to select the information that needs to be read aloud on each page, and there are now a number of different ways that I can tab between the many applications that I use."

Nicola's Manager comments; "The training has been really effective. The trainers from Sight and Sound Technology were there for everyone, explaining to those working around Nicola how the software worked."

Nicola concludes; "The training has enabled me to work in a way that, in all honesty, is better than I could ever have imagined."



"It's a factor of both good training and good products that have enabled me to make the change."

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Jilly Goddard

Individual Learning

Jilly Goddard is the Coordinator of Individual Learning at Waldegrave School for Girls in Twickenham. The school teaches students aged from eleven to sixteen years, and received outstanding status in OfSTED's 2007 report.

In addition to her role as Coordinator of Individual Learning in which she is responsible for managing over twenty members of teaching staff, Jilly also occasionally works as an educational consultant.

Challenges

Communicating via email, a critical aspect in Jilly's dayto-day role at the school, was becoming increasingly challenging with Jilly's acute dyslexia and difficulty typing. "At 66 years old, I'm not as quick as I used to be with my fingers, especially when typing, which has never been very good due to my dyslexia" Jilly explains. "With the number of typing errors I was making, the spell checker function was becoming inadequate, reading from the computer screen was becoming a struggle, and my main method of communication at the school via email was becoming less effective. Also, studying for an MA in Special Educational Needs meant that I would need assistance to write the required assignments and reports."

After recognising how intrusive this was becoming and how it was affecting her ability to undertake simple work tasks, Jilly decided to seek a solution, which is when she came into contact with Sight and Sound Technology.

The Sight and Sound Technology Solution

Through Sight and Sound €chnology, Jilly vas introduced to and provided with assistive typing and eading software solutions; Dragon Naturally Speaking and ClaroRead. To ensure Jilly was able to seamlessly make the ansition to using the software solutions in her ole at the school, training, fundedby the Disability Students Allowance was provided by Sight and Sound €chnology. "At first, I was very unsure whether I would be able to use this new technology; howe@r, the support I received from Sight and Sound Technology quickly increased my confidence" says Jilly.

"The training I received was very flexible to my working arrangements. Matt, the trainer from Sight and Sound Technology, was able to train me using Dragon Naturally Speaking and ClaroRead at both home and at work, which given my busy schedule, was very convenient and made the transition process a lot easier. Matt was very thorough and patient in guiding me through how to fully use both programmes, explaining the processes in an easy to understand and encouraging way, whilst reinforcing what I had learnt throughout. He adjusted the training to my speed of learning, whilst keeping me on target."

Results

After only six training sessions, Jilly is now completely proficient and confident using Dragon Naturally Speaking and ClaroRead and is able to type and ead with a higher level of proficiency. "Being an educational consultant, I am responsible for producing advisory reports for schools" explains Jilly. "Befoe, this meant that I would either have to slowly type out the documentsmyself or ask someone to assist me. Now, I am able to effortlessly dictate what I want to type using Dragon Naturally Speaking, and then use ClaroRead to playback what I have typed in a voice that is easy to understand."

"Using ClaroRead, I can have documents that my colleagues have sent me instantlyread aloud at a speed and accent that Irequire. This is really useful, because I can adjust it for documents that I either wish to skim read, or ones that require studying. Dragon Naturally Speaking has given me the ability to type easily and independently again, impoving my ability to communicate with colleagues via email at the school. My colleagues have noticed that my emails have gone from being brief with typos, to being moe coherent and error free!"

Impressed with the training she received, Jilly has invited Sight and Sound Technology to provide training to the students at Waldegrave School, as well as to train individuals to use assistive technology at the London Borough of Richmond upon Thames. Describing the effect that the training and technology has had on her life, Jilly explains: "It's a factor of both the good training and the good products that have enabled me to make the change. I can only explain it as being life-changing, enhancing, liberating."



"My symptoms came on suddenly – one day I was in a lecture and I could not make out the projector in front of me, it was really hazy"_____

Michael and Daniel Smith University Students

In 2009, Michael Smith first noticed changes in his sight; "My symptoms came on suddend – one day I was in a leture and I could not make out the projector in front of me, it was really hazy," he explains. Having lost 70% 80% of sight in his lefteye within a matter of weeks, he was forced to leave universite nd discontinue hisfirst year studying Medicine at the London School of Medicine. Bllowing his decline in sight, Michael's diagnosis was slow however, after a genetic test Michael was diagnosed with a are genetic condition called 'Leber's Optic Neuppathy'.

Unfortunately, less than grear later, his twin bother Dan suffered the same fate whilst in his secongrear of studying Aeronautical Engineering at the Uniersity of Bristol. Although drastating for Dan, he was abled continue his studies due to the experience and awerness his brother had gained in previous months. At least now the brothers knew which technology was available, how to access it and the processes required, thanks to organisations such as Sight and Sound Technology.

Dan Smith commented: "The most important thing after devastating sight loss is being awæ of what technology there is at the cutting edge to help mæklife efficient and independent again. I was immediately put in touch wit Sight and SoundTechnology where advice was given to me on the leading assistive technology available to enable me to continue ny studies with as little disruption as possible."



Challenges

On Good Friday, 6th April 2012, identical twin brothers Michael and Dan Smith, aged 20, cycled tandem, the 570km from London to Amsterdam to raise funds for UK charity, Blind in Business. The route started with the trip from London to Calais on day one, onto Gent, Rotterdam and Amsterdam over the course of four days. Michael and Dan were guided through their route by five sighted guides, all medical students at Barts London School of Medicine. After various problems to overcome such as punctures, broken chains, swollen knees and illnesses, as well as the boys falling from their cycle on Day three, the boys completed their challenge, raising over £16,000 for the charity.

Dan remarked: "The thinking behind the challenge was to divert attention away from our predicament but also to raise money to help others in a similar situation. The challenge was far tougher than expected, with freezing conditions, dehydration and sickness on my part but I feel that helping others when you yourself are in need gets you through tough times."

Glenn Tookey, Managing Director at Sight and Sound Technology said: "It is a privilege to work with such inspirational boys; we are very proud to have sponsored them for the race and will continue to support them in the future."

The Sight and Sound Technology Solution

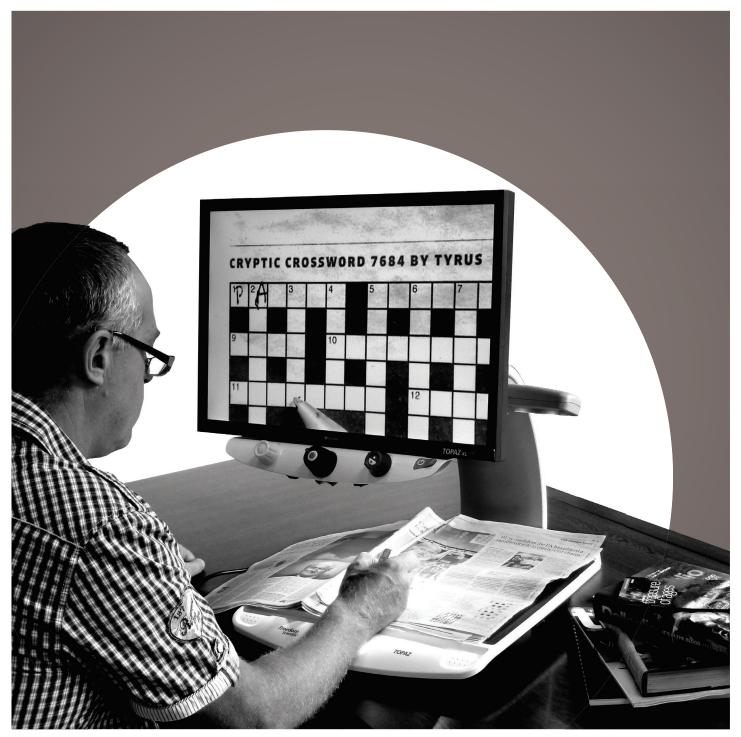
In order to gain access to a range of assistive technologies, Blind in Business directed Michael and Dan towards Sight and Sound Technology. As leaders in cutting-edge technology to aid the visually impaired, Sight and Sound Technology were able to give the boys the help they needed with support from their highly skilled trainers and technical support desk. Matt at Sound and Sight Technology has been training Michael ever since in using technology and software programmes such as JAWS (screen reader software), ZoomText (screen magnifier software), TOPAZ(desktop magnification) and Kurzweil 1000 (text to speech software and scanner). Daniel also uses similar technology with the addition of PEARL and Openbook, a text to speech software and capture solution.

Michael Smith commented: "At first I struggled to adjust to life without my sight; it was very difficult to come to terms with it all, but with the help and support of Blind in Business and Sight and Sound Technology, the transition has been made a lot easier. Dan and I are happy that we could take part in the bike race to thank the organisations for their hard work."

Topaz™

Desktop video magnifier

- Fasy to use, high-visibility controls
- Full colour image with automatic focus
- 28 high-contrast viewing modes
- large, gliding document table
- Available with a 20", 22" or 24" flat screen
- Focus lock
- Find feature to quickly zoom out, find your place and zoom back in for reading
- Extra large reading table
- Screen swivels in all directions for most comfortable viewing



"Without JAWS I wouldn't be able to do my job, it's as simple as that."

Ian Ketteringham ^{University Graduate}

In May 2008, Ian Ketteringham was a typical 20-year-old coming to the end of his second year at Liverpool Hope University where he was studying for a BSc in Environmental Management and Sports Studies. He was planning his backpacking travels over the summer and using every spare minute to play sport and socialise with friends.

However, Ian suddenly noticed that his normally perfect sight had begun to deteriorate. When using his laptop, images had become blurry and it was getting harder to focus on everyday objects, especially when driving. He made an appointment with the optician, even though six months previously he had been told that his sight was perfect. Having been referred to the hospital, the ophthalmologist thought he might have an eye virus and that his sight would probably return within ten weeks. Ian continued with his plans to travel.

Challenges

On his return in July 2008, Ian knew that something was drastically wrong. Throughout his travels it had become harder and harder to see from both eyes.

After further appointments with ophthalmologists, Ian was given the devastating news that he had a rare genetic condition called 'Leber's Hereditary Optic Neuropathy' (LHON) and that he was unlikely to ever regain his full sight.

Ian commented: "I remember crying for much of the journey home from the hospital in the car, but after that I told myself that I had to be positive. I'm a determined and motivated individual."



The Sight and Sound Technology Solution

Following the initial 2-3 month sight decline, Ian's sight stabilised at less than 5% vision in both eyes. He returned to university where he was given support and information about Disabled Student Allowance and began using JAWS, the assistive screen reading software supplied by Sight and Sound Technology. He also started to use various other sorts of assistive software such as Kurzweil 1000, which converts word-processed documents into speech, also supplied by Sight and Sound Technology. Without these assistive technologies, Ian feels it would have been impossible to continue with his studies.

In May 2009, he managed to complete all of his studies and graduated with his peers gaining a 1st class degree with honours. Not long after graduating, Ian received assistance from Blind in Business, the UKbased charity which provides IT training and teaching resources to help visually impaired or blind people find employment. He was selected to attend their Education to Employment course. Here he gained the knowledge and advice relating to visual impairment required to cope with his sight loss and was put in contact with various visually impaired specialists such as Sight and Sound Technology.

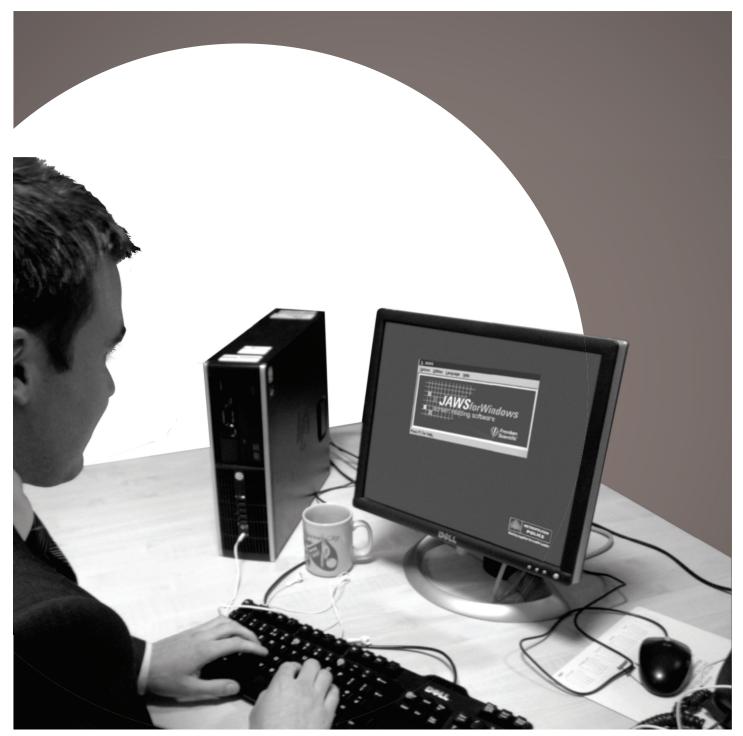
Ian returned to university to study for a Masters degree, whilst at the same time planning a 3-month trip for 2010, which involved travelling around South-east Asia and Australia. He gained an MSc with distinction and was able to document and capture his travel experiences. Software supplied from Sight and Sound Technology enabled all of this to be possible. Through increased confidence and determination, Ian completed further travelling through China and New Zealand.

On his return from travelling, Ian was keen to find employment and Blind in Business were able to help. Dan Mitchell at Blind in Business gave Ian guidance on writing CVs, assisted in completing job applications and prepared him for interviews. Ian also attended the Blind in Business' "Education to Employment residential training course". The course gives blind people the confidence to apply for work and gives employers the confidence to employ them based on their abilities, not their disability.

Ian says: "Working with Dan helped enormously in terms of building my confidence, motivation and improving my writing style to suit employers' requirements."

Ian successfully applied to the Metropolitan Police Service in the Directorate of Information, gaining full time employment on their ICT Graduate Development Programme. He has received on site one-to-one training from Sight and Sound Technology's specialist trainers: making him more efficient.

Ian said: "Without JAWS and the training I wouldn't be able to do my job, it's as simple as that. Technology has opened so many doors for me and allowed me to deal with anything that comes my way."





Voiceye Codes

VOICEYE allows a print impaired person to access any printed information using a smartphone. The text can be read aloud using a TTS (Text-To-Speech) software as found on the iPhone®, iPad® or Android®.

Download Voiceye for free from your App Store and scan any of the codes below.



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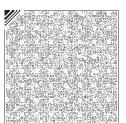
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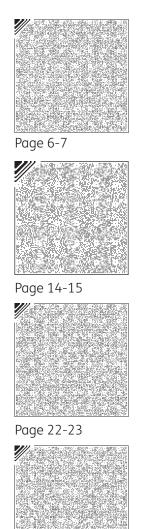
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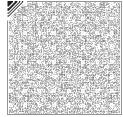
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Sight and Sound Technology works in unison with private individuals, charitable organisations, public sector establishments and commercial enterprises to help our users fully realise their potential.

For further information on any of the products or services featured in this brochure or to enquire about our other solutions, please contact us on:

01604 798070

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Sight and Sound Technology

Welton House North Wing Summerhouse Road Northampton NN3 6WD

Tel: 01604 798070 Fax: 01604 798090 www.sightandsound.co.uk info@sightandsound.co.uk

