



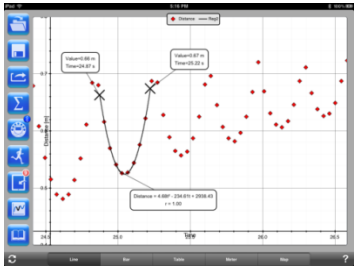


## Labdisc presentation script

### Prerequisites

1. Use the Labdisc and the GlobiLab on the tablet (iOS or Android).
2. Load the PPT presentation as a JPG picture slideshow to the tablet. Please find it on our distributor download center:  
<http://www.globisens.net/ddc>
3. See the following videos at <http://www.globisens.net/resources/experiment-videos>
  - a. Micro Climate
  - b. Free Fall
  - c. Candle flame
4. Practice yourself with the Free Fall activity.
5. When using the Labdisc for the first time, pair it with your tablet. See the printed manual instructions or the relevant FAQ at:  
<http://www.globisens.net/support#3>
6. Take to any presentation: Gensci unit, Labdisc carry bag, tablet with the GlobiLab and slideshow installed, plus a ping-pong ball.

### Demonstration

Show	Say
<p>Slideshow – use only the first 7 slides</p> 	<ul style="list-style-type: none"><li>• Talk about the importance of science.</li><li>• Inquiry-based learning – proven to be the best way to teach science</li><li>• Our unique solution:<ul style="list-style-type: none"><li>○ Consolidating all lab meters/sensors into a single wireless device</li><li>○ No more cables, no more calibration, no more long preparation and setup time</li><li>○ Clean, ready to use and lowest cost device</li></ul></li></ul>

<p>The Labdisc (with the blue ring closed)</p> 	<ul style="list-style-type: none"> <li>• Show how easy it is to get a reading - press the following sensor keys: <ul style="list-style-type: none"> <li>○ Temperature – get ambient temperature reading</li> <li>○ Air pressure – get air pressure reading. 100kPa is sea level</li> <li>○ Humidity – get the humidity reading</li> <li>○ Sound level – get sound level in decibels</li> </ul> </li> <li>• <b><i>It doesn't get any easier! No calibration! Just one click for an accurate measurement</i></b></li> </ul>
<p>Rotate the Labdisc blue ring</p>	<p>Ask – so where are the sensors? Rotate the blue ring and show the air pressure, humidity, sound and even the distance at the back</p> <p><b><i>Here you should get your 1<sup>st</sup> WOW</i></b></p>
<p>The GlobiLab software</p> 	 <ul style="list-style-type: none"> <li>• Open the tablet and click the GlobiLab icon</li> <li>• This software is simple and easy, just like the Labdisc: <ul style="list-style-type: none"> <li>○ No menus or sub menus</li> <li>○ 100% icon driven</li> </ul> </li> <li>• A powerful and complete environment: <ul style="list-style-type: none"> <li>○ 5 different measurements display</li> <li>○ Labdisc set-up and data retrieval</li> <li>○ Graph markers and multi-media annotation</li> <li>○ Advanced mathematical functions</li> <li>○ Curriculum pack full of activities and experiments</li> </ul> </li> </ul>
<p>Meter screen</p>	<ul style="list-style-type: none"> <li>• Make sure your Labdisc is connected via Bluetooth communication to the tablet</li> </ul>  <ul style="list-style-type: none"> <li>• Click on the meter tab</li> <li>• You should see beautiful meters displaying measurements from 6 different sensors</li> <li>• <b><i>Here you should get your 2<sup>nd</sup> WOW</i></b></li> <li>• Make a short breath on the Humidity sensor (located under the key with a symbol of 2 water drops).The humidity reading will increase.</li> </ul>



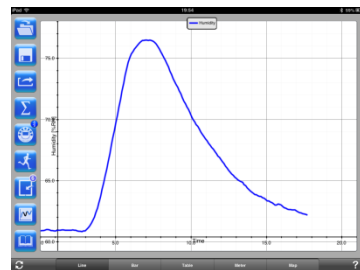
- Select 2 meters – press “2” located above the Meter tab
- Click on the right meter and change the meter type to Vertical Bar. Use the selection wheel to select a humidity sensor for this meter

### Setting up the Labdisc



- Click the SETUP icon
- **Emphasize that on a single screen you can see and control ALL SENSORS**
- Here you can turn sensors on/off, select the sampling rate and the amount of samples
- Select Humidity, at a sampling rate of 10 samples per second and a total of 1000 samples

### The Graph

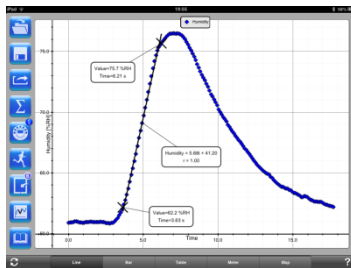


- Click the RUN icon
- A Humidity graph will immediately build on the screen
- Place your hand near the humidity sensor
- Observe the increase in the graph values
- Remove your hand and let the humidity value decrease



- Click the STOP icon to stop this experiment
- Double click the graph to see the actual samples

### Analyzing the graph

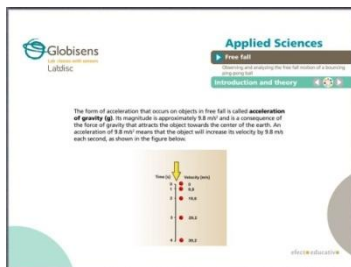



- Click and hold the graph and you'll get a marker
- Drag it with your finger along the graph to the point where the humidity started to increase
- Click and hold the graph at the point of maximum humidity, to get a second marker



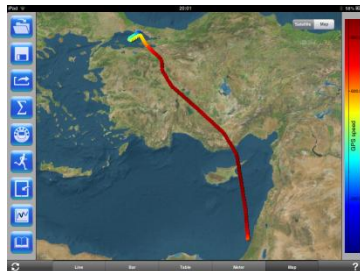
- Click the Curve-fit icon and select linear regression.
- You should get a linear “best fit” line between the markers with its mathematical equation representing the rate of Humidity increase.

### Show our curriculum



- Click the workbook icon  and select one of the following activities:
  - Free fall activity (for Physics teachers)
  - Boyles law (For Chemistry teachers)
  - Micro Climate – “Walk in the park” (for Biology teachers)

### The GPS amazing functionality



- Make sure your tablet is connected to the Internet
- Ask - what is the flight speed of an airplane?








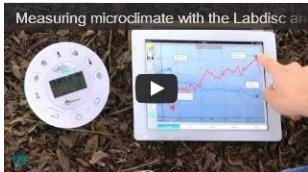
- Click the Open icon and select “Flight from Tel-Aviv to Istanbul”

Line

- Click on the Line view to show a graph of the flight speed

Map

- Click on the Map view to show speed recording on APPLE MAP
- **Here you should get your 3<sup>rd</sup> WOW**
- Click on a colored samples and you'll get a marker showing the flight speed

	<ul style="list-style-type: none"> <li>• Zoom a few times to the landing area to show the airport and even the gate where we landed! <b>And here's your 4<sup>th</sup> WOW!</b></li> </ul>
<p>Who is Globisens?</p> 	<ul style="list-style-type: none"> <li>• An Israeli, Educational Technology firm, established in 2009</li> <li>• Our mission – To become the 1<sup>st</sup> choice for school data logging</li> <li>• Achievements – More than 30,000 units sold during the first 18 months</li> <li>• Endorsement – Selected by over 5000 teachers worldwide</li> <li>• Award winning - Worlddidac 2012, Tech &amp; Learning 2012, UK eLearning 2013</li> </ul>  
<p>Our Labdisc Eco-system</p> 	<ul style="list-style-type: none"> <li>• Application running on PC/MAC/iOS/Linux and Android</li> <li>• Mobile science cart for a complete class solution</li> <li>• Support for most of VERNIER analog sensors</li> </ul>
<p>How much is it?</p> 	<p>The obvious question – use the Competitive Analysis EXCEL table to show that we are x2 to x3 less expensive compared to ALL market players.</p>
<p>Finish with a Movie</p> 	<p>Show a complete Micro Climate investigation done with the Labdisc. Please find it on You-Tube: <a href="http://www.youtube.com/watch?v=sDk04G2GfhY">http://www.youtube.com/watch?v=sDk04G2GfhY</a></p>