

Clinical Diagnosis and Patient Education Made Easier



Practice Information: Consumer Optical, Schenectady, New York
Optometrist: Albert Morier, OD
Device: *California*
Reasons for Purchase: Field of view, patient education, higher quality of care

Albert Morier, OD, didn't plan to invest in Optos technology when he first attended The Exchange® in 2013. But, after Optos made its presentation on the main stage, Dr. Morier couldn't stop thinking about the amazing capabilities of the instrumentation. "I always felt that peripheral retinal evaluations were a weak point in my skillset, and I thought having an alternative to provide better care would be worth it."

Even still, he was a bit wary about making the large investment. He sat down in his next session after signing the purchase agreement where he confided in a colleague he had never met, who previously purchased a *Daytona*. "He told me, 'You made the right move. I purchased one last year. You'll find you sleep better at night.'"

In the six years since, Dr. Morier says that advice provides itself time and again at his practice. The *optomap* technology has become an integral part of the care he provides, and he's already seeing the benefits of his upgrade to the *California* device ago with its ease of use for both his staff and his patients.

“The California is such a wonderful instrument, and you'll find out how much you would miss it if you didn't have it.”

Dr. Morier



Education improves acceptance

Dr. Morier and his team are also taking a new approach to offering screenings since integrating the *California*. A form provides two options that a patient can check after reading about why the retinal imaging is important: Yes or I would like to discuss it. There is no immediate opt out available and learning more about the value of the exam has increased the percentage of acceptances dramatically. "I didn't do this with the *Daytona* because I was too busy to talk patients into it, and that was a mistake. Now if they check that they want to discuss it, they open up the conversation." Patients can say no after the explanation, but most will opt in for the screen after additional education. All patients with diabetes are also screened annually.

Standout cases

There are several patient experiences with **optomap** technology that stand out to Dr. Morier. First, is a patient who he saw at another office. He was unable to dilate the patient with two sets of drops, so he referred him to Consumer Optical for **optomap** imaging.

The patient told Dr. Morier that an ophthalmologist had been monitoring a freckle on his eye every year. When Dr. Morier saw the patient's images, they revealed it was not a nevus, but a melanoma. The image also showed diabetic retinopathy adjacent to the optic nerve. The retina specialist did not think it was a melanoma, but referred the patient to Ivana Kim, MD, at Mass Eye and Ear, who confirmed the diagnosis. Because Dr. Morier was able to show the patient the areas of concern, the patient was persistent in getting answers and following through with other specialists.

Another patient opted to discuss the **optomap** screening with Dr. Morier, and after he agreed, Dr. Morier saw clear signs of a horseshoe tear and detached retina. The patient had experienced minor symptoms of a flash of light a month before, but nothing since then, he was incredibly impressed with Dr. Morier's findings.

All patients wowed

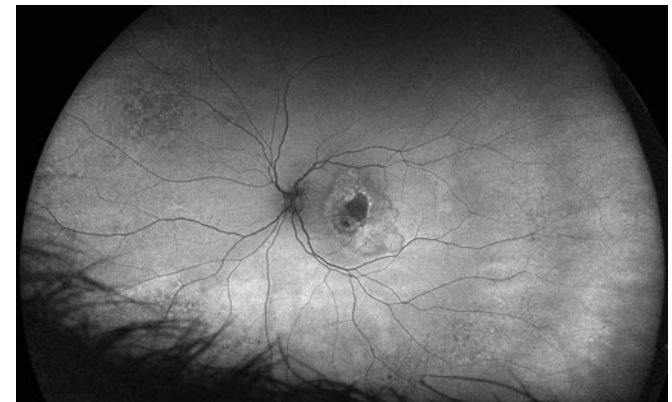
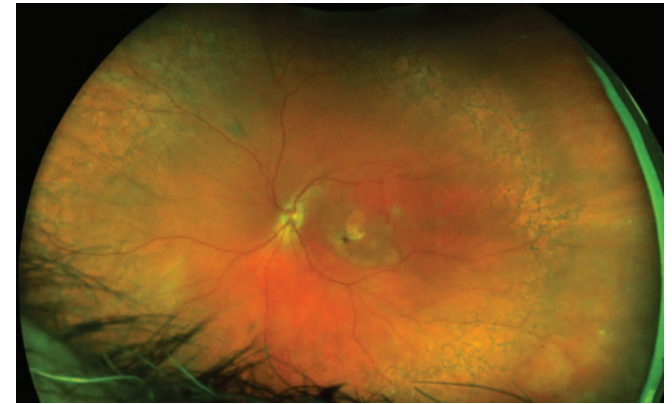
Dr. Morier says that the technology and education it provides is impressive, even if the findings are routine. As he details the parts of

the eye, from the optic nerve to the macula and nerve fiber layer, patients are wowed, he says. He explains that this information is a baseline to compare for years to come that will allow him to pickup on even the smallest changes. He also offers to provide patients who are moving away from the area with their **optomap** images on a USB drive in order for their new doctor to have the data as well.

Dr. Morier appreciates the support he's received from his Optos representative. "He's sincere, and he was very instrumental as we made the adjustment to our *California*," he says. Dr. Morier encourages his colleagues to stop hesitating and take the leap. "The price tag may worry you, but with routine and diabetic screenings, you will come out in the plus column no matter what." The return on investment is multifaceted, with a hard return on the financial investment but also a soft return gain with the valuable impressions the technology will make on patients.

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The **optomap** color image clearly shows there is blood in the macula, as well as peripheral drusen, indicative of wet AMD. The **optomap af** shows areas of hypoautofluorescence, which means the disease is progressing and treatment is needed.



Optos plc
Queensferry House
Carnegie Campus
Enterprise Way
Dunfermline, Fife
Scotland KY11 8GR
Tel: +44 (0)1383 843350
ics@optos.com

Optos, Inc.
500 Nickerson Road
Suite 201
Marlborough, MA 01752
USA
Call Toll-free (US & Canada): 800 854 3039
Outside of the US: 508 787 1400
usinfo@optos.com

Optos Australia
10 Myer Court
Beverly
South Australia 5009
Tel: +61 8 8444 6500
auinfo@optos.com

