

Pasadena Eye Associates

Diseases and Surgery of the Eye
Laser Refractive Surgery

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M. Lance Patton
General Manager, Ophthalmology Division

Optos, Inc.
67 Forest Street
Marlborough, MA 01752

Dear Mr. Patton,

I have been using optomap imaging for four years. Your device has had such a positive impact on my practice that I wish to share a few observations. Before purchasing, I was offered an extended demo; within two weeks I realized that the technology had become an integral part of my practice. It has indeed, become one of the best pieces of equipment that I have ever purchased. The value of **optomap** is so significant that I feel it would be necessary to have it in my practice even if we did not receive medical reimbursement for diagnostic imaging.

optomap technology has proven exceptional for acquiring images of peripheral pathology we were unable to document in the past. The extended view of the retina facilitates our observations of subtle diabetic changes in the far periphery and enables patients to see and understand these critical changes. In comparison to what we could see in the past (through direct observation or with our older camera technology) we now often find earlier, subtle signs of disease in otherwise asymptomatic diabetic patients. The AF modality is particularly valuable in this capacity.

We routinely use the optomap images in discussions with our patients. As a result, we have seen better patient compliance and retention, often generating six-month follow-ups from patients who we had historically seen once a year or every few years. Many patients are eager to see a comparison of their new **optomap** vs their previous exam because they can clearly observe and understand what is occurring in their eyes.

optomap technology has helped me advance my practice through increased retention and referrals, as well as, through an improved patient flow that now allows me to see 6-7 more patients daily. I truly feel that the value of this technology goes far beyond medical reimbursement and that it greatly affects quality of care. The ultra-widefield view makes examining the periphery easier thus facilitating disease detection and maximizing quality time with my patients. Our **Optos** unit has more than paid for itself, and **I can see no reason why any ophthalmologist would not have the technology**. I personally am well pleased by the continuing positive impact optomap has on how I practice medicine.

Sincerely,



Scott E. Segal, M.D.