

James J. McMillan, MD

Dear Ms. Amodei,

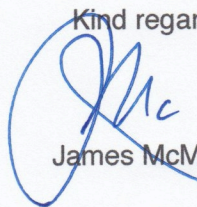
As a solo practitioner, working without a technician, I have faced unique challenges to survive through recessions, declining reimbursements, and now the pandemic. I am writing to share how Optos' evolving technology has proved invaluable through the process of building my practice. Over the past 20 years I have upgraded my Optos system multiple times as each new generation device has been released, starting with the groundbreaking *P200* and now with the truly revolutionary *Silverstone*. From the beginning, the ease-of-use and rapid acquisition of Optos ultra-widefield technology has helped me to work alone efficiently. Given the documentation and liability concerns we experience in medicine, I greatly appreciate the robust support **optomap** images offer. Most importantly, my Optos technology sets me free and affords me the time to devote to the comprehensive exams my patients deserve. The state-of-the-art technology never fails to attract their attention. The "wow" factor of **optomap** has been a marvelous, effortless marketing tool, to be sure. Word spreads quickly and as a result, my practice has grown while others have struggled to survive.

When insurance companies began changing payment policies to paradigms that disincentivized the type of quality interactions my patients expected from me, **optomap** gave me the ability to document and code many different retinal conditions of clinical importance and obtain legitimate reimbursement for the effort in addition to providing the best care. Ultimately, **optomap** not only paid for itself, but provided essential revenue allowing me to continue to pursue my optimal standard of care.

In my experience, **optomap** technology has always been leading-edge, and *Silverstone* is no exception. For example, I had been watching the inferior temporal area in the right eye of a long-time patient. I was monitoring what could have been either a chronic, shallow detachment or a retinoschisis. It seemed stable over time, and either pathology in that position could sit there for years. There was no clear evidence of a pigment demarcation line or pigmentary atrophy, so I was just never sure. When I put the *Silverstone* Swept-Source OCT on it, I instantly saw that it was not a true separation, and I was able to put the concern to rest. *Silverstone* also allows me to rapidly assess nevi, and, when a retinal referral is needed, to demonstrate for the patient why they need to see a specialist. Likewise, I can determine with confidence when a referral is not needed, thereby saving my patients unnecessary expense, worry, and inconvenience. I also see a fair number of patients taking Hydroxychloroquine for rheumatic disease; in these cases, *Silverstone's* ability to get UWF color and autofluorescence images and OCT scans in seconds is tremendous.

Why would one not invest in this technology? It is simply a "no-brainer" for me. The field of view and image clarity of *Silverstone* can take one's practice and, most importantly, one's ability to care for patients, to an entirely different level. I will continue to invest in each new generation of the Optos systems because they are consistently superior technology yielding superior quality-of-care for all my patients.

Kind regards,



James McMillan, MD