

Optos Technology Provides Enhanced Efficiency, a Higher Standard of Care and Increased Safety for Patients and Staff



Practice Information: Avery Ranch Eye Care, Austin, TX, single doctor, private practice
Optometrist: Chris Vincent, OD

Device: *California*

Reasons for Purchase: optomap image quality, higher standard of care, patient education, revenue generation

Even prior to the COVID-19 pandemic, Chris Vincent, OD, was constantly looking for ways to make his practice more efficient. “We wanted efficiency but did not want to sacrifice the high quality of care our patients were accustomed to,” says Vincent.

Dr. Vincent found his answer with the *California*, “We had a retinal camera, but that did not provide the ultra-widefield (UWF™) view of the retina.” Once he made the decision to bring in **optomap** UWF imaging, things moved quickly. Optos got the *California* installed, trained the staff, and the next day the office was imaging patients. On the 2nd and last day of training, the Optos technician was merely on site to answer questions, the team was off and running. The efficiency that Dr. Vincent hoped for was evident immediately.

Safety and Efficiency

Dr. Vincent implemented the Optos *California* device just as the COVID-19 pandemic struck. “Optos technology had been on my wish list for a while, we had been thinking about it long enough and really needed the efficiency we hoped it would bring.” Acknowledging that making a capital investment during such an uncertain time felt a little strange, Dr. Vincent felt it was the right time.

As practices began to reopen, Avery Ranch Eye Care included, the team quickly discovered an entirely unforeseen benefit of **optomap** imaging.



Upfront examination with the *California* cut our preliminary testing time by 50 percent.”

Dr. Vincent on his *California* device



The practice began seeing patients again under the new pandemic protocols and in turn discovered that “our *California* not only allows the technicians to maintain a safe distance from patients, but we also decrease the overall risk of exposure to the virus by moving patients through pretesting more quickly and efficiently.” Explains Dr. Vincent.

Patient wow factor

Patients love looking at their **optomap** images and in turn, Dr. Vincent enjoys educating his patients, showing them what he saw previously, and what he can now see with his *California*. Every patient is wow'ed. “Even if they don't know where they are looking, they can see that we're learning more about their eyes. We began gaining referrals almost immediately.”

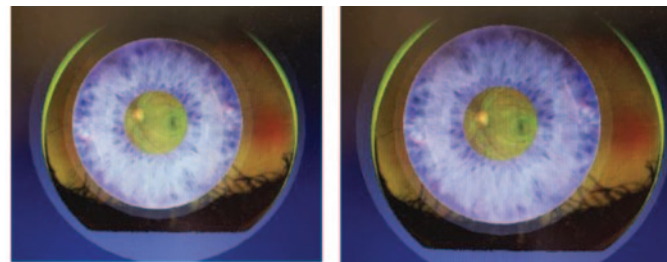
Even more importantly, the practice obtains valuable, clinical data on each patient. “The clarity of the images is better than what we would see with other technology. This is often true even compared with a dilated exam due to the difficulty in getting a good view on a patient with photophobia or those who get uncomfortable during a dilated exam. According to Dr. Vincent, another added benefit to **optomap** imaging is the ability to compare images from year to year and gain a better understanding of changes rather than referring to previous notes and drawings.

As the team continues to use the technology, Dr. Vincent anticipates they will continue to see more benefits. So far, he has found the images very helpful in educating patients of conditions such as retinal tears, hemorrhages, and some lattice degeneration.

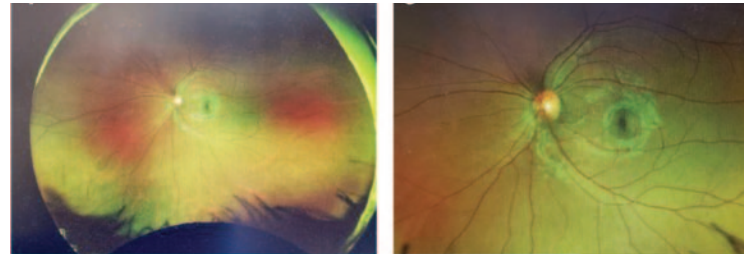
The staff also appreciates and sees value in the investment. “They were all excited when I explained what it was for and what it could do. Plus, the Optos technician provided staff with some great tips on increasing the capture rate.”

The practice has recovered well since reopening, “We're booked out quite a way, and it's been very busy.” Dr. Vincent and the staff are grateful for that and that he invested in the efficiency of **optomap** when he did. “We've maintained the early efficiency gains and have increased momentum since we initially implemented Optos technology. We are continually adding more patients into the daily schedule.”

Dr. Vincent adds that **optomap** imaging and the *California* have delivered all he hoped it would – and more. “I knew it was going to increase our efficiency, but I didn't expect to see that on day one. It has helped our staff keep an appropriate distance, reduced our exposure, and allowed us to continue providing the high quality of care for which we are known.”



Dr. Vincent educates his patients on ocular health by using the 3D Wrap tool™ and then by showing the difference between a standard fundus image vs an **optomap**.



As seen in Vision Source OD Magazine



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