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*Note: Visionix content published before 2023 may reference "Optovue Inc.", "Luneau Technology", or "Luneau Technology | Optovue Inc.", as well as slight changes in product naming. Company and product names reflect official branding at time of publication.



VISIONIX

INNOVATION TO UNLOCK YOUR POTENTIAL

Visionix is the global manufacturer and exclusive sales, service and training provider of Optovue OCT, Visionix screening and refraction systems, as well as Briot and Weco lens finishing equipment in North America.

We are the pioneer in integrating core refractive, screening, and imaging technologies to address the ever-changing needs of eye care professionals. Today, we are proud to offer high-speed OCT and OCT-A technology designed to facilitate the diagnosis and management of a range of ocular diseases.

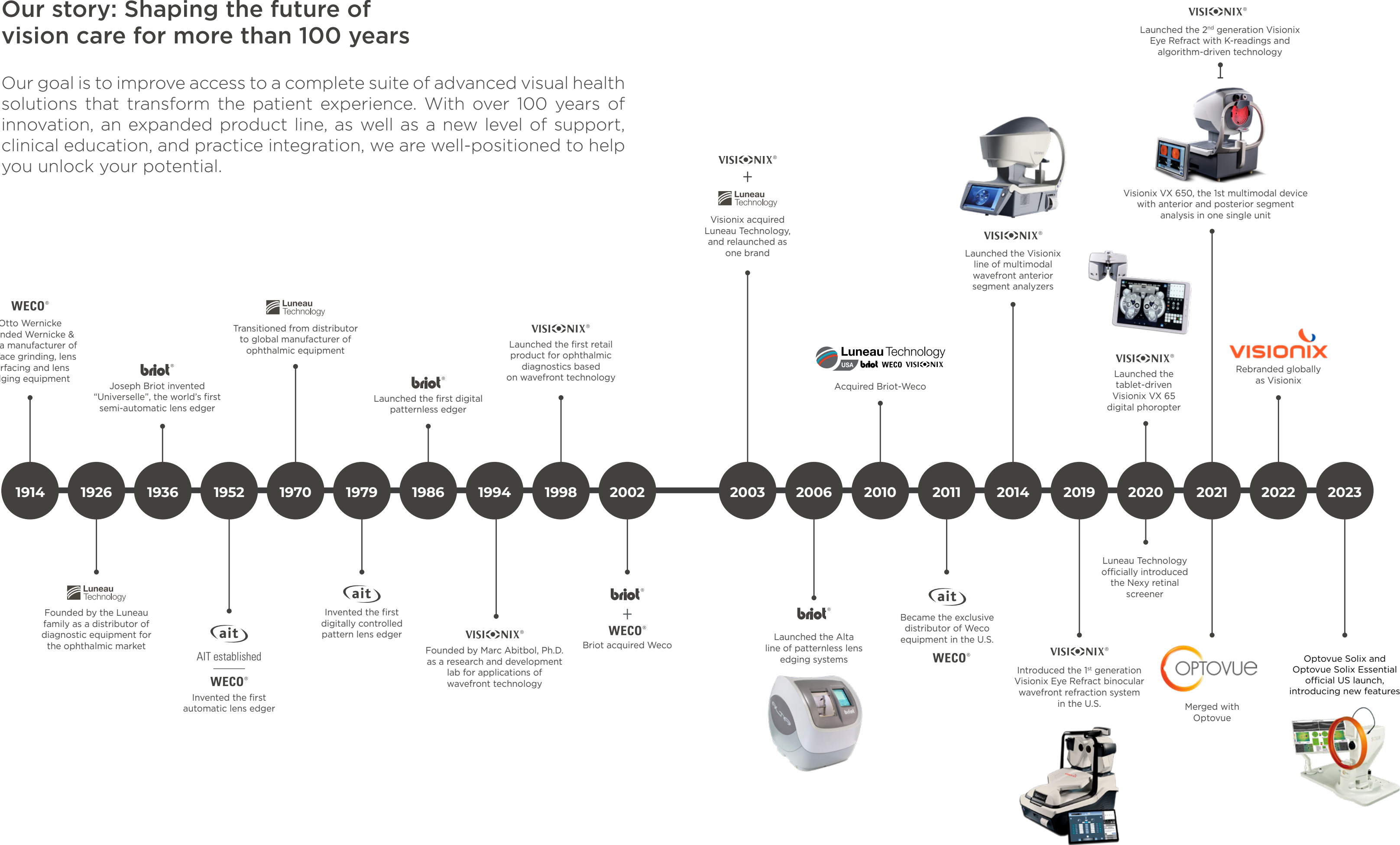


“ I created Visionix in 1994 with the ambition of democratizing a technology, the wavefront or Shack-Hartmann technology. This technology was initially reserved for cutting edge sectors such as astronomy. My aim was to use it for vision health care by including it in diagnostic and measurement instruments. ”

Marc Abitbol, PhD
Inventor, and Visionix CEO

Our story: Shaping the future of vision care for more than 100 years

Our goal is to improve access to a complete suite of advanced visual health solutions that transform the patient experience. With over 100 years of innovation, an expanded product line, as well as a new level of support, clinical education, and practice integration, we are well-positioned to help you unlock your potential.



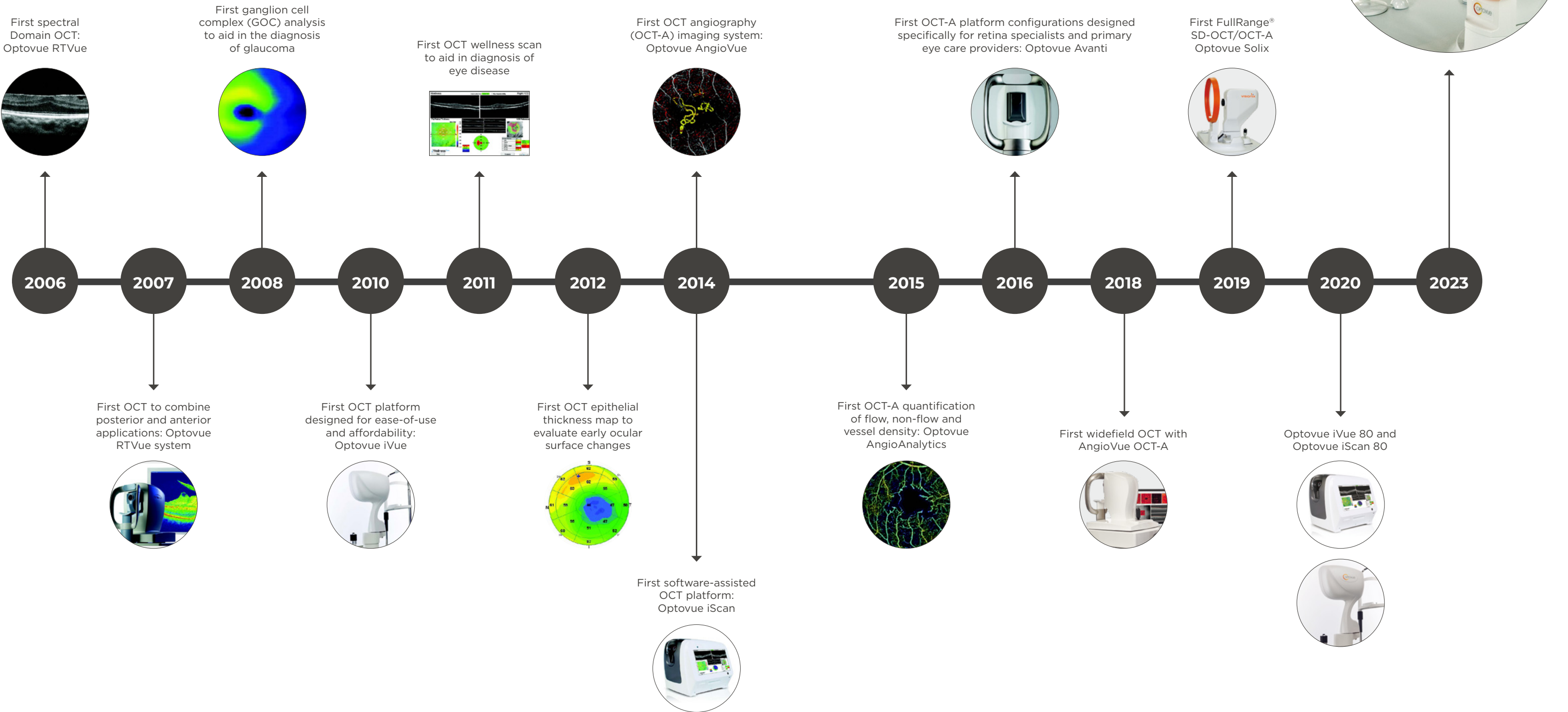
Over 20 years of industry firsts: Continuing the legacy of Optical Coherence Tomography (OCT) innovation

Visionix continues to bring you the best in research and development of OCT and OCT-A technology, as the global manufacturer and supplier for Optovue OCTs.

Did you know? Optovue Inc. is now part of Visionix. We are the global manufacturer and distributor of your trusted Optovue OCT devices.

New release!

First FullRange® SD-OCT
Optovue Solix
launches in the US



Optovue Solix and Optovue Solix Essential

FULLRANGE® SD-OCT/OCT-A

Optovue Solix is the next generation FullRange® OCT and OCT-Angiography with a multitude of imaging options, enhanced metrics, integrated fundus camera, and external IR imaging. This FullRange platform empowers practitioners to identify and manage numerous pathologies from the front of the eye to the back for a vastly superior diagnostic experience. Optovue Solix delivers multiple tools for a new generation of disease management that improves throughput and enables superior patient care.

If you do not need FullRange or multimodal capabilities and would like just OCT with OCT-A you can choose the Optovue Solix Essential.

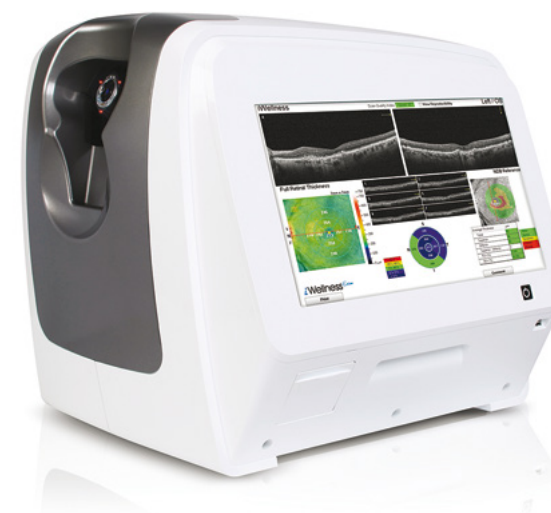
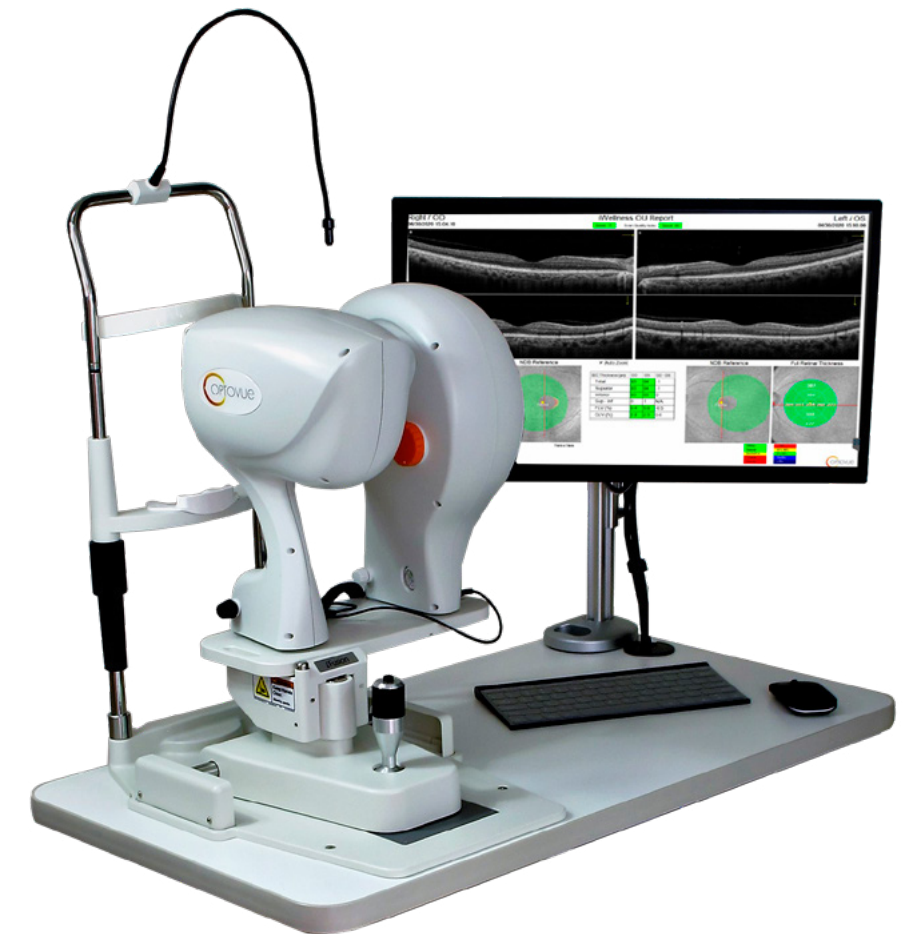


Optovue iVue 80 and Optovue iFusion 80

OCT WITH 12MP FUNDUS CAMERA

The Optovue iVue 80 is a comprehensive OCT platform that gives you retinal, optic nerve and anterior segment imaging capabilities as well as the exclusive Wellness scan. The Optovue iVue 80 can be paired with the new high-resolution iCam 12 fundus camera to create Optovue iFusion 80, a space-saving imaging system.

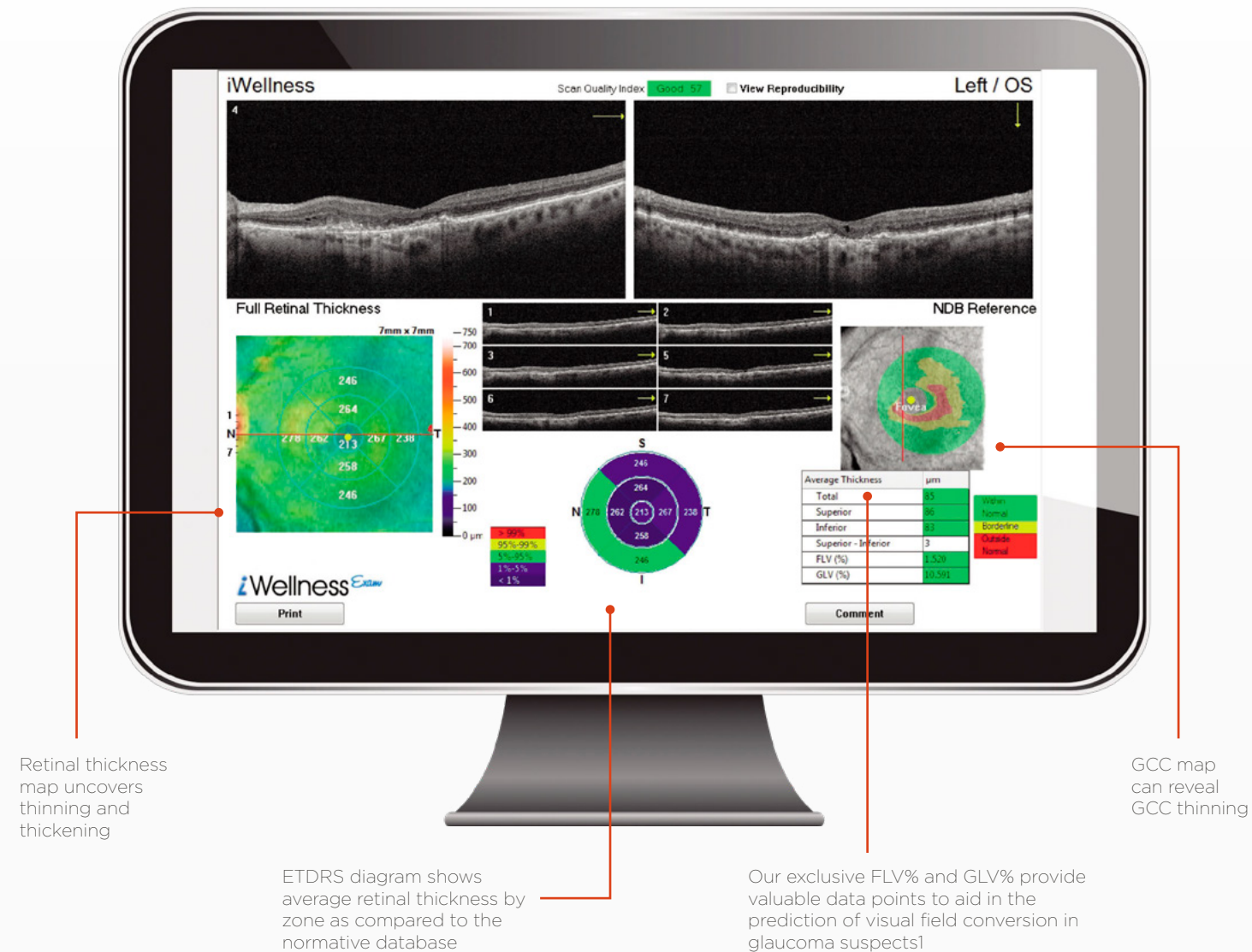
Choose to combine the Optovue iVue 80 OCT System with the high-resolution Optovue iCam 12 fundus camera, or get started with the iVue 80 alone and add the fundus camera at any time. The Optovue iVue 80 and Optovue iFusion 80 systems offer your practice a flexible approach to OCT that can grow with your practice demands.



Optovue iScan 80

SOFTWARE ASSISTED OCT

The Optovue iScan 80 OCT offers all of the scans available on a traditional OCT with the added benefit of simplified operation. Scan acquisition is as easy as positioning the patient with the assistance of the Optovue iScan 80's Pupil Alignment Technology, choosing the scan and pushing start. The Optovue iScan 80 performs all of the focus and alignment operations while talking the patient through the entire exam. With the Optovue iScan 80, your office staff will want to run the OCT.

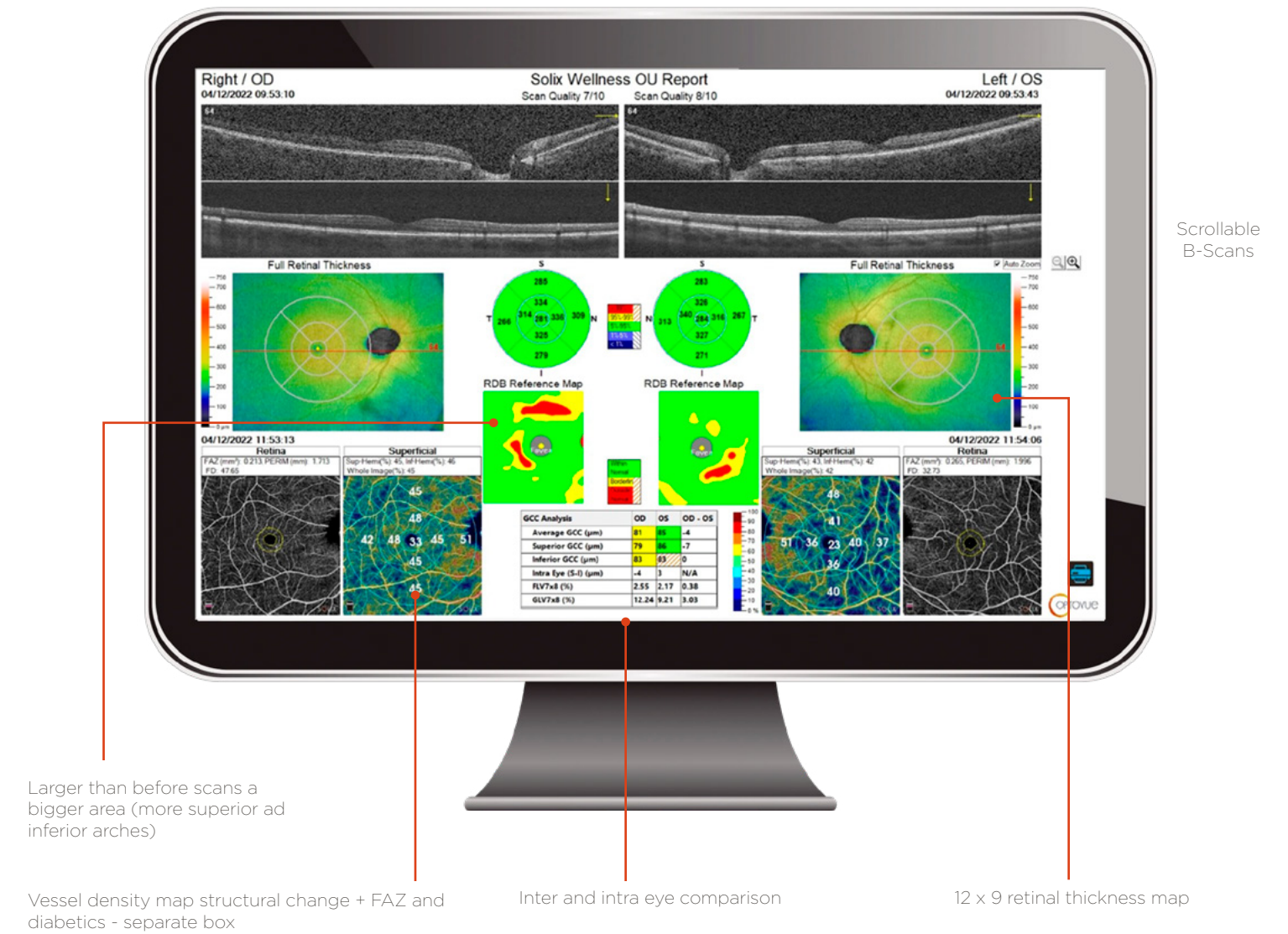


Optovue iWellness

The OCT iWellness Exam is a powerful tool that helps you grow your practice while also providing a valuable revenue stream. iWellness offers a clear path to patient eye health.

Ultimately iWellness benefits patients by helping them become more involved in their own eye health. The scanning process is simple and quick, and each patient receives comprehensive, personalized eye health information in an easy-to-understand report.

iWellness benefits ECPs by providing a valuable assessment tool that can reveal the need for more extensive imaging. It also streamlines the exam process by quickly confirming normal—or helping you more efficiently diagnose pathology. Current iWellness Exam users have affirmed that the iWellness Exam improves patient involvement, loyalty and retention. This helps you grow and differentiate your eye care practice, while also providing a new revenue stream.



Optovue AngioWellness

Wellness capabilities that have become part of a new standard of care for patient suspected of both retinal pathologies and/or glaucoma. The AngioWellness scan enables comprehensive assessment of your diabetic patients and glaucoma suspects by combining structural information on retinal and ganglion cell thickness with objective metrics on retinal vasculature. Utilize FAZ Analytics to uncover early indicators of diabetic changes.

If you're looking for ways to promote better monitoring of patient eye health and differentiate your practice, look into the AngioWellness scan. In just seconds, this all-in-one report streamlines your exam process by quickly confirming normal—or helping you more efficiently diagnose pathology.

Anterior Segment OCT Pearls for Scleral Lenses

Mile Brujic, OD, FAAO, practices full-scope optometry at Premier Vision Group in Ohio

Optical coherence tomography (OCT) has become a remarkable tool to provide insights into the health of the eye, which has become extremely important with the anterior segment module. It has also provided us insights into specialty lens fitting. In particular, optimizing fit for scleral lenses has advanced tremendously because of our knowledge of how to utilize OCT.

Scleral lenses are fit to vault over the cornea and are separated from the cornea with a preservative-free saline that resides between the posterior surface of the lens and the anterior corneal surface. Central corneal clearance is one of the key characteristics that can be measured with a high level of accuracy when utilizing anterior segment OCT, and substantially more information can be garnered from the scan of the lens on the eye.

The vertical cross-sectional scan of the lens on the eye is critical. The vertical scan provides information not only on the corneal clearance, but also on how vertically centered the lens is. A scleral lens that sits low on the eye will demonstrate more clearance inferiorly than superiorly (Figure 1). When we find that a lens is sitting low, it is critical to understand the cause.

Several possibilities can contribute to a low-fitting lens. A lens that has excessive clearance can be forced inferiorly due to eyelid pressure on the lens, which pushes it down. A lens that is too large can also sit low because of the additional weight of the lens. Inappropriate landing zone characteristics of the lens, such as a landing zone profile that is flatter than the scleral profile, can also cause a lens to sit lower than intended because there is less pressure in the distal portion of the landing zone than the proximal portion of the landing zone. On examination, this characteristic can appear as the lens edge lifting away from the surface of the conjunctiva and/or excessive pressure noted under the proximal portion of the landing zone (Figure 2).

In an example from one of our patients, the low-sitting scleral lens was secondary to inappropriate landing zone characteristics. We modified the landing zone of the scleral lens and brought the distal portion of the landing down to better distribute the weight of the lens in the landing zone. Additionally, we reduced the sagittal depth of the lens to reduce total corneal clearance (Figure 3).

Understanding the full benefit of OCT in optimizing scleral lens fit is critical. Appreciating the value of the vertical scan is of utmost importance in solidifying the quality of the ultimate scleral lens fit.

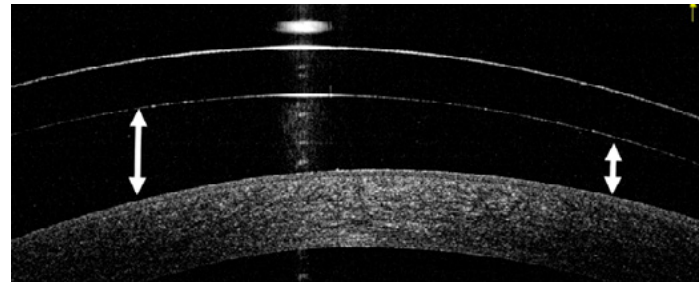


Figure 1. A vertical cross section of a scleral lens on eye. The right side of the scan is the superior and the left side of the scan is inferior. Note the difference in clearance.

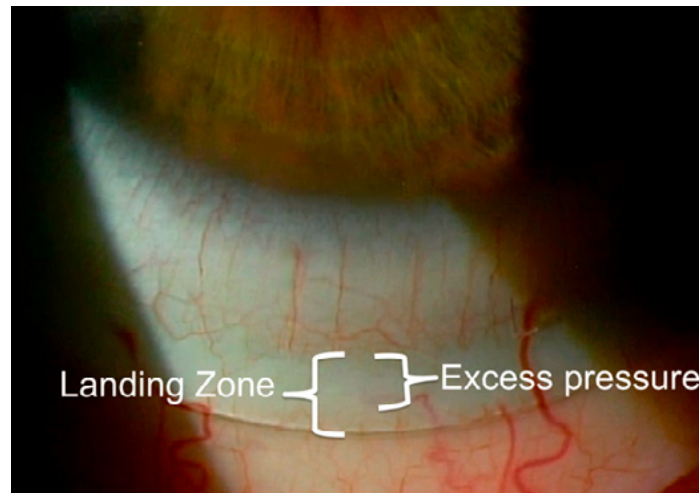


Figure 2. The landing zone of the lens inferiorly shows excessive pressure in the proximal portion of the landing zone, as evident by the blanching. The more distal portion of the landing zone shows the blood vessels present again, demonstrating less pressure.

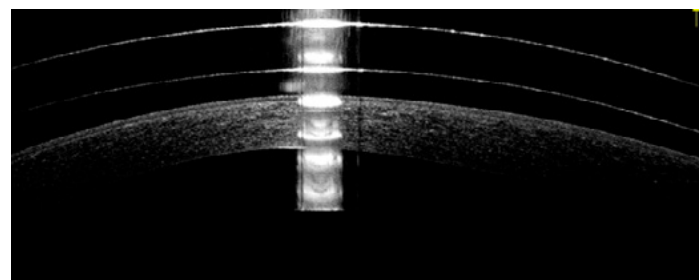


Figure 3. A vertical cross section of a scleral lens on eye. The right side of the scan is the superior and the left side of the scan is inferior. The clearance both superiorly and inferiorly is relatively symmetrical.



Comprehensive OU Report for Glaucoma Management Enhances Readability and Patient Education

Nate Lighthizer, OD, FAAO, Assistant Dean for Clinical Care Services at the Oklahoma College of Optometry

As someone who has been in the industry for many years and is responsible for educating the next generation of optometrists, I know how time-consuming glaucoma management has always been for providers. We must assess and clearly explain challenging findings and diagnoses to patients, the success of which is vital for quality patient care.

In the case below, a 62-year-old male presented with advanced/severe POAG (based on visual field criteria). The OCT shows severe retinal nerve fiber layer (RNFL) and ganglion cell damage OD. The radial peripapillary capillary (RPC) is also thin.

These issues may be a combination of glaucoma and an old ischemic optic neuropathy, especially considering the overall thinning of the RNFL, and the mild pallor of the neuroretinal rim that was also noted in the right eye.

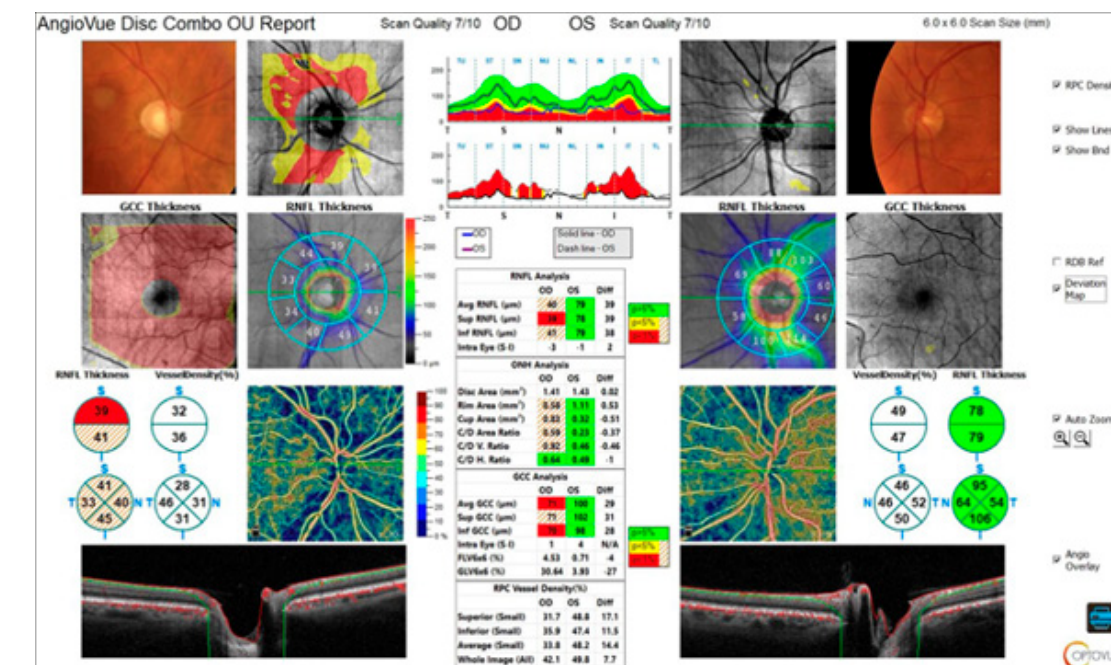
This report highlights a few things:

- Measurements like these help to stage the severity of structural defects at a glance, allowing providers to review inter- and intra-eye symmetry and spend less time reviewing multiple

reports to make an informed assessment while spending more time with patients.

- The outer columns for each eye show the deviation map with Pixel x Pixel analysis where the thickness has between a 5% yellow and 1% red chance of being normal. The thickness map shows the loss of the superior and inferior bundle. The RNFL numbers from the 100Q wide ring at 3.45 show corresponding loss, a larger C/D ratio and significant vessel density loss in both the superior and inferior hemispheres.
- The center column gives a tabular format of the results and provides detailed inter- and intra-eye comparison values for the parameters.

This comprehensive report not only lays out complex data for the physician in a readable manner but also enables me to show my patient his left eye and say, "This is fairly normal and what it should look like, and here is the damage we are seeing in your right eye." These capabilities are fundamentally impactful to patients understanding their diagnosis, and may increase their compliance with treatment and follow up recommendations.



Optovue Solix by Visionix AngioVue Disc Combo OU Report showing disc photo; ganglion cell (GCC) analysis; RNFL thickness analysis; RPC vasculature and density analysis; temporal, superior, nasal, inferior, temporal (TSNIT) analysis; disc area; cup to disc (C/D) ratio compared to a reference database (RDB) and AngioAnalytics for vessel density analysis.



Are You Seeing the Whole Picture?

Julie Rodman OD, MSc, FAAO, Chief of the Broward Eye Care Institute in Fort Lauderdale, FL, and a Professor of Optometry at Nova Southeastern University

A 59-year-old African American male presented for his yearly diabetic eye examination. He reported decreased vision in both eyes at near and distant with and without his glasses. His ocular history was positive for three prior retinal laser surgeries in his right eye, and his medical history was positive for type 2 diabetes of ten-year duration. He reported a blood sugar reading of 273 that morning but did not know his most recent HbA1C. He candidly admitted that he struggles with blood sugar control and often forgets to take his medications.

His best-corrected visual acuity measured 20/40 OD with +1.00-1.00 x 090 and 20/25 OS with +1.50-1.00 x 100. His entrance testing was unremarkable, including normal pupillary assessment without an afferent pupillary defect. Slit lamp biomicroscopy was remarkable for early lenticular changes consistent with his age. There was no evidence of iris or angle neovascularization. Intraocular pressure was measured via Goldmann tonometry and was normal at 14 mmHg OD and OS.

Fundus examination of the right eye revealed extensive intraretinal and flame-shaped hemorrhaging, microaneurysms, exudates, cotton wool spots and intraretinal microvascular abnormalities, with evidence of encroachment into the macula. There was venous tortuosity and dilatation with an increased arteriolar light reflex. Despite a pink and robust coloration, his optic nerve head looked suspicious for glaucoma as well. Fundus examination of the left eye showed even more extensive changes than were visible in the right, including pronounced neovascular fronds temporal to the macula. In addition, there were multiple areas of anomalous vasculature throughout the posterior pole that looked suspicious for additional neovascular activity. The arteries, veins and optic nerve head appearance mirrored the right eye.

Ocular coherence tomography (OCT) and OCT Angiography (OCT-A) were obtained to better assess the stage of diabetic retinopathy and to evaluate for the presence of macular edema. Images from this visit were also compared to those taken in 2019.

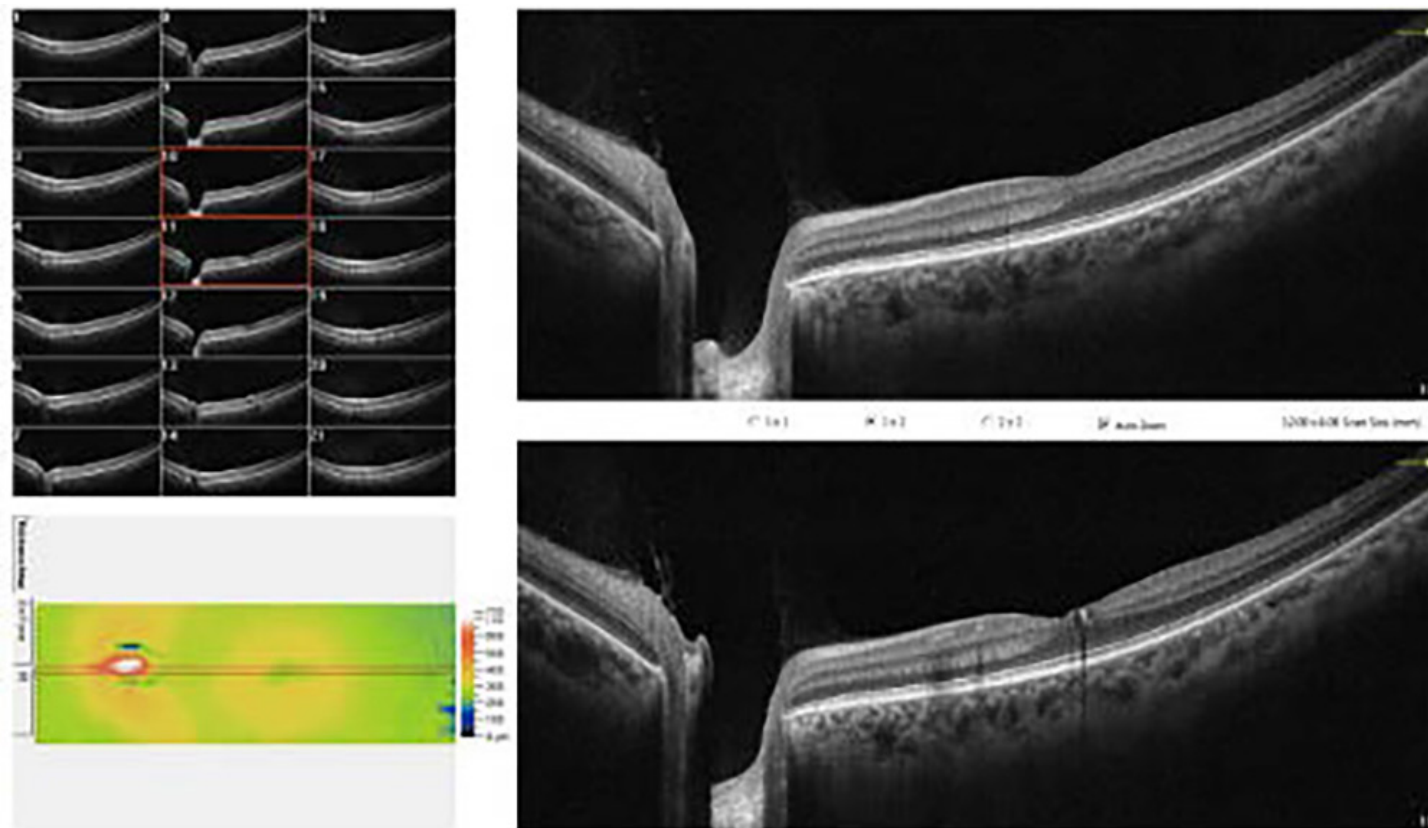


Figure 1. OCT raster scans (2019): Top (R) Exudate and cystic spaces within the macula indicative of diabetic macular edema. Bottom (L): Intraretinal hemorrhages and exudate.

OCT of the right eye on this visit (2023) revealed extensive diabetic macular edema with pronounced thickening temporal to the fovea. A widefield 12x12 OCT-A was obtained simultaneously. Widespread capillary non-perfusion (dark areas on the angiogram) was also notable. The foveal avascular zone was irregular in shape and there were hyper-reflective parafoveal foci suggestive of microaneurysm formation. Close inspection also revealed extensive intraretinal microvascular abnormalities. Inspection of this widefield scan allowed for a comprehensive analysis of the posterior pole because a regular scan size (6.4x6.4 or 3x3) would not capture the full extent of apparent ischemia. In addition, a retinal fundus photo was acquired and was able to be viewed in tandem with both the OCT and OCT-A images. Scrolling within the photo allowed a sequential analysis of the B-scan.

OCT of the left eye revealed heavy exudation throughout the outer plexiform layer with scattered intraretinal hemorrhaging. There was also evidence of preretinal neovascularization at the vitreoretinal interface which increased blood flow as evidenced by red pixels within the area. The OCT-A brilliantly highlighted the neovascular fronds that were noted on dilated fundus exam and identified additional areas of neovascularization (superiorly) that were not readily visible on fundus exam. The foveal avascular zone was enlarged and irregular with widespread capillary non-perfusion throughout the angiogram. If a widefield angiogram was not obtained, complete visualization of the neovascular fronds would not have been achieved.

This case truly highlights the advancements in OCT-A imaging since its inception. Visualization of a wider retinal interface allows for more precise staging and diagnosis of diabetic retinopathy which, in turn, allows for optimal management and early detection.

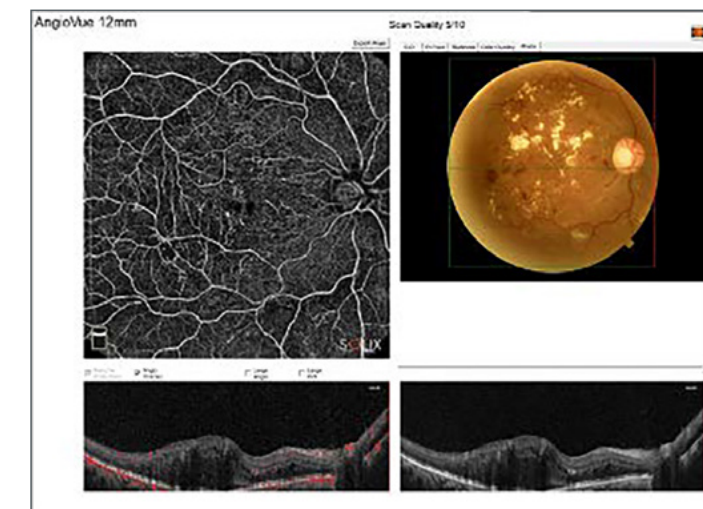


Figure 3. Widefield (12x12) OCT-A of the left eye.

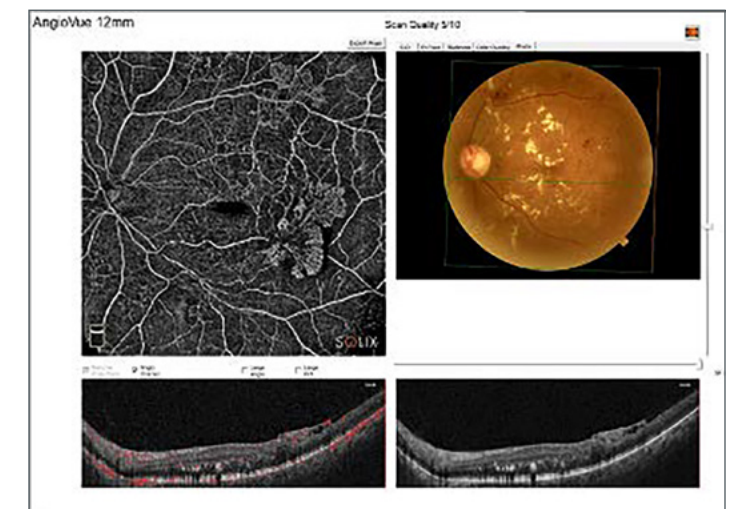


Figure 3. Widefield (12x12) OCT-A of the left eye.



VX 650

WAVEFRONT ANTERIOR AND POSTERIOR SEGMENT ANALYZER

Visionix VX 650 revolutionizes ocular assessment by introducing the only solution that allows eye care professionals to deliver a comprehensive eye exam at the push of a button. It incorporates a 45-degree fundus camera and all the essential technologies to evaluate both anterior and posterior segments in a single device. The highly automated VX 650 lets a moderately trained user detect

a wide range of visual pathologies. VX 650 is a single device to deliver a comprehensive eye exam utilizing screening technologies such as Shack-Hartmann wavefront aberrometry, Scheimpflug tomography, optical pachymetry, non-contact tonometry, Placido Ring topography, and 45-degree retinal imaging.



Eye Refract

BINOCULAR WAVEFRONT REFRACTION SYSTEM

The Eye Refract system uses dual, Shack-Hartmann wavefront aberrometers, combined with a fully automated digital phoropter, to deliver highly accurate and reproducible refractions in less than four minutes. The tablet-driven process can be conducted by a staff member with limited training while still delivering consistent results.

VX 40

WAVEFRONT LENS ANALYZER

Visionix wavefront technology allows you to have a full detailed analysis of a lens at the push of a button. The Visionix VX 40 autolensmeter can detect and analyze bifocals, progressive, and single vision lenses and is compatible with nearly all lens technologies and brands. VX 40 is included with the Eye Refract refractive suite or sold separately.

VX 130+

WAVEFRONT ANTERIOR
SEGMENT ANALYZER WITH
ANTERIOR/POSTERIOR
CORNEAL TOMOGRAPHY

The VX 130+ is our advanced anterior segment analyzer, its primary advantage being that it can measure both anterior and posterior surface elevation of the cornea to help screen for complex pathologies such as Keratoconus. All-in-one testing includes: autorefraction/keratometry, corneal topography, wavefront corneal aberrometry, wavefront ocular aberrometry, optical pachymetry, retro-illumination, anterior/posterior corneal elevation maps, and non-contact tonometry.



VX 120+ Dry eye

WAVEFRONT ANTERIOR
SEGMENT ANALYZER WITH
DRY EYE SCREENING

The VX 120+ Dry Eye is a multi-diagnostic wavefront anterior segment analyzer, the first to combine Scheimpflug optical pachymetry, Shack-Hartmann wavefront aberrometry, placido ring corneal topography, and an advanced dry eye screening module that can perform a battery of tests to give you a comprehensive analysis of the patient's visual health. All-in-one testing includes: autorefraction/keratometry, corneal topography, wavefront corneal aberrometry, wavefront ocular aberrometry, optical pachymetry, retro-illumination, anterior/posterior corneal elevation maps, non-contact tonometry, and dry eye anterior imaging module.

Nexy

RETINAL SCREENING DEVICE

This next generation fundus camera combines robotic movements and advanced imaging technology to quickly capture retinal images. An innovative design based on cross-polarized light allows for a small footprint with excellent fidelity. Nexy allows auto alignment, auto focus and auto capture—making it easy to use and train staff to deliver consistently accurate photos. High quality images with a 45-degree view to provide detailed screening for easy diagnosis. A 90-degree view is available using a mosaic function.



Multimodal screener comparison chart

MODEL FEATURE COMPARISON	VX 650	VX 130+	VX 120+ Dry Eye	VX 120+	VX 110	VX 90	Nexy
Autorefraction / Keratometry	•	•	•	•	•	•	
Shack-Hartmann Wavefront Aberrometry	•	•	•	•	•		
Fully Automatic Measurement / Eye Tracking	•	•	•	•	•		
Placido Ring Corneal Topography	•	•	•	•	•		
Ocular Aberrometry	•	•	•	•	•		
Retro-Illumination	•	•	•	•	•		
Anterior Segment Analysis	•	•	•	•			
Pachymetry	•	•	•	•			
Scheimpflug Imaging	•	•	•	•			
Non-contact Tonometry (NCT)	•	•	•	•			
Anterior / Posterior Corneal Tomography	•	•					
Dry Eye Anterior Imaging and Analysis			•				
Retinal Imaging Module (Fundus Camera)	•						•

VX 65

DIGITAL REFRACTION SYSTEM

The VX 65 is an advanced digital refraction system that integrates with the Visionix suite of equipment as well as electronic medical records (EMR) and third-party instruments. With 3 interface modes, including a guided “manual” mode for someone new to digital refractors, the VX 65 is one of the most versatile instruments in your

practice. VX 65 was designed to tackle the toughest workloads—20 refractions per day, 300 days per year for 10 years. That is 60,000 times less you need to bend over a manual phoropter turning dials and knobs, potentially eliminating repetitive stress injuries to your shoulder.



VX 90, Retinomax 5 and Retinomax screen

AUTOREFRACTOMETERS

VX 90, Retinomax 5, and Retinomax Screen provide quick, accurate, and non-invasive refraction, resulting in a more precise and effective prescription. With advanced technology, such as automatic eye recognition and a color touch screen display, our autorefractometers optimize work time. Our devices offer reliable and precise measurements, and optimal results.



Slit Lamps

SLIT LAMP MICROSCOPES

Excellent optics and brilliant images distinguish Visionix slit lamps from competing models. Our optics and light technology including multi-coated AR ensure superior imaging quality. Experience high contrast and brilliant pictures with a Visionix slit lamp.



VX 22

DIGITAL ACUITY CHART

The VX 22 LCD display, with its 23.6" size is non-polarized. The VX 22 is a space saving LED acuity chart that integrates tightly with Visionix refraction equipment, making it an ideal choice to integrate with your digital practice.

This screen has been designed for optimal results in the exam room thanks to its ergonomic design, streamlined style, and the large number of tests included.



The technology powering our thoroughly modern 30-minute prescription eyewear experience

Lilan Le, OD, Director, Optometry Operations at HEYWEAR.

Modern patients are modern consumers who expect a convenient, fast and smooth experience in your office. In our offices, patients know they will receive the best of care and the best of experiences. We deliver both, thanks to being equipped with the right technology. Here are the details on the Visionix VX 120+ and VX 40 that have made such a difference for our patients and us.

Automating an exam while maintaining a high level of care

We have had the Visionix VX 120+ multimodal screener in our office since February 2019. We chose this unique device because it offers several features and benefits that maximize our efficiency and level of patient care.

The VX 120+ is a highly advanced screening tool that uses multiple modalities to quickly and accurately assess the anterior segment of the eye. This comprehensive data gives us information regarding a patient's visual acuity, angles, cataracts, corneal shape and other important factors. The functionality and efficiency of the device help us automate our exams while providing patients with a faster, more efficient and more personalized encounter.

Giving patients the best, most efficient & consistent experience

To us, having a "modern optical" means using the latest technology and techniques to provide our customers with the best and most efficient care. By investing in equipment like the VX 120+, we can offer a 30-minute prescription eyewear experience that sets us apart from traditional optical stores. Valuing our patient's time not only helps us attract new customers, but also allows us to provide a higher level of service to our returning patients.

We ensure a consistent feel in all our exam lanes by adhering to strict standards and procedures. Uniformities include using the same equipment and techniques, training our staff to the same level of proficiency and ensuring that we provide the same high level of customer service in every HEYWEAR location. By maintaining consistency across all services, we provide our customers with a consistent, high-quality experience no matter where they go.

Quickly assess eye health & obtain accurate prescriptions

The benefit of having a multimodal screener like the Visionix VX 120+ is that it allows us to assess a patient's anterior segment quickly and accurately. This means we have more time to provide



The Visionix VX 120+ , shown above, has proven both a care and efficiency booster.

a more accurate prescription and thoroughly diagnose any underlying issues. Additionally, the VX 120+ is highly customizable so that we can tailor the screening process to each patient's needs.

Combining cutting-edge technology and skilled staff sets us apart from our competitors. Visionix technologies' compact nature is a defining feature that modernizes our space. With a simplified testing process and reduced machine usage, our technicians can provide an efficient and effective customer experience, which is essential in today's fast-paced retail environment.

Provide the optical with valuable information to increase sales

The VX 40 wavefront lens analyzer is used at our service desk to quickly assess patients' current prescriptions. This allows us to recommend the appropriate frames for our patients, as well as accurately troubleshoot issues so that we can give the best customer service and boost sales.

We chose the VX 40 for our optical studio because it automates prescription validation, freeing our staff to focus on customers during peak hours. The time the VX 40 saves allows us to provide a more personalized experience, which can increase customer satisfaction and loyalty, driving revenue for our business.

Improve Patient Education

We utilize the visual tools available with the VX 120+ to help improve patient education by showing them a visual representation of their eye health and explaining their condition in more detail. Visually educating patients helps improve their understanding of their eye health to make more informed decisions about their eyecare needs.

Our patients are routinely impressed with the advanced equipment we offer in our standard exam and are more likely to return to us in the future rather than go to a competitor who may offer a different level of service.

As we look for ways to improve our optical studio and create an even more modern experience, we are always excited about new developments from Visionix. We look forward to partnering with them as we continue to grow our business.



Integrated technologies to streamline your practice

If you want options that will make a difference for your patients, staff, and practice overall, look no further than the VX 40 wavefront lens analyzer, VX 130+ multimodal anterior segment screener, and VX 65 digital phoropter. These three integrated technologies made a difference for Johann J. Schlager, O.D., co-owner of Bear Developmental Optometry, in Merced, CA and streamlined their practice.

Johann J. Schlager, O.D., co-owner of Bear Developmental Optometry, Merced, CA.

VX 40: Next-generation, wavefront lens analysis

Dr. Schlager appreciates the VX 40's ability to measure all types of lenses consistently and precisely. "Sometimes lenses may be difficult to see markings to determine what type of lenses are being used, but the VX 40 auto detects the type of lens," he says. He adds that it's great with troubleshooting. "It allows us to pick a point on the lens and gives us the effective power and induced prism."

VX 130+: Multimodal anterior segment analysis

Dr. Schlager appreciates several aspects of the VX 130+, part of the multimodal VX 100 series family from Visionix, and calls out the integrated topography, tomography, angle measurement, and pachymetry as being particularly valuable features.

"Many of our patients have high astigmatism, but sometimes it is difficult to detect subclinical keratoconus," he says. The VX 130+ has saved Dr. Schlager valuable time during refraction as well as follow-ups to determine whether patients have keratoconus. "Being able to quickly glance at the patient's angle and corneal thickness has allowed us to better assess the risk of glaucoma in younger patients, and [allows for] better management of drops in our older patients."

VX 65: The ultimate versatility in refraction

On the refracting front, Dr. Schlager has had a stellar experience with the VX 65 and it integrates easily with the VX 40 and VX 130+. "The ability to quickly transfer the information from the VX 40 and VX 130+ has been essential," he says of the accurate, time-saving equipment. "No more human error." His patients are impressed as well. "Being able to quickly switch from subjective refraction to lensometry reading blows patients away," he says.

Visionix: The total package

While he has found value for his staff and patients in each system individually, Dr. Schlager most values their cumulative effect on his practice. "Each machine is great on its own, but what makes them stand out is the seamless integration and ecosystem that Visionix has created."



On the VX 40, Dr. Schlager says "Our staff enjoy the ease of use and how quickly lenses can be neutralized."

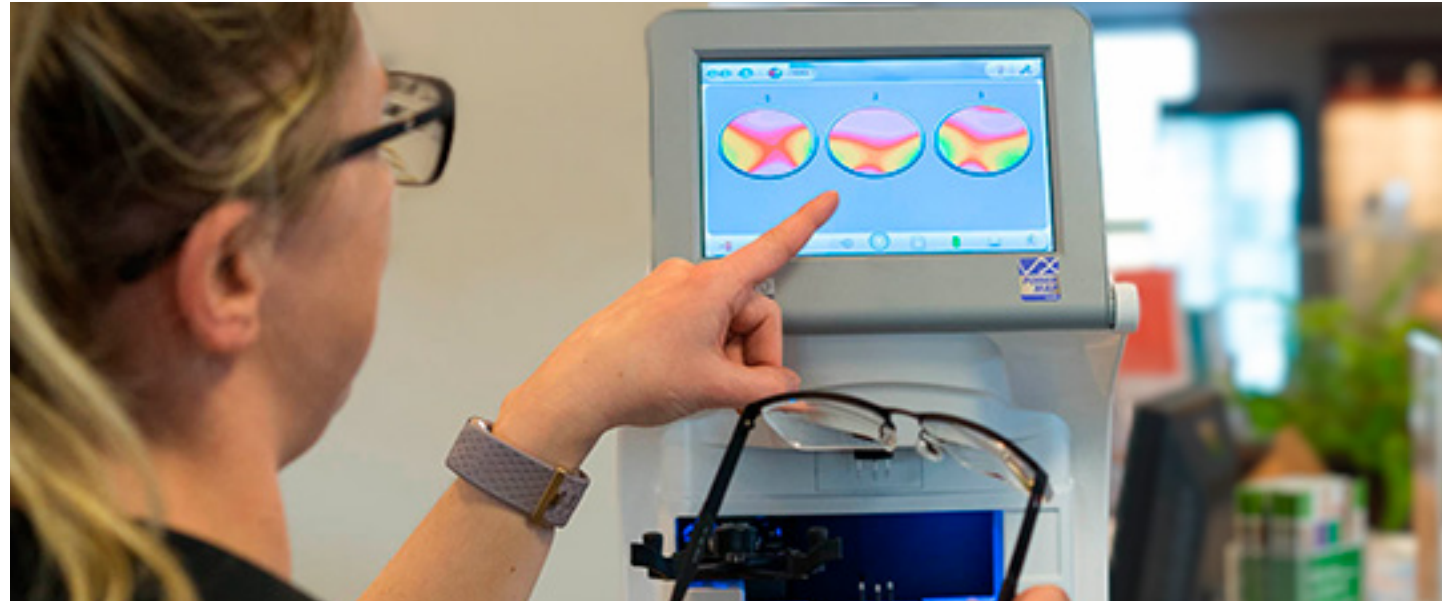


On the VX 130+, Dr. Schlager says he finds great value in "the efficiency of data collected within such a short amount of time, plus small footprint it saves in the pretesting room."



Game changer

Harvey Fishman, MD, practice owner of Fishman Vision, Palo Alto, CA



"The VX 40 has been a game changer, and I don't say that lightly," says Dr. Fishman. "My clinic uses it all day, every day, and it is absolutely necessary for everything I do optically."

Elevate your patients' experience and build your practice with the Visionix VX 40.

Patients deserve an ideal optical experience when they walk through the door of your practice. And you deserve the right equipment and technology to provide them with just that. With the Visionix VX 40 lens analyzer, you can accomplish these goals with confidence and ease.

Beyond your everyday lensometer

Dr. Harvey Fishman, MD, of Fishman Vision, in Palo Alto, CA, runs a comprehensive ophthalmic concierge practice where he conducts ocular wellness exams, including refraction, every day. "The VX 40 is absolutely necessary for everything I do optically," he says, noting that with nothing more than the push of a button, he has a full image of a patient's current prescription in about 30 seconds.

Compatible with all major lens technologies and brands, the VX 40 employs wavefront lens analysis to detect all types of lenses in their entirety including bifocals, progressives, and single vision lenses.

Accuracy: the key to success

Dr. Fishman points to the importance of ECPs fully understanding ocular fatigue, double vision and pain in the eyes in order to correctly diagnose ocular diseases. Once serious medical issues are ruled out, he says, "the optical cause may be poorly made glasses." This is where the VX 40 comes into play.

With this fully automated lens analyzer, all the ECP has to do is place the frame in the device and initialize the start procedure. Lens analysis and measurement is completely automatic, with left

and right eye movement requiring no user input. And the most important component of all is that it happens with complete accuracy.

"For patients who have subtle eye problems, differential convergence or atypical visual ocular movement, this lens analyzer can help me to make the correct lenses and give patients glasses that they like,"

Dr. Fishman says, "A critical feature in our care to patients is that we provide them with glasses that work."

Easy access, onsite education

luneau Technology's team will work with your office to set up your VX 40. They'll ensure that images go to a specific folder on your network, making it easy for anyone on your team to pull pictures from a computer in an exam lane, print out selected images and show them to patients in your optical area.

The user-friendly interface and straightforward access to images allow the VX 40 to serve as an educational tool for your team, as well as offering an easy way for ECPs to gain a better understanding of progressive lenses.

Worth the investment

"A critical feature in our care to patients is that we provide them with glasses that work," says Dr. Fishman, and he's been able to do that, consistently, with the VX 40. Investing in the right technology makes all the difference to your patients and enables you to give them personalized care that will keep them coming back.



Lens analysis that differentiates the optical experience

Michelle J. Hoff, OD, FAAO, ABOM, FNAO, co-founder of SightLine Ophthalmic Consulting

A complete-package lens analyzer, VX 40 by Visionix is moving the industry forward, one practice at a time.

Fully automated and easy to use, the VX 40 offers the highest caliber of wavefront lens analysis, yielding accurate results that make for an optimal patient experience. Compatible with all lens technologies and brands, the VX 40 can detect and analyze bifocals, progressive and single vision lenses.

The right data to boost lifestyle dispensing

Dr. Michelle Hoff, OD, FAAO, ABOM, FNAO, cofounder of Sightline Ophthalmic Consulting and a professor at the UC Berkeley school of Optometry, works with ECPs as a consultant. She explains the distinction between a lensometer and a lens analyzer. "With a lensometer, you're just looking through a keyhole because it only measures 6 to 8 mm of a lens surface, whereas the lens analyzer is like looking through a window, giving you a 44-by-65-mm window," she says. "You can see a bigger picture of what is going on in terms of the lens design and performance characteristics."

Dr. Hoff notes that especially for higher add powers (over +1.75), the VX 40 gives you, the ECP, the ability to identify whether the lens in question has a hard lens design or a soft design. "You can even kind of tell the shape, whether it has an X, Y or T pattern to it," she adds. "You can estimate or have a pretty good feel for the patient experience and match that design to the patient's visual needs."

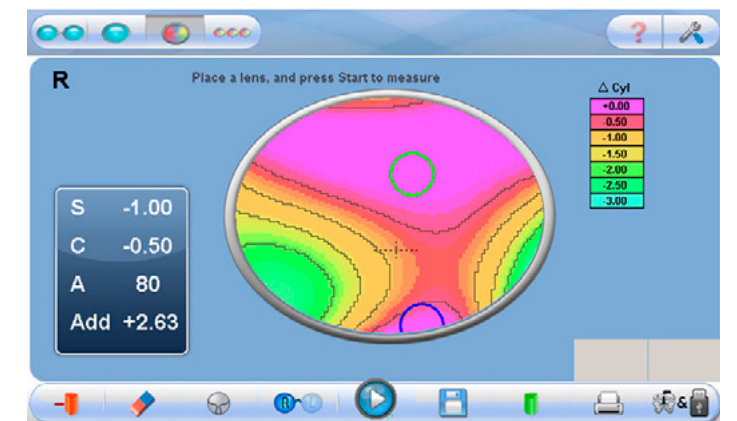
From a practical standpoint, Dr. Hoff explains, "If a patient is predominantly driving with their progressive lens, then you want to give them the biggest, widest, sharpest distance vision possible. But if they need to multitask with it, then you want to make sure you give them something that emphasizes all three of those areas: distance, intermediate and near."

A user-friendly device to empower your staff

For private practices, Dr. Hoff admires the instrument's versatility and ease of use for practitioners of all levels, noting, "It integrates well from the pre-test area to the exam room and finally in the optical center. The VX 40 is user friendly for the beginner, advanced or master user," she says. "You just put the glasses in and push the button, in less than a minute, you've got information."

Dr. Hoff explains the ease of integration you will experience with the VX 40 as well. "It integrates into the EHR flawlessly. The doctor can get the information to the auto phoropter, see the images of the patient's current glasses, and ask them about their visual experience. Based on that, the doctor can say, 'I'm going to prescribe lenses to meet all your visual needs and great visual experience.'"

"Every day, I learn more about the VX 40's features and how to maximize them," says Dr. Hoff. "Many ECPs just want to know what the lens performance is within their lens portfolio, and I can look at it and say, 'Here's how you need to market this.'"



Dr. Hoff says she finds the Delta Cylinder map to be the most useful to her. "Doctors want reliable information. That one gives me so much information about any lens and how it's designed." The colors indicate the areas of clear, comfortable vision.

NOTABLE FEATURES

- Automatic lens type
- Automatic measurement
- Freeform lens analysis
- Single vision measurement
- Progressive lens analysis
- Comparison between progressive lenses
- Internal printer
- Monocular and binocular PD measurement



Return on investment

How would you justify the addition of an automated lens analyzer to your practice? Dr. Hoff explains, "A lensometer is inexpensive because it's hard to use and offers limited data output. The VX 40 lens analyzer is in a class by itself. A novice user can operate it successfully with virtually no training – which translates to fast adoption and flexible practice placement."

"Additionally, use the side-by-side feature to sell a higher percentage of premium lenses because your opticians can show the patient tangible differences in lens quality using the topography maps," Dr. Hoff continues. "The VX 40 lens analyzer helps you educate your patients about the new lens designs, verify laboratory orders and troubleshoot prescription problems with confidence. I can't afford to be without one."



How I created a comprehensive ocular wellness exam & reduced remakes to less than 1%

Rasa Tamulavichus, OD, president and co-owner of Big City Optical, Chicago, IL



There is an emphasis in healthcare today on preventative medicine and wellness. When patients come to my practice, they have the expectation that I will not only check their vision and evaluate the current state of their eye health, but that I will screen for problems on the horizon. I have added highly advanced technologies to my practice that allow me to do this, while enhancing practice efficiency and profitability. These technologies are integrated Visionix solutions, which I have implemented in seven of my practice's 13 locations.

Today, I can provide a more accurate refraction than ever before while also screening for underlying eye disease. Patients leave my office assured that they have both the best in visual acuity and comfort and the best in medical eyecare screening and treatment.

Everything I need to know to personalize the patient experience

Any new technology we add to our offices must be able to keep up with our high volume of patient care. Integrated technologies allow me to do more without compromising data quality. Our newest investment, the Visionix VX 650 enables a comprehensive ocular health assessment—anterior and posterior segment analysis in one device. Because VX 650 is integrated with the Visionix Eye Refract and our wavefront lens analyzer, I have everything I need to know about my patient's eye health even before I meet with them in the exam room.

Eye Refract makes a scalable workflow possible across multiple locations because data collection is now performed by my technicians, and it has become an easy and seamless part of pre-testing. That efficiency is tremendously important in my practice, as our seven doctors, including myself, see 50-80 patients per weekday and 100 patients on a weekend. In addition to the ease of implementing this technology into our practice's workflow, it is accurate and efficient and offers repeatable results. We know it provides information that we can rely on to make diagnoses and create treatment plans that will help preserve our patients' eye health and vision.

Reimagine the full refraction experience

Eye Refract provides refraction data accuracy by eliminating accommodation. Physiological Refraction enables me to quickly find the balance between clear and comfortable vision, and facilitates the fast identification of the patient's visual comfort zone. From my patients' perspective, it reduces the pressure to provide the right answer to "Which is better, one or two?"

I can also provide comparisons for daytime and nighttime vision for the patient, which opens up conversations with them about aberrations and vision adjustments. The technology even includes keratometry (K's) to fit contact lenses. All the refraction data is automatically imported into my EHR for easy review.

The great functionality of this technology is made even more valuable to my practice because the data collection process can be delegated to a moderately trained user. I can step back as doctor and focus on interpreting the data and providing a diagnosis and treatment plan.



Early detection of ocular pathologies in just seconds

Anterior and posterior segment analysis using the Visionix VX 650 offers multimodal clinical applications to assess everything from the lids and lashes to the retina. This empowers me to quickly and accurately screen for cataracts, glaucoma, retinal and corneal pathologies. With one device, I can perform a comprehensive assessment. I am able to keep early-stage medical eyecare conditions in-house for treatment, rather than having to refer immediately to outside specialists. This allows me to monitor threats to eye health and vision. I can provide an in-depth consultation to determine the next best steps in the treatment plan for my patients.

Become a preventative ocular health expert & patient educator

Multi-function technology like VX 650 does more than safeguard my patients' eyes. That alone would make it a worthwhile investment. But more than that, it allows me to educate patients about my exam findings and why I am prescribing specific treatment plans. The technology allows me to show patients exactly where I have pinpointed a potential problem, or evidence of eye disease. I can then tie that explanation to how we will work to monitor, improve, or at least slow the progression, of the problem.

This elevated level of care and patient education is now possible at every location of my practice where Visionix technology has been added. It means that regardless of which of those practice locations my patient visits, they will receive the same impressive level of care.

My role, and that of the other seven doctors in my practice, is transformed to the role of a preventative eye health expert and patient educator, with an emphasis on interpreting data from

advanced technology to provide the best, most cutting-edge care. I am able to take patients past the idea of the optometrist as the expert on only refraction, glasses and contact lenses. Patients who visit my practice find optometrists who are medical eyecare experts with the best technology on the market to support our work.

Transforming my practice & the eyecare experience

The combination of VX 650 and Eye Refract system is ideal for cold-start practices, making it easier for the owner to diversify revenue, while driving profitability by keeping more care within the practice. The small footprint means you can add it to your practice without substantially increasing your overhead costs.

My glasses remake rate is down to less than 1 percent, thanks to the accuracy of the technology, and my practice has never been more efficient. We are able to perform screening and refraction with the technology, capturing essential data is under 10 minutes.

I can offer a high level of advanced care. That assurance helps me feel more secure as I expand my practice, even in changing times. Because of the ease of use and scalability of our integrated Visionix technologies, we successfully launched multiple cold-start locations. I know that with the benefit of Visionix, patients will have the best refraction and eye health screening possible in whichever of my offices they happen to visit where we have implemented this technology. That consistency of superior care creates a practice that patients are eager to return to and refer friends and family to experience.



Tamilavichus, R. (2021). How I Created a Comprehensive Ocular Wellness Exam & Reduced Remakes to Less than 1%. Review of Optometric Business. <https://www.reviewob.com/how-i-created-a-comprehensive-ocular-wellness-exam-reduced-remakes-to-less-than-1/>



The technology suite that took our patient care and profitability to a new level

Minh Ta, OD, and Nancy Truong, OD, practice owners of Specs Appeal



We pride ourselves in our practice on providing a state-of-the-art, boutique experience and a as well as a high level of medical diagnostic eye care. Just as we found premium products for our optical, we continue to invest in technology that provides superior eye care.

Here are the details on the suite of advanced technology that we've implemented our practice, enabling us to ensure a high level of care and a high level of profitability.

Over the last few years, we invested in three key instruments from Visionix USA (formerly Luneau Technology USA and Optovue Inc.): Optovue Avanti OCT-A system, Visionix VX 130 multimodal anterior segment analyzer and Visionix VX 40 wavefront lens analyzer.

Excellent patient care, great profitability

We use these instruments on all our patients as part of our pretesting process. Each year this suite of instruments generates around \$100,000 in additional exam fees. More importantly, it allows us to flag multiple potential medical problems before the doctor has even walked into the exam room. We have significant information by the time the patient is in the exam chair to make diagnoses that can save a patient's eyesight or even save their life in the case of an eye condition like diabetic retinopathy, which is connected to a life-threatening disease.

With the Visionix VX 130, we can see Keratoconus, dry eye, the anterior chamber via Tomography as well as Pachymetry adjusted IOP's. Additionally, with the Avanti's iWellness and AngioWellness

proprietary scans, we are empowered to diagnose a range of conditions, such as age-related macular degeneration, and diabetic retinopathy with occlusions, in addition to providing us an additional GCC scans of our potential and current glaucoma patients.

In most cases, the technology allows us to educate a patient about their eye health and the value of our services. For example, we recently showed a patient the Solar retinopathy damage he incurred years earlier from staring at the sun. He didn't realize the lasting damage this caused and expressed to us how happy he felt that we were still able to refract him to the 20/20-acuity line!

Maximize chair time, elevate patient education

We want as much data as we can get before seeing the patient. First and foremost, that data gives us the ability to provide the highest level of care. Secondly, it allows us to create a much more effective treatment plan. The technology, which is easy for our technicians to adopt, enables our staff to partner more fully with us in providing care. This increased support results in the doctor's time being maximized to focus less on data collection and more on the interpretation of data.

The additional consultation time we gain allows us to spend more time discussing with patients the condition in which we have diagnosed them, educating them on the implications to their eye health, and why we recommend their precise treatment plan. The added patient education time can often make the difference between a patient who follows through with the treatment plan and one who does not understand its importance and neglects to return for care.

Easy to implement, seamless to optimize

Many ophthalmic technologies require adaptation, a learning curve, and extensive time in practice. Complex implementation and adoption are not the case with the Visionix suite of technologies. We were up and running with our devices almost right from the start. The instruments integrated well with our electronic health record system and other medical devices such as our digital phoropter.

Clinical Application Specialists ensured new technology integration and adoption for our staff. The new Visionix Academy is a good reference for ways to maximize our Optovue and Visionix devices. Specific to Optovue products, the "Ask the Expert" feature is extremely useful. Our doctors and staff know that if a question regarding the use of the equipment comes up that we can't answer ourselves, there is immediate help available. That trusted support gives you confidence when adding new technology to your practice.

Brand your practice as "state-of-the-art"

The integrated VX 130 and VX 40 offer the latest innovation in wavefront technologies. Avanti's widefield OCT-A offers AngioAnalytics, Total Corneal Power (TCP), and Epithelial Thickness Mapping (ETM) features, providing the latest innovation in OCT technology.

When patients receive information about their eyes and diagnoses that make a profound difference in their lives, they will be grateful and remember to tell their friends and family about your practice. Additionally, there is an added benefit in how this high level of care changes how your practice is branded and the message you send to your community about the kind of care you provide.

The screenings we offer in our office with this advanced technology are included on our patient intake forms. Patients can quickly see and understand how we will screen their eyes and work to preserve their vision. Most offices say they are state-of-the-art. We live and breathe state-of-the-art every day in our practice, and a simple visit to our office shows patients we mean what we say. Every patient has the opportunity for and deserves a thorough eye wellness exam.

The experience patients receive in our office spurs many of them to spread the word that, in addition to our optical boutique, we have advanced technology that makes it possible for us to do a comprehensive medical eyecare exam.

Because our patients appreciate their experience with us, our online reviews reflect that "wow" factor and boost our reputation in the community for repeat visits, referrals and new patients.



The VX 130 summary page shows an overview of findings, note differences in mesopic and scotopic refraction OD, inferior steeping anterior on anterior curvature maps despite normal sim k's OU, and abnormal corneal pachymetry. More in-depth data can be accessed via the VX 130 software.

Ta, M. & Truong, N. (2022). The Technology Suite that Took Our Patient Care & Profitability to a New Level. Review of Optometric Business. <https://www.reviewob.com/the-technology-suite-that-took-our-patient-care-profitability-to-a-new-level/>



Briot Couture

EDGING SYSTEM WITH INDUSTRY-FIRST VIRTUAL 3D RENDERING

Briot Couture is a highly intuitive in-house finishing platform for the evolving Optical. Powered by the world's first virtual 3D finishing technology, Couture allows you to confidently bring more sophisticated lens edging in-house and save on lab bills while reducing remakes.

With intelligent features like 3D rendering, bending, lens power adjustment and unrivaled TrueFit technology, any trained staff can accurately find the optimum lens to match the frame and can even show the customer how their glasses will look with the lenses inside. This allows you or your Master Optician to focus on more advanced eye wear consultations and sales.

TRACER AND BLOCKER

The Briot Couture tracer-blocker that comes with your edging system includes all the features of the Briot Attitude tracer blocker and more—including wavefront lensometry.

Move the integrated tracer-blocker to the front office to introduce a more personalized buying experience by showing a real time 3D rendering of their glasses, bringing the consultative patient education for eye exams into the optical frame selection process. This creates more opportunities to make them feel more involved and informed about their purchase—a unique experience that sets you apart from your closest competition.



Sold separately, and available as finishing system.

Briot Attitude

PATTERNLESS EDGING SYSTEM

The Briot Attitude raises the bar for what is possible in your in-house finishing lab. It is an extremely fast and accurate lens processing solution. The tracing system features a high-speed optical tracer with Gravitech technology that will detect the drill hole coordinates in seconds.

You can design and cut any lens, allowing you to offer customized eyewear tailored to your customer's personality, including Chemistrie clips.

Briot Attitude

TRACER AND BLOCKER

The Attitude truly changes the game by being the first tracer and blocker to integrate wavefront lens analysis in the device. When coupled with our Gravitech optical tracer, TruScan high base-curve mechanical tracer, automatic drill point recognition and completely automated blocking, the Attitude is the most versatile tracer and blocker in the industry.

Briot Attitude GTS

LAB TRACER

The new Briot Attitude GTS is your first-time-fit tracing solution! Dual technologies of Gravitech optical tracing combined with TrueScan high base-curve mechanical tracing in this instrument allow you to tackle any frame, tracing up to 100 frames per hour.



Briot Evolution GT

PATTERNLESS EDGING SYSTEM

The Evolution GT contains many of the same features as the Attitude, including brushless motors for high volume edging, variable angled drilling, and TrueScan high base-curve mechanical frame tracing. Making it ideal for someone who is not interested in wavefront lens analysis, shelf beveling, milling and represents one of the best values in edging.



Briot Evolution

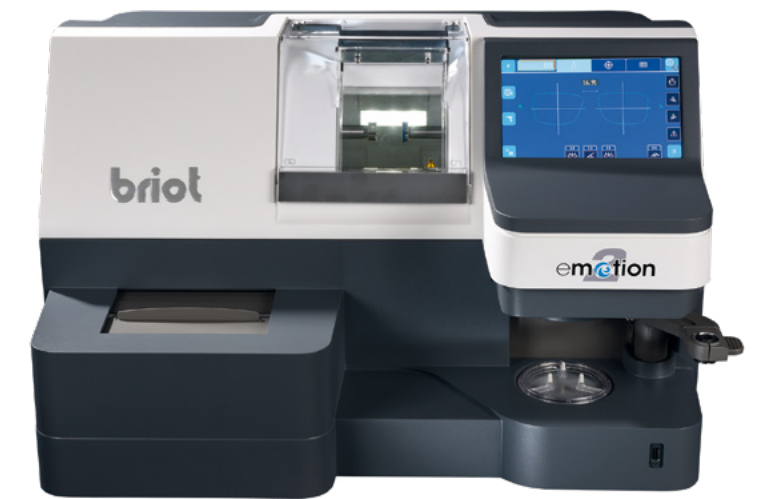
TRACER AND BLOCKER

The Evolution is equipped with Gravitech optical tracing technology. This unique tracer can accurately trace a demo lens and project it in 3D in under four seconds. Ideal for finishing labs in cramped quarters, the compactness of the unit was designed to save space without sacrificing quality. An intuitive touch screen interface makes operation of the unit simple and efficient. The unit adheres to OMA/VCA communication protocols which allows the Evolution to interact with a wide array of edging equipment.

Briot Emotion 2

ALL-IN-ONE PATTERNLESS EDGING SYSTEM

The Briot Emotion 2 is an all-in-one finishing lab that includes edging, blocking, drilling, grooving, and tracing in a single unit. With the Emotion 2, we have added our game-changing patented optical tracing technology, Gravitech. With it, you can accurately scan a demo lens with perfect 1:1 shape reproduction in around 4 seconds. Drill mounts have likewise never been easier, as Gravitech is not limited to just the trace. It will also automatically scan drill hole coordinates so your job is ready in seconds. The high definition optical system ensures you will see laser engravings and markings clearly and easily. With the Emotion 2, the perfect fit is possible.



Briot Perception 2

ALL-IN-ONE PATTERNLESS EDGING SYSTEM

With Gravitech patented optical tracing and a new integrated drilling feature, Perception 2 represents unparalleled technology and value in its class. Perception 2 is an ideal solution for practices with a finishing lab, looking for an entry level system with or without drilling.

Briot Scan 8

REMOTE OR LAB TRACER

Featuring our patented TrueScan tracing technology, the Scan 8 can effortlessly trace even the toughest high base curve wrap frames. The gentle stylus pressure ensures that probe will not distort thin metal frames. An intuitive touch screen interface makes it one of the easiest tracers to use, making Scan 8 an ideal tracer for your lab.



Weco E7

PATTERNLESS EDGING SYSTEM WITH VIRTUAL 3D RENDERING

Introduced in 2022, Weco E7 is the only tracer on the market capable of modelling all the characteristics of a frame's features, including the thickness, making the most complex mountings easy.

Thanks to 3D, preview results with absolute precision for a perfect match between the lens and frame, even on the most complex frames. With the latest TrueFit software, get optimal lens centering and keep full control of the grinding process while saving precious time.

Our exclusive wavefront technology simplifies perfect centering, especially on progressive lenses.

With each step precisely planned, calculated and previewed, from the lens choice to the mounting, you can expect unparalleled first-fit results.



Weco E6 series

PATTERNLESS EDGING SYSTEM

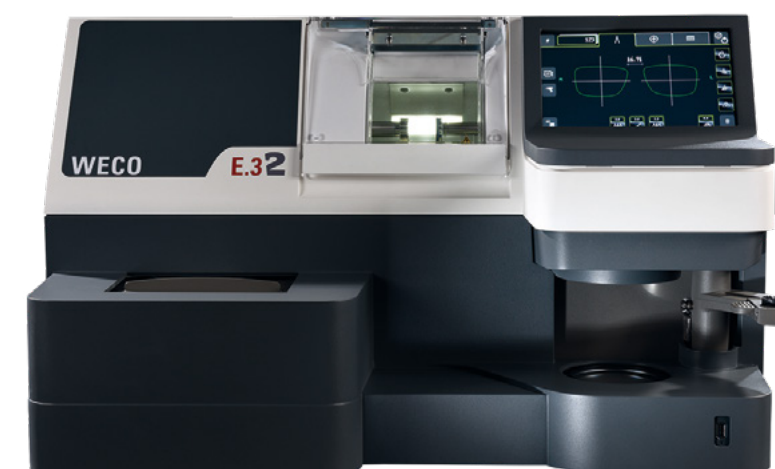
The Weco E6 Series brings the best technology in the industry to the table with Gravitech optical tracing, integrated shelf beveling and milling features, and wavefront progressive lens analysis. With the new SD (Smart Design) Interface, you can create incredibly complex shapes for your premium customers.



Weco E5 series

PATTERNLESS EDGING SYSTEM

The Weco E5 is a reliable patternless lens edger designed for medium to high volume optical shops. It offers highly sought after features such as integrated drilling and wrap frame processing without compromising on performance or value, making it the ideal choice for someone looking for a lens edger that can process the vast majority of eyewear in the market today. It's sister product, the E5s retains all of the original functionality of the E5 for those without the need for wrap frame processing.



Weco E32

ALL-IN-ONE PATTERNLESS EDGING SYSTEM

The Weco E32 is an all-in-one edging system that has integrated tracing, blocking, edging, and drilling, making it ideal for lab environments with limited space and for those looking for a simple, fully featured edging solution.

Weco E12

ALL-IN-ONE PATTERNLESS EDGING SYSTEM

The Weco E12 is an all-in-one patternless edging system that can satisfy all the core needs of a finishing lab. It offers grooving, safety bevel, high luster polishing, and an advanced edging cycle to tackle difficult super hydrophobic lenses. It's most innovative feature is the new Gravitech optical tracing system, cutting the time to trace a lens to under four seconds. The addition of drilling makes the Weco E12 the right fit for your lab.



Finishing systems comparison chart

MODEL FEATURE COMPARISON	Briot Couture	Briot Attitude	Briot Attitude Evolution	Briot Evolution	Briot Emotion 2	Briot Emotion 2 Groove	Briot Perception 2	Briot Perception 2 Groove
	Weco E7	Weco E6s	Weco E5	Weco E32	Weco E32 Groove	Weco E12	Weco E12	Weco E12 Groove
Safety Bevel	•	•	•	•	•	•	•	•
Grooving	•	•	•	•	•	•	•	•
Super-Hydrophobic Lens Cycle	•	•	•	•	•	•	•	•
Small Eye Sizes <21mm	•	•	•	•	•	•	•	•
High Luster Polish	•	•	•	•	•	•	•	•
Gravitech Tracing	•	•	•	•	•	•	•	•
Drilling	Variable 30°	Variable 30°	Variable 30°	Variable 30°	Fixed 10°		Fixed 10°	
Mechanical Tracing	•	•	•	•	•	•		
High Volume Edging	•	•	•	•				
Wrap Frame Processing	•	•	•					
Wavefront lensometry	•	•	•					
High Speed	•	•	•					
Advanced Motor Controls	•	•						
Chemistrie Processing Interface	•	•						
TruFit 3D Lens Simulation	•							
Shelf Beveling	•							
Smart Design Milling	•							

Weco C6

TRACER AND BLOCKER

The Weco C6 is the first dedicated blocker to feature wavefront power mapping technology. This advanced feature allows you to see progressive lens designs with the lens shape superimposed, making edging progressives lenses incredibly fast and easy for the operator.



Weco C4

TRACER AND BLOCKER

The Weco C4 is a core tracer and blocker that features a camera-assisted Gravitech optical tracer combined with an easy to use parallax-free blocking mechanism, making it reliable, simple, and easy to operate.

Weco T6

REMOTE OR LAB TRACER

The Weco T6 is a rugged mechanical tracer designed to tackle the toughest jobs for remote tracing or a wholesale lab environment. Featuring our patented TrueScan angled stylus, the T6 can trace high base curve wrap frames with accuracy and reliability not found on a traditional tracer.



Weco C6 industrial line

LENS VERIFIER-BLOCKER

Fully automatic blocking has proven to be essential in maintaining quality control and efficiency in a wholesale lab environment. It reduces the risk of waste due to human error dramatically. Weco has more experience than anyone in the field of industrial automatic blocking, as a result, it has developed a revolutionary next generation blocker that is designed to boost the output of your lab.

How the right lens tracer = a less than 1 percent remake rate

By Tia McEntire, Director of Optical Services, and
Tim Roach, Optical Lab Manager, Marietta Eye Clinic

When we wanted to increase patient satisfaction, and reduce our remake rate, we decided to invest in new lab optical technology. The technological upgrade we chose two years ago was a Briot Attitude patternless edging system from.

This new system, plus Briot's In-Connect software, gave us a central lab with three edgers to accommodate eyewear production for nine offices. The eight satellite offices use Briot's In-Connect Remote Tracing Software to transmit traces from the Evolution GT Remote Tracer accompanied with job information to deliver a better patient experience.

Efficient and accurate

the system, which takes a picture of, or traces, the lens using patented GraviTech Optical Tracing technology, improves accuracy in eyewear production. With it we have reduced our remake rate to less than one percent per year.

We can do up to 130 eyewear jobs a day with three edgers, with 85 percent of those being AR-coated and one-third being drilled or grooved. Our Briot Attitude system provides us with another way to wow our patients. Our patients often comment on the fact that their glasses are ready so soon. We require 7-10 business days turnaround time on our glasses as we've found that it's best to under-promise and over-deliver. With this technology, we can produce glasses in just a few days and always over-deliver for our patients.

Patient can keep glasses while prescription is updated

The remote tracing technology from Briot means that a patient, who wants to keep their frame and update their prescription, doesn't have to give up their glasses while the new ones are being made.

Before, if a patient in one of our satellite offices wanted to use their own frame for their new glasses, we would have to take their frame while we ordered the lenses. The remote tracing technology allows the optician to take the patient's frame just for a moment, take a tracing photo, and then give it back to the patient. When the new lenses arrive, they are then simply inserted by the optician into the patient's frames.

Since many of our patients are older and on a tight budget, it is beneficial that they can keep their current frames while an updated prescription is shaped. We are able to meet their needs by providing an option that fits their budget as well as their eyesight, all while providing the kind of care they expect.

In addition to not giving up their glasses, the ability to so easily trace the lenses in our satellite offices means patients also don't have to travel to our primary office to have their new lenses cut. Located, as we are, in the congested Atlanta area, not having to spend that extra time on the road means a lot, especially to an elderly person.



Affordable and easy to use

you might think that technology that enables such speed of services, and convenience, would be pricey, but that's not what we found. We paid less than \$7,000 per tracer, along with a one-time licensing fee to purchase the interface technology that allows information to flow from the eight remote tracers to the Attitude Lens Edging System in our primary office.

We feel that the amount of money we spent was quickly recouped, and exceeded, by the improved patient service we are able to provide, and the reduction to our glasses remake rate.

Establishing an efficient process and training staff across nine different locations was an easy process. With the assistance of the Luneau Technology team, we established a quick training protocol to standardize the operation across all locations. Since Gravitex technology does not require routine calibration like a traditional mechanical tracer, our training process was even more simplified, and we can trust the accuracy of the system across all staff members.

With so many things outside of our control, it's nice to have at least one element in our practice that we can always count on—that glasses will be produced fast, and exactly the way our patients need them to be.





INNOVATION TO UNLOCK YOUR POTENTIAL

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