

# optomap® | TESTIMONIAL – Advanced Eye Care Associates

**“In retrospect, it's the one piece of equipment I just wouldn't want to do without.”**

Stephen Harney, OD



## Practice Information

- Advanced Eye Care Associates – Lowell, MA
- Three doctor, private practice

## Reasons for Purchase

- Practice Enhancement
- Patient Education
- Clinical Outcomes
- Higher Quality of Care

Stephen Harney, OD, and his two partners - Steven P. Sikalis, OD, and Christopher Karalekas, OD – agreed to purchase the *Daytona* from Optos at the Exchange in 2013. It seemed like an important diagnostic aid for the practitioners at Advanced Eye Care Associates in Lowell, Massachusetts, but Dr. Harney says that he couldn't have gauged at the time how critical it would become to the practice.

“We have been using it extensively in the practice. An **optomap** image allows us to see more of the retina in a more controlled situation,” he says. While the practice encourages a dilated exam as part of any comprehensive exam, there are reasons that patients decline, especially during the scheduled exam visit. “They may not want the aggravation of having blurred vision when they go back to work, or it could be a kinetic situation where the patient can't sit still long enough for a dilated exam. The **optomap** is easy to capture and gives us much more data than we'd have without it.”

Early on, the doctors noticed some surprising results – retinal holes, hemorrhages and indications of high cholesterol or diabetes in otherwise asymptomatic patients. It happened often enough that the doctors decided a baseline **optomap** should be a standard part of every patient's record. As a result, the first **optomap** image is included as a part of a new patient's comprehensive exam. Each doctor sees more than 20 patients a day, and the majority of returning patients opt for a **optomap** image, so it's important that the system is well-honed for efficiency.

Capturing an **optomap** image is fast and easy. “We do not see this as a replacement for a dilated exam, but it is an enhancement. Those who choose to have an **optomap** image taken do so because they need to get back to work quickly or because they've been uncomfortable with the intensity of a dilated exam,” he says. If the image indicates any areas of concern or something that the doctor wants to investigate more fully, then the patient can opt to undergo a fully dilated exam.

In terms of the data capture, it's also very easy to share the image with a consulting physician. “Whenever we refer a patient for medical follow-up, we send along the image. Having the ability to share these images with providers has resulted in us getting more medical referrals. These doctors look to these images to guide them quickly to the area of concern.”

The images have also been a boon to patient education, he says. Patients love to see the 3D images, and they're wowed by the doctor's ability to turn the image to illustrate a point of interest. “It boosts patients' confidence in the doctor when we go over the procedure. We bring up the image, explain what we are looking at and why it's important. It sets the tone for good care now and into the future,” he says.

Dr. Harney says that he and his partners knew when they first saw the *Daytona* that they wanted it in their practice. “In retrospect, it's the one piece of equipment I just wouldn't want to do without.”

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