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David Way, OD

Practice Information

- Spring Klein Vision Center, Spring, TX
- Two doctor, private practice

Reasons for Purchase

- Technical Innovation
- Standard of Care
- Patient Education
- Practice Efficiency

For as long as Dr. David Way, OD, has been in practice, he has endeavored to employ frontline technology in the care of his patients. He explains that it was because of this that he was an early adopter of **optomap** ultra-widefield (UWF™) retinal imaging technology. “I’m a big proponent of thoroughly examining the retina,” says Way. “I think sometimes patients think that the only reason they need to go to the optometrist is to get a prescription for glasses or contacts. I help them to understand that the eye is the only part of the body that we can observe nerves and blood vessels without doing a CRT or an MRI; and that when I am examining them, I am checking ocular health, as well as, indicators of issues such as diabetes, glaucoma, macular degeneration or hypertension.”

He notes that patients often refuse to be dilated because they are in a hurry, or simply want to avoid the discomfort. An **optomap** image, which can be obtained in a fraction of a second through an undilated pupil, allows them to receive a thorough retinal exam without the inconvenience. Consequently, patients are usually willing to pay a small fee for the procedure. Over the years at Way’s practice, Spring Klein Vision Center, the acceptance rate for **optomap** is over 70% which has proved to be a revenue generator and a boon to practice flow.

Dr. Way started out in his private practice with the device and then later upgraded to the *Daytona* device, which quickly paid for itself. He points out that he had no intention of upgrading again until he experienced the recently released *Monaco*, the first and only combined UWF and OCT device. “When I saw what *Monaco* could do, I was floored,” Way explains. “I knew I had to move forward with the purchase when I saw the multi-modality capabilities of *Monaco*. The fact that I can pull up color, autofluorescence and OCT on both eyes, at the same time, gives me a full spectrum view of the eye. The images are incredibly clear and detailed; even in the far periphery. The decision to purchase was really a no-brainer.”

Dr. Way stresses that the ability to walk into an exam room and immediately see all three modalities represented on the screen, enables him to make a quick initial assessment of how the exam should proceed. He references a recent scenario in which a 33-year-old male came to the clinic for a glasses prescription but because central serous chorioretinopathy (CSCR) was evident in both eyes, he circumvented a time consuming refractive exam to invest time communicating with the patient. “As soon as I walked in the room I could see on the screen that he had CSCR in both eyes, but the macula did not look distorted on slit lamp examination. It was only because of the *Monaco* OCT image that I picked up the diagnosis. I was able to explain the disorder and why I wanted to send him directly to the specialist. He is now on a non-steroidal anti-inflammatory regimen and has returned to me for monitoring.”

Way asserts that **optomap** technology has differentiated his practice for over a decade and that *Monaco* will continue to set him at the forefront of diagnostic capability in his area. “Patients notice the difference. If they come in and see our updated technology - and when they see and understand their own eye for the first time, they are probably not going to return to a practice without that capability. They request **optomap** when they return because they want the reassurance that their eyes are fine. *Monaco* solidifies that we are the upper echelon of practices that have the capability to image and compare year after year. I feel comfortable and reassured that I have provided the best care possible to my patients. They deserve that.”



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