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December, 2016

M. Lance Patton
General Manager, Ophthalmology Division
Optos, Inc
67 Forest Street
Marlborough, MA 01752

Dear Mr. Patton:

I am writing to share my experiences with optomap UWF imaging and to help educate my colleagues on the value of the Optos technology. I had been aware of the technology for years before purchasing, but held off due to concerns about image resolution and the impression that optomap was merely an optometric pay-per-click replacement for dilation. My clinical experiences since investing in UWF imaging five years-ago have proven these preconceived notions untrue.

My practice consists of four ophthalmologists and one optometrist; my focus is cornea, cataract, and refractive surgery. I began to consider the Optos after seeing that the 2nd generation system combined image resolution comparable to our fundus camera with the advantage of seeing out to the periphery. Now, we image each new patient for our records and include optomap imaging as part of our standard exam. The ease of use and UWF view has resulted in improved efficiency in our exam lanes. We still dilate all patients, sans those with contraindications; however, the complete, clear picture provided by optomap makes us faster and more effective in our examinations and patient discussions. This has enabled us to see approximately five additional patients per day, which more than covers the monthly equipment cost.

I particularly value optomap for patients with medical issues such as high blood pressure, diabetes, or glaucoma; because it allows me to follow disease progression with greater ease. It is invaluable in diabetic care; many times, I have observed very minimal diabetic retinopathy in patients where I had not suspected an issue. This pathology could have been missed even with a careful indirect exam. I also find optomap exceptional for picking up retinal holes and tears or following choroidal nevi. The retina practice across the hall often "borrows" our optomap to obtain UWF angiography.

Finally, I cannot emphasize enough the value of optomap in patient education. The breadth and quality of optomap images translates into an impactful experience for patients resulting in greater retention increased compliance with care plans, and more referrals. My optomap has proven so valuable that I am motivated to help clear the optomap misconceptions still held by some of my colleagues.

Sincerely,

A handwritten signature in black ink, appearing to read "V. Nicholas Batra", written over a thin black line that extends from the signature area towards the right margin.

V. Nicholas Batra, MD