



**Location**  
San Diego,  
California



**Device**  
Monaco



**Doctors in  
Practice**  
Three

# Commitment to Technology Advancements a Contributor in Practice Growth



**Melanie Langford, OD**  
Family Vision Care Optometry

Melanie Langford, OD, joined Family Vision Care Optometry in San Diego, California, 12 years ago. “It was a great practice, and from the very moment the doctor hired me, he began adding more technology,” she says.

As a new graduate, she trained with advanced technology and knew how to interpret the findings. His commitment to updating his Vision Source® member practice that he had owned since 1993 made it quite easy for Dr. Langford and her husband, Matthew Langford, OD, to purchase it in October 2021. “The practice had all the equipment we needed,” she says.

That includes **optomap**® ultra-widefield (UWF™) retinal imaging technology. Upgrading to the *Monaco* from Optos in 2023, provided all the benefits of **optomap** technology with integrated optical coherence tomography (OCT) capabilities. “It has almost everything I need, and it’s valuable in so many respects,” she says.

She couldn’t imagine practicing without it. Over the years, Dr. Langford and the other doctors have discovered retinal tears and detachments, as well as macular issues, which they can choose to document and watch or refer to a retinal specialist.

## Fast and Robust

In about two minutes or less, staff can capture the UWF of the retina for a color **optomap** image, autofluorescence (*af*) and OCT scans for both eyes. Having that multimodal imaging capability from one piece of equipment provides the practice much more diagnostic data. “I remember one patient in particular whose macular dystrophy was so subtle. She was asymptomatic and had 20/20 vision. It would have been very difficult to see without the autofluorescence,” explains Dr. Langford.

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The practice has kept its standalone OCT, but the *Monaco* is the first-line instrument. “About 95% of our patients have the wellness screening done at the Optos. It’s essentially mandatory, and our technician is very good at explaining why it’s an important test and what it helps us diagnose,” she says. The technician has also been enthusiastic about the upgrade to the *Monaco*, and tells patients while she’s with them what’s different and improved with this device.

All patients have an **optomap color** and the fundus autofluorescence (**optomap af**) image taken. Those 18 and over also get the OCT scan.

### Patient Education

“It’s a great patient education tool,” she says. Not only does it help educate patients about their eyes, but it also helps reinforce the message that comprehensive annual eye exams are important. “It’s such an amazing way for us to be able to screen patients and confidently say that their eyes look healthy or that there’s a reason we need to monitor or refer them,” she says.

Finding something of note on an **optomap** image happens so often that Dr. Langford has made it a habit to check those images before she enters the exam room. “I don’t want to show my surprise to the patient if there’s a retinal tear, for example. So, I really try to look over those images first,” she says.

The findings also help gauge how much time may be needed to spend with the patient. “I may open the image and see cataracts and that may impact how much time I’ll need to spend on a refraction. But the images are a great way of helping explain a condition or finding to patients,” she says.

Longtime patients expect to see their **optomap** images pulled up. “Sometimes, if I didn’t see anything of note, I’ll get started with the exam and the patient might ask how their image looked this year,” she says. That’s a reminder to her how much patients value the technology and her ability to interpret it.

The retina specialists she refers to also have Optos technology in their offices. “I know them well enough that I can text them or send them a photo of what I’m seeing. They respect that I have that technology, too, and have captured an image that helps them coordinate that patient’s care,” she says.

### Practice Growth

Since she and her husband have purchased the practice, it has grown significantly, despite having acquired it just coming out of the COVID-19 pandemic. Gary Sneag, OD, FCOVD, from whom they purchased the practice, continues working there and is key to the practice operations. With Dr. Matthew Langford also practicing full time, they can see more patients. “Having three full-time doctors is a reason why we’ve grown,” she says. But having the technology that helps them with their clinical decision making and demonstrates their commitment to patients is also beneficial.

“Patients trust us to have the products and technologies that can help them. They see that we want to keep up with the current technology and have the best equipment we can to diagnose and take care of them,” she says.

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