

Dear Ms. Amodei,

I am an optometrist in a multi-site practice in Quebec, Montreal. We have an Optos device in each of our three busy clinics.

Prior to our initial Optos purchase, my colleagues were eager to acquire the technology; however, as an optometrist who dilates almost every patient, I was confident that I had no use for it. Despite my objections, we purchased our first California device one month before the pandemic shut down. When we returned to the practice following quarantine, I learned how wrong I had been.

When the clinic reopened, we had a great influx of patients, and the optomap device enabled us to effectively manage the increased patient volume. Our protocol now includes an optomap exam on every patient. The process is quick and easy and allows us to see virtually the entire retina prior to seeing each patient. Being forearmed with this accurate, comprehensive view of the retina allows me to plan and steer the exam. I can effectively target problem areas and dilate as needed. The added efficiency allows us to see many more patients while maintaining our comprehensive exam standards. With optomap, we document many peripheral pathologies that would be difficult to see with BIO alone. Since acquiring our Optos systems we have identified numerous retinal detachments and even a peripherally located ocular cancer.

Our patients readily accept the small fee we charge for optomap imaging because they are reassured by the image and appreciate that it helps them understand what is occurring in their eyes. Our clinics are equipped with all the technology needed for superior eye care, but for patient education nothing tops Optos imaging.

Optos images are helpful for follow up, notably with tears and laser treatments, as we can easily compare images to evaluate any concerning changes. Additionally, if a patient presents with a complaint at one clinic my assistant can capture an image and send it to me at another clinic, so I can determine if this patient needs to be seen immediately. I can also access images from home, which has been extremely helpful.

We love your technology and appreciate your team. Our local representative responds to our questions and contacts us regularly to see if there is anything we need. The California devices have proven a very positive addition to our practice. My initial opinion has changed 180 degrees - I now believe Optos is a must-have tool.

Sincerely,



Pascal Soucy