Co-Managing Advanced Technology IOLs

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Professional Disclosures

- · Alcon: Advisory Board, Research, Speaker
- Allergan: Research, Speaker
- Bausch & Lomb: Speaker
- · Inspire: Allergy Advisory Board, Research, Speaker
- Ista Pharmaceuticals: Research
- · Pacific University: Adjunct Assistant Clinical Professor
- Pennsylvania College of Optometry: Externship Coordinator
- Science Based Health: Research
- Southern California College of Optometry: Externship Coordinator
- · Vistakon: Speaker

Today's Optometrists

"To be on the cutting edge of optometry, you need to be on the cutting edge of science and technology."

- Christine Sindt, OD

Co-managing Advanced Technology IOLs

- This is your new refractive surgery patient!!!
- · Advanced technology
- Successful outcomes
- OD Co-management



Pearls on Optometric Comanagement

- · Get to know your surgeon
- Convey patient preferences, observations and conditions to your surgeon
- Inform your patients on your role in perioperative care
- Successful co-management is the result of continuous communication

Why Become Involved?

- 3 million cataract surgeries each year¹
- By 2020 the U.S. population over 65 will double from current levels – 12.9% of total population
- HCFA allowing surgeons to bill for non-covered services
- · Tangible vs. Intangible benefits
- 1. http://www.allaboutvision.com/conditions/cataracts.htm

Basic Marketing Concepts

- Needs / Wants / Demands are underlying concepts of marketing
 - Needs are basic requirements of human beings
 - Wants are the form human needs take as they are shaped by culture and individual personality
 - Demand is want backed by buying power
- Patients <u>need</u> to see, <u>want</u> freedom from glasses, and <u>have the means</u> to invest in technology

The Baby Boomers

- Baby Boomers represent the generation with the greatest buying power in the history of our country
- Account for a dramatic 40% of total consumer demand even in a recession
- Find a way to appeal to us through our desire to stay young, act young, think young and feel young
- Have more discretionary income than any other age group
- · Watch TV / read newspapers more than any other age group

Burns, D. Baby Boomers are STILL the Largest Consumer Group in America - Even in a Recession

Optometric Opportunity

- Maintain a refractive mindset
- Direct to consumer advertising is coming
- Who better to hear about these options from than their own optometrist?

The Cost of Lifestyle IOLs

- · People want food, they buy it
- · They want a house, they pay a mortgage
- No matter where they go, people pay for the products they receive
- · Price should be transparent
- Must show them value

Prescribing From Your Chair

- · We do it for optical goods
- Know the products thoroughly
 - Advantages / Disadvantages
- Know our patients
 - Listens, ask questions, understand needs
- · Believe in the technology
 - Delivers outstanding results to patients

Advanced Technology IOLs: The Optometrist's Role to Success

- · We understand our patient's needs
- · We know the differences in premium IOLs
- · Patient education is the crucial
- Communication is the key to successful comanagement

Understanding Patient Needs

- What area of vision is most important to you?
 - Distance
 - Intermediate
 - Near

Vision After Cataract or Refractive Surgery in the Presbyopic Patient

- Improve the *quality of life* of our cataract patients by increasing their spectacle freedom through providing a quality range of vision
 - 1. Monofocal at distance (near glasses)
 - 2. Monofocal at near (distance glasses)
 - 3. Monovision (successful with contacts)
 - 4. Toric (monofocal)
 - 5. Multifocal

Who Are Good Multifocal Candidates?

- Visual and functional need for cataract surgery
- · Motivated not to wear glasses
- · Younger or Young at Heart patients*
- · Active lifestyle
- · Qualify for bilateral implants
- Realistic expectations

She wanted to show us the new tops she got for the birthday The mother adder shows to shool him to go to school An edd quan was a short and the women of the birthday and the shows the show of the short and the shows the short and the shows the short and the shows the short and th

Who Are Good Multifocal Candidates? Careful Consideration

- Previous refractive surgery*
- Previous cataract surgery with a monofocal IOL*
- Patients with >2.00D of astigmatism*

Who Are *NOT* Good Candidates for Multifocal IOLs?

- Those who want to wear glasses
- Poor "general alertness"
- · Occupational night drivers
- High astigmatism*
- · Poor candidates for refinement
- · Unrealistic expectations
- Ocular pathology

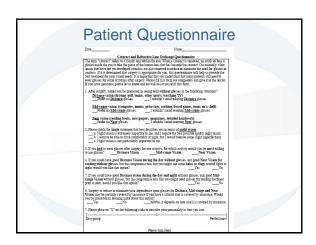


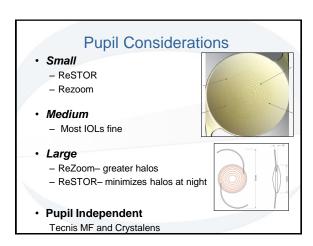
* Relative Contraindications

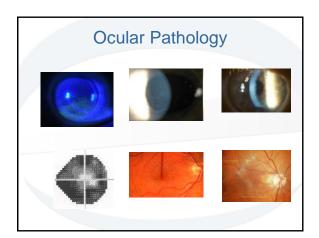


Patient Selection Pearls

- Realistic expectations
- If you suggest a multifocal for a perfectionist don't be surprised when they demand perfection
- Multifocals do not fix crazy patients









Addressing Astigmatism

- · Patient's understand astigmatism
- · Know the importance of treating their "stigma"
- This "stigma" gives them problems with their glasses or contacts





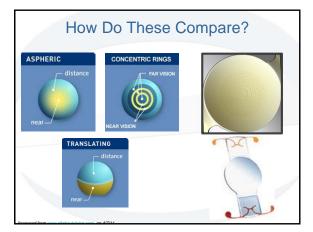
Setting Expectations

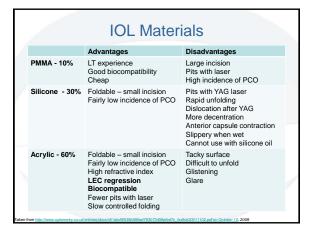
- · Individual patient perceptions vary
- · Best vision after bilateral implantation
- Glare/Halos
- · Lighting considerations
- · Possibility of refinement

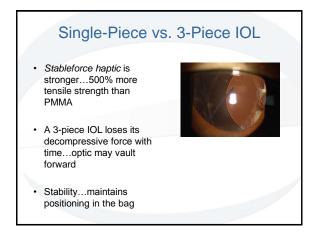
Under Promise....Over Deliver

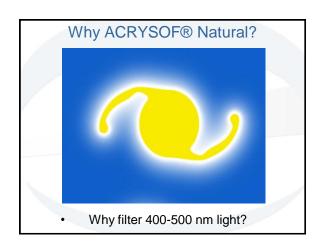
- Tell the patient that they are still going to have to wear glasses with any IOL option
- Tell patients that they will see rings around lights with a multifocal IOL

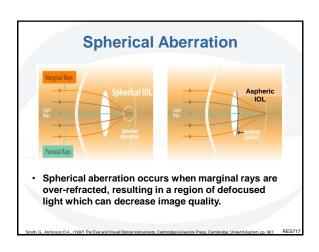
Differences in IOLs Technology

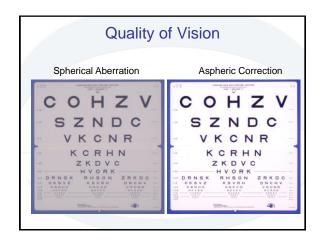


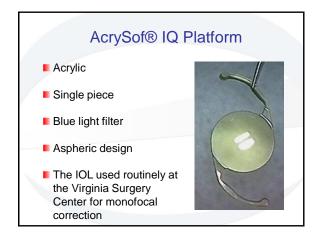




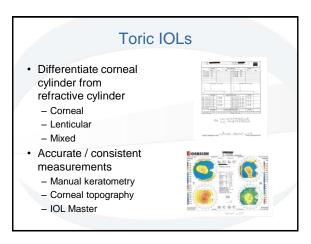


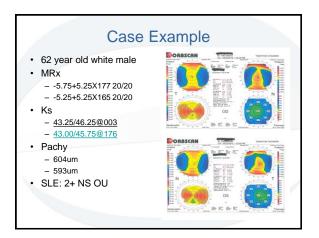


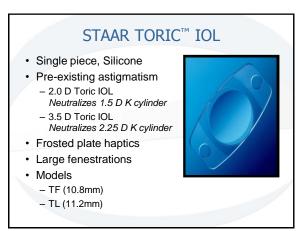


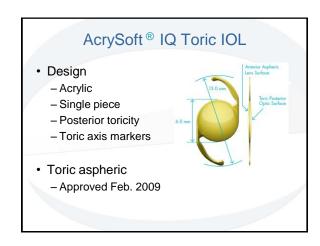


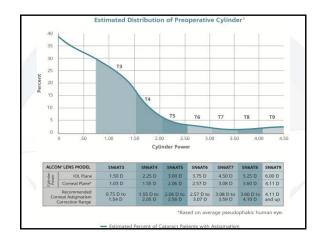


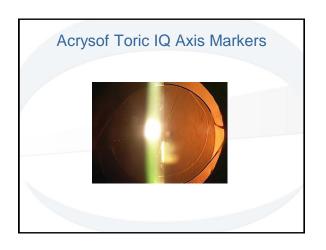


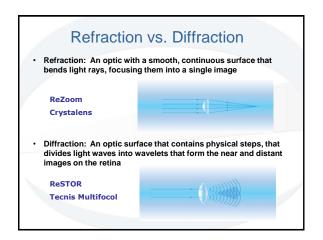


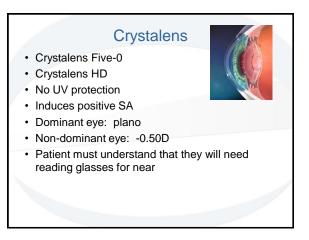


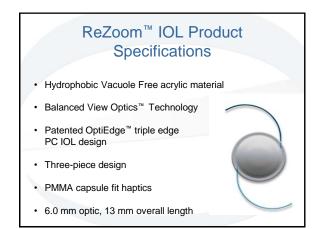


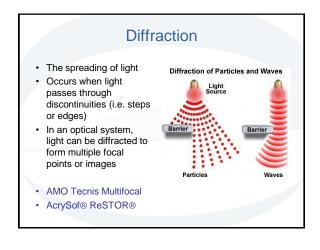


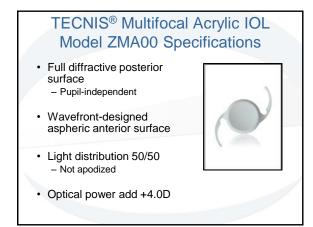


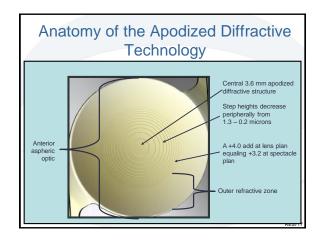


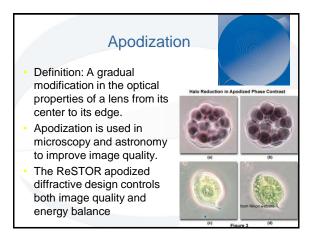


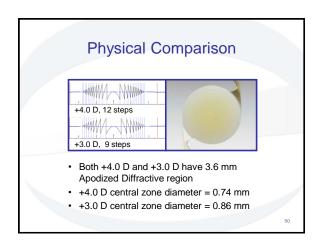


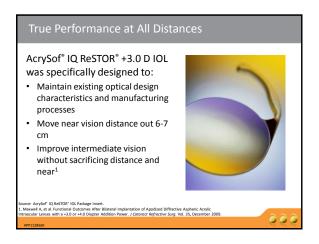


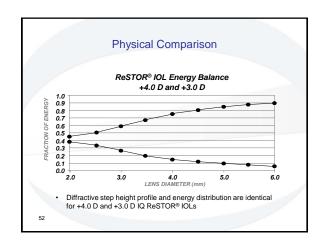


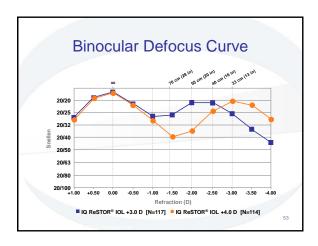


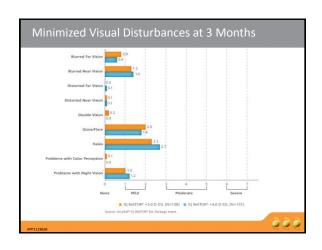


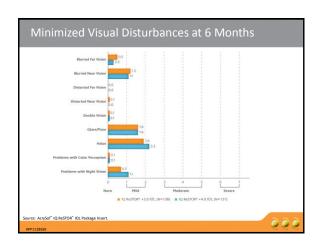


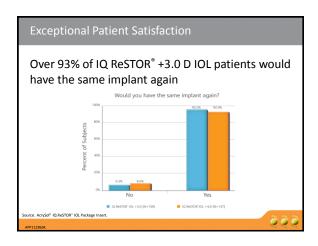


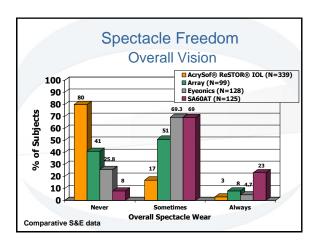












Future IOL Technology

- Akkommodative 1CU (Human Optics)
- Tetraflex IOL (Lenstec)
- Sarfarazi Elliptical IOL (B&L)
- Synchrony (Visiogen)
- FlexOptic Lens (Quest Vision Technologies)
- · NuLens (NuLens)
- FluidVision IOL (PowerVision)
- LiquiLens (Vision Solutions)
- Smart IOL (Medenium)
- · Light Adjustable Lens (Calhoun Vision)

Takan from http://www.onbithalmologoush.com/EsstreadArticia.serv/2enist_228.sist_248.on 10/07/00

Patient Education is the Key to Success

What is your patient's reaction when you give them the diagnosis of cataracts?

- Anxiety
- Uncertainty
- Confusion

Risk Factors for Cataract Formation

- · Genetic factors
- Sex
- UV radiation
- Smoking
- · Alcohol consumption
- Diabetes
- · Use of steroids
- Socioeconomic status
- · Chronic dehydration, diarrhea, malnutrition

What Do Our Patients Know About Cataracts?

- · What is a cataract?
- When do I need cataract surgery?
- · How is the surgery done?
- · Who do I go to?
- · What are my options?
- · Will I need glasses?
- Will I still see you after the surgery?



Education Starts with the Referring Optometrist

- Attend courses on ATIOLs
- · OD's role
 - Patient education
 - Identify patient visual needs / tasks
 - Recommendation
 - Need for surgery
 - IOL
 - Surgeon
 - Provide ATIOL information packet

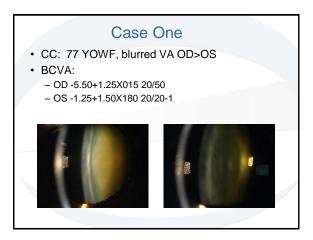
Education is a Continuous Process

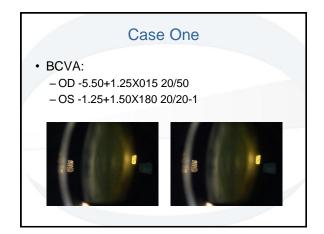
- · Technician's role
 - Astigmatism
 - Glasses Haters
- · Cataract / ATIOL video
- · Refractive Surgery Coordinator
 - Helps guide decision
 - Discusses financing options
- Doctor helps make the final determination

Advanced Technology IOL Discussion

- · Example: Alcon Acrysof Restor
- · Great distance, intermediate and near vision
- · Near is at 16 inches with good light
- 5% glare/haloes at night
- 15% Need for Refinement
- · Best vision is after surgery in both eyes

Cataract Evaluation

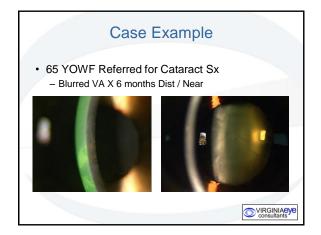




Which Comes First, The Chicken or the Egg?

- · Glaucoma Evaluation First
 - Permanent loss of vision if not controlled
- · Cataract Evaluation Second
 - Cataract surgery is an elective procedure and can wait

"Yes – I would like to be free from glasses!" STANDARD TORIC MULTIFOCAL



Stand-Alone vs. Combined Procedures • Significance of the cataract • Does the cornea need surgical intervention? • Sequential versus triple procedure • Convenience, cost, visual recovery

Preparation for Ocular Surgery

- · Optimize the Ocular Surface
- · Normalize the Lids
- Prepare the Cornea
- Eliminate Intra-ocular Inflammation
- · Control Glaucoma
- · Satisfy the Macula
- · Evaluate the Retinal Periphery
- Patient Education





Pre-operative Testing

- · Consider OCT imaging on all patients
- · Conditions that may affect visual outcome
- · Retina consult when in question

Scheduling Appointments

- Your office staff should schedule the appointment
- Clearly indicate that YOU are the referring doctor
 - Which office?
- Fax to Surgeon
 - Referral request form
 - Pertinent patient notes
 - Consent for co-management

Cataract Surgical Evaluation

- · Who is the referring doctor?
- What is the doctor's diagnosis and recommendation?
- · Review doctor's evaluation
- If cataract surgery is recommended, what IOL is recommended?
- Complete eye exam to confirm diagnosis and final recommendation
- Do you wish to comanage?

Optimizing Refractive Outcomes

- Accurate pre-operative refraction, keratometry & biometry
- · Consistent surgical technique
- · Ongoing evaluation of surgical outcomes
- Modification of clinical/surgical protocols based on outcomes

Preparing Patients for Lasik or PRK

- Up to 15% may need refinement:
 - Overcorrection
 - Undercorrection
- AstigmatismTopography
- Pachymetry
- Are they a candidate?

Consider AK/LRI in Patients with Astigmatism

- Pros
 - Easy to learn
 - Less time
 - Correct at source
 - Predictable for low cylinder
 - Can't rotate
- Cons
 - Longer incision / less predictable
 - More irritating
 - Can't be used in keratoconus



Peri-Operative Management

Surgical Prophylaxis

- · Antibiotics
 - One day prior to surgery
 - Fluoroquinolones gatifloxacin, moxifloxacin, levofloxacin, besifloxacin
- NSAIDs
 - One day prior to surgery
 - In high risk patients, 1 week prior to surgery
 - Ketorolac, nepafenac, diclofenac, bromfenac
- · 5% Povidone-lodine

Cataract /Refractive Surgery Complications

- Operative Complications
 - Surgeon makes the call
- Post-operative Complications
 - Co-managing doctor makes the call
- Successful co-management is the result of continuous communication!!

Operative Complications

Operative Complications

- · Inadequate pupil size
- IFIS
- Iris prolapse
 - Poor wound construction
 - Posterior vitreous pressure
 - Hyperopic eyes
- Zonular dehiscence
 - Trauma
 - Pseudoexfoliation
- · Dropped nucleus
- · Capsular tear





Flomax (tamsulosin)

- Indication for the treatment of benign prostatic hyperplasia
- Alpha-1 blocker
- Intraoperative floppy iris syndrome
- Importance to communicate prior to cataract surgery

Post-operative Complications

Post-operative Day #1

- · Confirm medications
- Uncorrected vision
 - Distance: reason for decreased vision?
 - Near: do not check
- IOP
- · Slit lamp examination
 - Corneal wound secure?
 - Cornea clear? Edema?
 - AC well formed with about 2+ cell
 - IOL well centered in pupil

Patient Instructions

- · Review medications
- No restrictions on physical activity
- Remind patient that it is normal for vision to be blurry and eyes out of balance
- · Fax results to surgeon

Post-operative Pearls for Advanced Technology IOLs

- Remind patient that it is normal for vision to be blurry and eyes out of balance
- · Avoid "buyer's remorse"
- · 5% of patients experience halos
- Bilateral implants
- · Use -2.25D Glasses to reassure decision
- · Communication with surgeon / referral center
- · Check toric axis at one week

What are the Early Complications with Cataract Surgery?

Early Complications

- Cornea edema
- · IOP spikes
- Wound complications
- Endophthalmitis
- IOL Surprises





Cornea Edema

- · Temporary endothelial shock
 - Prolonged phaco time
 - Dense nucleus
 - Endothelial health >650 microns, Fuch's
- Appearance
 - Microcystic edema
 - Stromal folds and haze



IOP Spikes

- · Retained viscoelastics
- Long standing glaucoma
- Treatment:
 - Topical glaucoma agents
 - Diamox
 - Osmoglyn
 - Open incision at the slit lamp

Decompression: Does it Really Work?

- IOP rise occurs 5 to 7 hours after surgery
- · Causes ocular pain
- · Causes sight -threatening complications
 - Retinal vascular occlusion
 - Progressive VF loss in advanced glaucoma
 - AION
- · Controls IOP typically for 1 hour
- Additional treatment needed to protect vulnerable eyes

Hildebrand et. Al. Efficacy of anterior chamber decompression in controlling early intraocular pressure spikes

Wound Complications

- · Potential for post-operative endophthalmitis
- · Shallow A/C
- Low IOP
- · Perform seidel test
- If A/C formed and no secondary complication from hypotony, treat conservatively
 - Bandage contact lens
 - Antibiotics QID
 - Follow up q24h

Wound Complications

- Uveal incarceration
 - External pressure / eye rubbing
 - Iris prolapse
 - IOP normal
 - Look for leaks
 - Rigid shield on eye
 - Refer to surgeon



www.cehjournal.org/images/ts020005.jpg

What are We Looking for at Week #1?

Post-operative Week #1

- · Confirm medications
- Uncorrected vision
 - Distance: Refraction (reason for decreased vision?)
 - Near with good lighting
- IOP
- · Slit lamp examination

Post-operative Week #1

- · Patient instructions:
 - Review medications
 - Review instructions for next surgery
 - Complete QOL questionnaire for 2nd eye
- Encourage patient
 - Avoid "buyer's remorse"
 - Premium IOLs Bilateral / Haloes / -2.50D Glasses
- FAX results to surgeon

Endophthalmitis

- · 3-5 days after surgery
- 4+ cell and hypopyon
- Pain
- · Eyelid edema
- · Decreased vision
- · If patient calls with symptoms during the first week: the doctor *must* see the patient
- Surgical emergency: hours (not days) make a difference

IOL Surprises

- · Greater than 1D from planned refractive result
- · Poor measurements Axial length, Keratometry, A-constant, Software program
- · Mistake in the OR
- · Wrong packaging
- · Must identify problem within the first week*
- Treatment
 - IOL exchange

Dislocated IOL

- · Consider in High Risk Patients
 - Pseudoexfolation
 - Marfans
 - Trauma
- · Unrecognized zonular dehiscence
- · Unrecognized tear in posterior capsule
- Treatment
 - Repositioning or IOL exchange



Month #1 Considerations

Post-operative Month #1

- · Uncorrected vision
 - Distance
 - Near with good lighting
- Final refraction
 - Visually significant cylinder?
 - Overcorrection?
 - Undercorrection?
- IOP

Post-operative Month #1

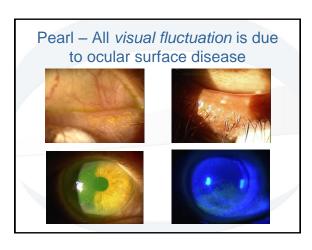
- · Slit lamp exam:
 - Cornea: clear? edema?
 - Look for surface disease: dry eye? SPK?
 - AC well formed with no cell
 - IOL well centered in pupil
 - Evaluate posterior capsule
- · Fundus exam
 - Confirm that there is no CME
 - Peripheral retina

Post-operative Month #1

- · Patient recommendations:
 - Post-operative spectacles?
 - Treat surface disease?
 - Yag capsulotomy?
 - Laser vision correction?
- It may take several more months to obtain your very best vision
- Fax results to surgeon

Later Post-operative Complications

- · Ocular surface disease
- Posterior capsular opacification
- · Cystoid macula edema
- · Rebound inflammation
- Retinal detachment
- · IOL surprises
- · Dislocated IOLs



Posterior Capsule Fibrosis

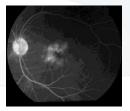
- Proliferation of equatorial lens epithelium along post capsule
- Incidence 10-25%
- Treatment- YLC
 - Complications Iritis / IOP spikes / RD / CME



CHAUMBERG D. A. et. al. A systematic overview of the incidence of posterior capsule opacification open phthalmology (Rochester, MN) Y. 1998, vol. 105, No. 7, pages 1213-1221

Cystoid Macular Edema

- CME is the most frequent cause of visual decline following uncomplicated cataract surgery
- Late on-set (4 to 6 weeks post-operatively) ¹
- Estimated to occur in 12% of low-risk cataract cases²
- CME development is due in part to prostaglandinmediated breach of bloodretinal barrier³



1. Samin VII, Toster CG. The role of increasoricidal antibilitation of young in ecuber information. Int Cophthalma Clin. 1996;36(1):198-206. 2. McCoglin AZ. Raizman MM. Efficacy of tropical Voltaren in reducing the incidence of post operative cystooid maccial externa. Invest of post operative cystooid maccian externa. Invest of post post operative cystooid maccians in cystooid maccular cedema. Prog Clin Res 1996;31(2):510.

Multifocal Pearls

- · Treat residual refractive errors
- · Early yag capsulotomy
- · Aggressively treat ocular surface disease
- Look for cystoid macular edema (CME)

My Experience with ATIOLS

- 99% 20/Happy patients
- Most problematic patients have ocular surface disease
 - "I never had dry eye before"
 - Importance of Dx/Tx pre-operatively

Future Considerations

- · Femtosecond technology
- · Sophisticated implantation methods
- · Intraoperative measurement
- · Emerging IOL technology
- · Iris fingerprinting

Femtosecond Lasers in Ophthalmology

- Cornea
 - Flaps for LASIK
 - Transplant Procedures
 - Intrastromal and Lenticule Refractive Procedures
- Scleral
 - Glaucoma Treatments
 - Presbyopia Procedures
- Crystalline Lens
 - Presbyopia Reversal/Delay
 - Cataract Surgery
- Vitreous/Retina
 - Vitreous cutting
 - Retinal imaging/treatment

The LenSx® Laser

A dynamic platform technology that will:

- Deliver true refractive cataract surgery with the precision of a femtosecond laser
- Establish Laser Refractive Cataract Surgery — a viable new advanced technology category
- Rapidly advance the evolution of true image-guided intraocular surgery
- Advance the development of a more digitized, predictable approach to lens replacement surgery



LenSx® Laser Integrated OCT

Image-guided Laser Refractive Cataract Surgery

- Intuitive touch screen Graphic User Interface
 - for easy customization of all surgical parameters
- · Real-time video imaging for 3D visualization
 - guides the surgeon while docking
 - for optimal surgeon control
- True image-guided surgical planning
 - enables the surgeon to precisely program size, shape, location of each incision

Traditional Cataract Surgery: Common Complications

- 10-40% Posterior capsule opacification
- 2-12% Transient cystoid macular edema
- 1-5% Vitreous prolapse or loss
- 4-10% Corneal endothelial cell loss

Traditional Cataract Surgery: Vision Threatening Complications

- · 0.6-2% Retinal detachment
- 1-2% Persistent cystoid macular edema
- 0.3% IOL Malposition
- 0.3% Consecutive corneal transplantation
- 0.1% Endophthalmitis

Quality = Safety

- · Fewer Wound Leaks: Multiplanar Incisions
- · Lower Endophthalmitis Rates
- · Fewer Corneal Abrasions, Less PO Pain
- · More Predictable PO Astigmatism
- · LRIs arcuate & without induced Dry Eye
- · Less IOL Decentration & IOL Tilt
- · Fewer YAG Capsulotomies
- · Less Phaco Time
- · Fewer Ruptured Posterior Capsules
- · Lower Endothelial Cell Loss

Femtosecond Cataract Surgery: FDA Approved

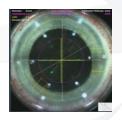
- · LenSx: Capsulotomy, Incision, Fragmentation
- · LensAR: Fragmentation, Capsulotomy
- · Optimedica: pending
- · Technolas: pending
- · Nidek: pending



LenSx® Laser Arcuate Incisions

Image-guided surgical planning with 3D visualization

- · Real time corneal thickness
- · Computer programmed incisions
 - % depth
 - incision length and position
- 3D visualization of incision placement
- Predictable incision width, tunnel length
- Titratable incisions
 - adjustable during surgical procedure
 - adjustable post-op at slit lamp



Laser Refractive Cataract Surgery



Microincision Cataract Surgery

- · Why?
 - Quicker recovery
 - Better wound strength
 - Lower complication rates
 - Better outcomes
- · Emergence to sub-2.0mm incision
- B &L Stellaris 1.8mm
- Alcon Infiniti 2.2mm

ORangeTM Technology

- Intraoperative wavefront aberrometer
- · Talbot-Moire' interferometry



- Improved outcomes w/ LRIs
- · Toric lens positioning
- Reduce LASIK enhancements

AT LISA (Carl Zeiss Meditec)

- · Light distributed asymmetrically
- Independence from pupil size
- · SMP technology
- <u>A</u>berration correcting aspheric optic
- · Fits through 1.5mm incision
- · Aspheric toric anterior surface
- · Aspheric multifocal posterior surface
- +3.75 Add at IOL plane

Rayner Premium IOLs

- Rayner T-flex®
 - Spheres: +6.0D to +30.0D in 0.5D increments
 - Cylinders: +1.0D to +6.0D in 1.0D increments
- · Rayner M-flex® T
 - Refractive, aspheric optics
 - Spherical equivalent: +14.0D to +32.0D in 0.5D increments
 - Cylinder: 2.0D
 - Addition: +3.0D or +4.0D
- Sulcoflex Toric
 - Supplementary IOL
 - Post-surgical / residual ametropia



Comanagement Pearls

- Identify potential causes of surgical complications
- Educate your patients your role within medical eye care
- We are all judged by the visual outcomes our patients. Comfort and quality of vision is the key!

Make this an *exciting* opportunity for your patients

- This is a great time to have cataract surgery as we can offer you so much more than several years ago
- This is your *one* opportunity to select your intraocular lens
- We will give you the information you need and help you make this important decision

Make this an *exciting* opportunity for your patients

 As your primary care Eye Doctor, I will make a recommendation and help you make this important decision

Thank You !!!!



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Clinical Excellence

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