



# VM Global Leadership Summit

## *Imagination & Invention*

# Succeeding in a Culture of Change

# Bringing Innovations to the Patient

- *The Last Mile*

*Ten Feet*

## Keith P. Thompson MD

Doctor of Medicine	1980-1984
<i>Southwestern Medical School, Dallas, TX</i>	
Ophthalmology Resident	1985-1988
<i>Bascom Palmer Eye Institute, Miami, FL</i>	
Fellowship Refractive Surgery and Physiological Optics	1988-1991
<i>Emory Eye Center, Atlanta GA</i>	
Professor of Ophthalmology	1991-2004
<i>Emory School of Medicine, Atlanta, GA</i>	
Founder and CEO	2004-Present
<i>DigitalVision Systems , Georgia Tech, Atlanta , GA</i>	

# The VisionOptimizer™



**SUPERIOR REFRACTION**

**NOVEL PATIENT EXPERIENCE**

**PROFIT GENERATING TOOL**

# Bringing Optical Innovations to Consumers





# The Phoroptosauris



# Phoropter Limitations



**Error Prone Steps Can Cause Inaccurate or Suboptimal Prescriptions**



**O.25D Phoropter Lenses Provide Less Resolution than Free Form Technology**



**No Product Demo Capability for PAL, Photochromic, or AR Lenses**



**Not a 21<sup>st</sup> Century Consumer Experience**

# The VisionOptimizer™





# Phoropter Fails to Explain Postoperative Outcomes



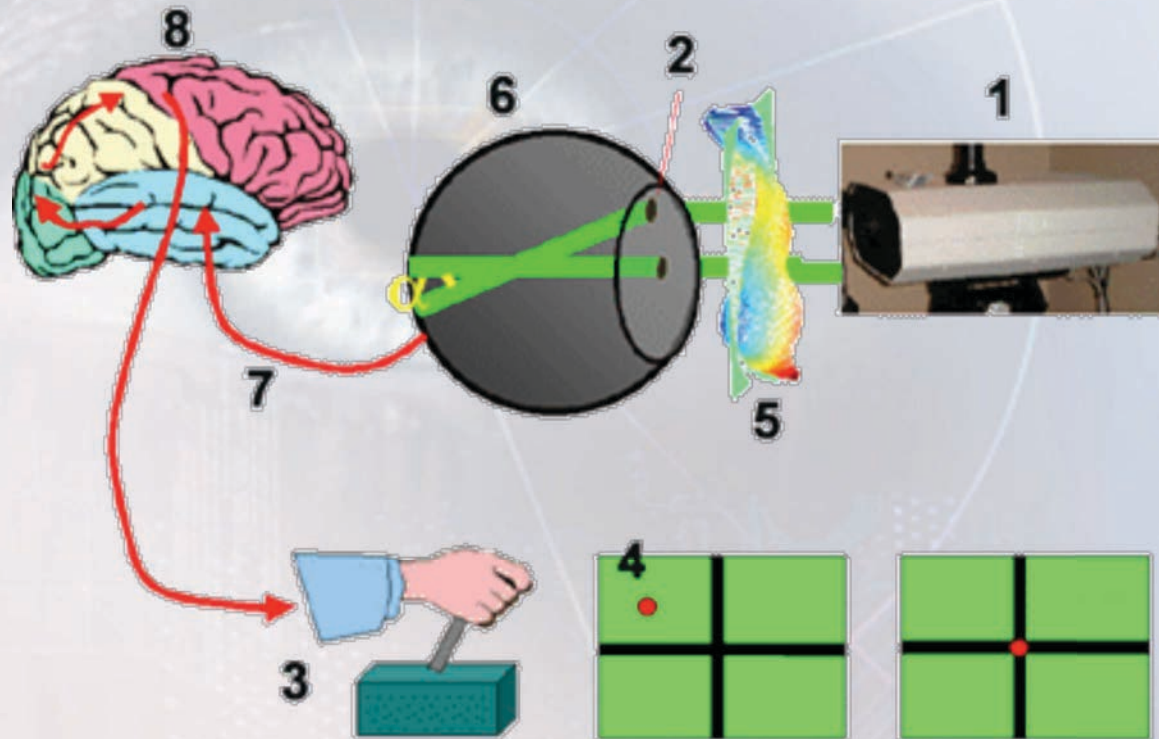
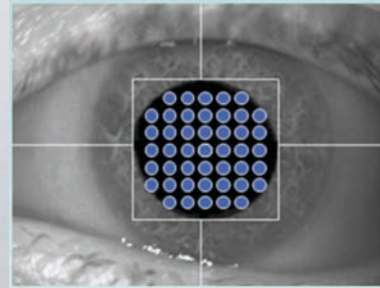
**1<sup>st</sup> Generation Laser**

Patient	Age	PreOp	PostOp	Distance	Near	CC
JK	52	-2.25	Plano	20/20	J1+	Happy!
RM	50	-1.75	+0.25	20/25-	J7	Can't Drive at Night



**SERI,  
Boston**

- 



# Spatially Resolved Refractometry

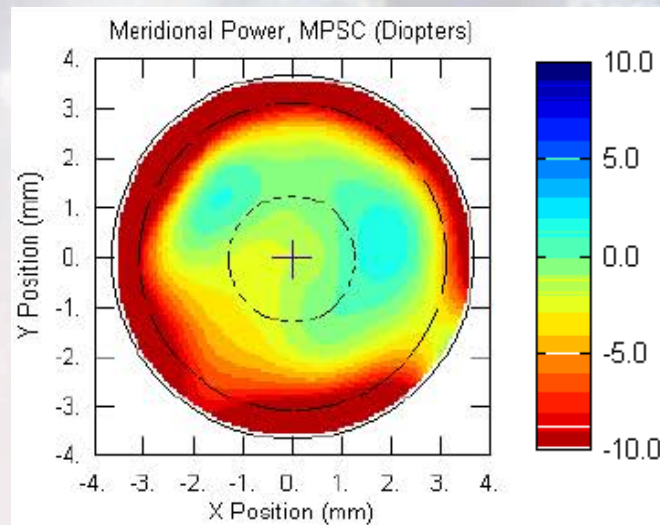
**EmoryVision  
Center,  
Atlanta**



- Explained Treatment Outcomes
- Devised new Ablation Profiles
- Improved LASIK/PRK Outcomes

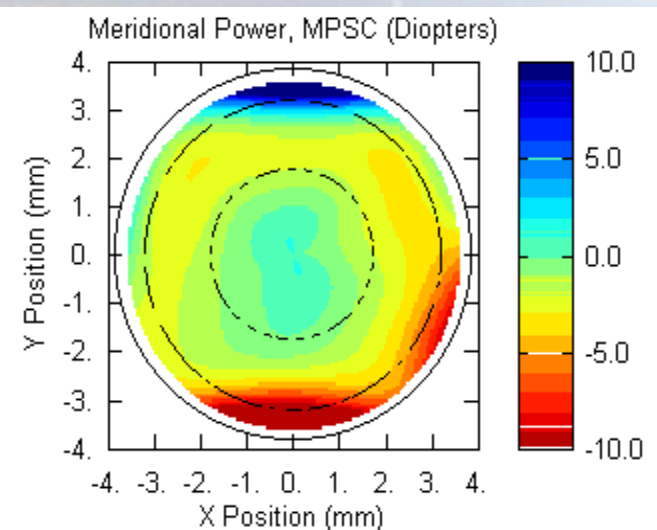
**JK 52**

**Plano 20/20 J1+**



**RM 50**

**+0.25 20/25- J7**


















# Spatially Resolved Refractometry

**EmoryVision  
Center,  
Atlanta**



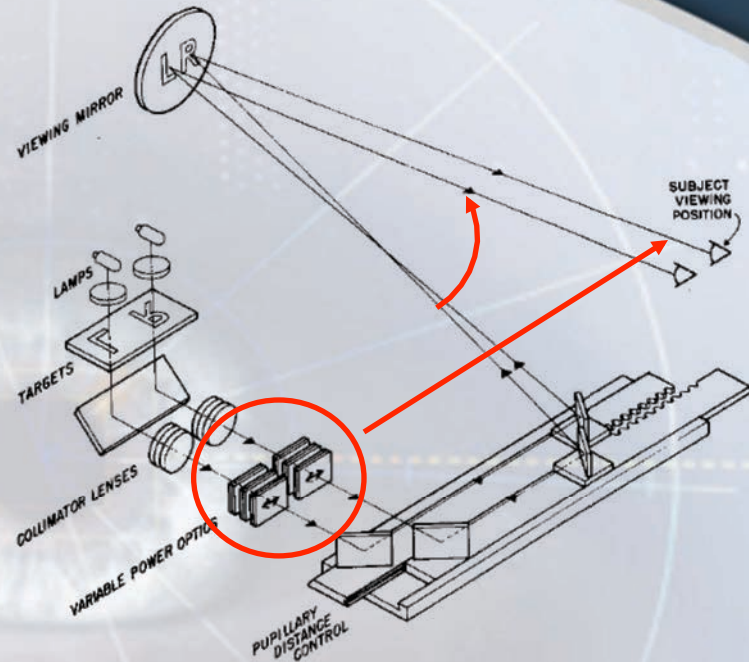
- **Simulate Outcomes**
- **Lacked Binocular Vision Testing**
- **Limited Commercial Potential**

Visualizer simulations	Day 	Dusk 	Night 
Original Image			
Unaided			
With glasses			
HOA Corrected			



# Humphrey Vision Analyzer

1970's



*"If I have seen further, it is by standing on the shoulders of giants."*

Isaac Newton



Luis Alvarez



William Humphrey

# Integrated SRR Into HVA Architecture

## VisionOptimizer Prototype

EmoryVision  
Center,  
Atlanta

- ✓ Outperformed Phoropter
- ✓ Improved Vision in ~90% Spectacle Wearers
- ✓ Novel Patient Experience
- ✓ Patients and ECPs Preferred DVO vs. Phoropter 20:1





# Engineering the VisionOptimizer



**EOSL**  
Electro-Optical Systems Laboratory

Chris Szwed, PhD

Regents Professor, Georgia Institute of Technology, Atlanta, GA

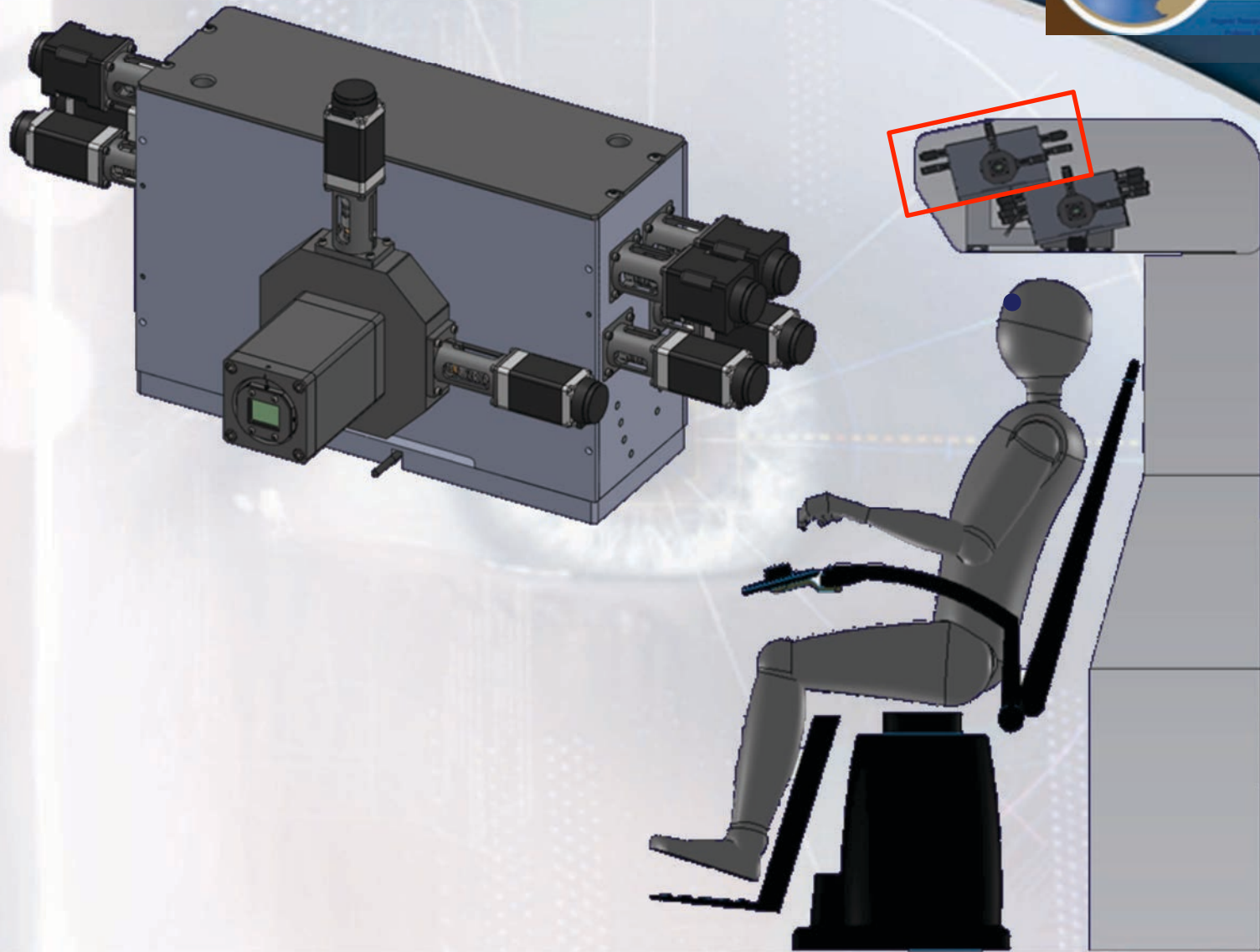
Georgia  
Tech

- ✓ Venture Lab Program
- ✓ Financial Support
- ✓ Electro-Optical Systems Lab
- ✓ Engineering Team





# Wavefront Generators

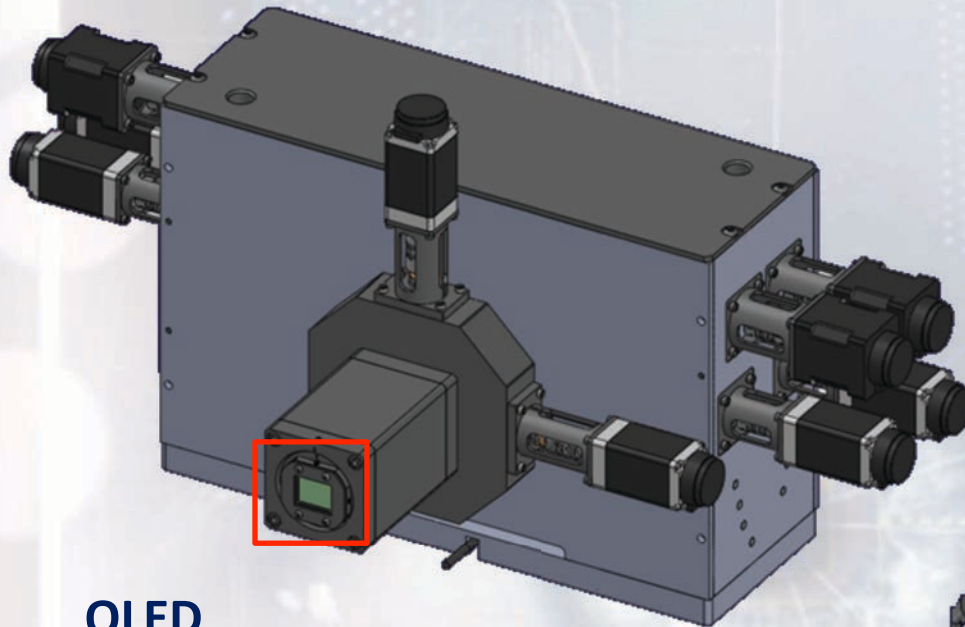


# Wavefront Generators

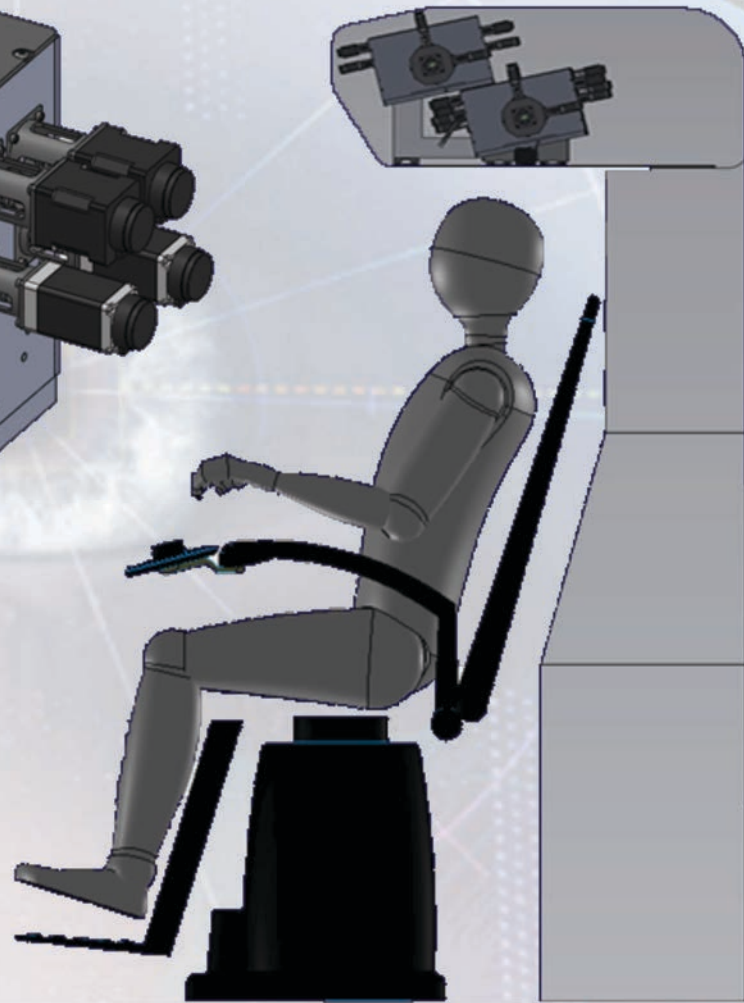


**EOSL**  
Electro-Optical Systems Laboratory

Steve Savitsky, PhD  
Project Researcher, Georgia Tech Research Institute



OLED



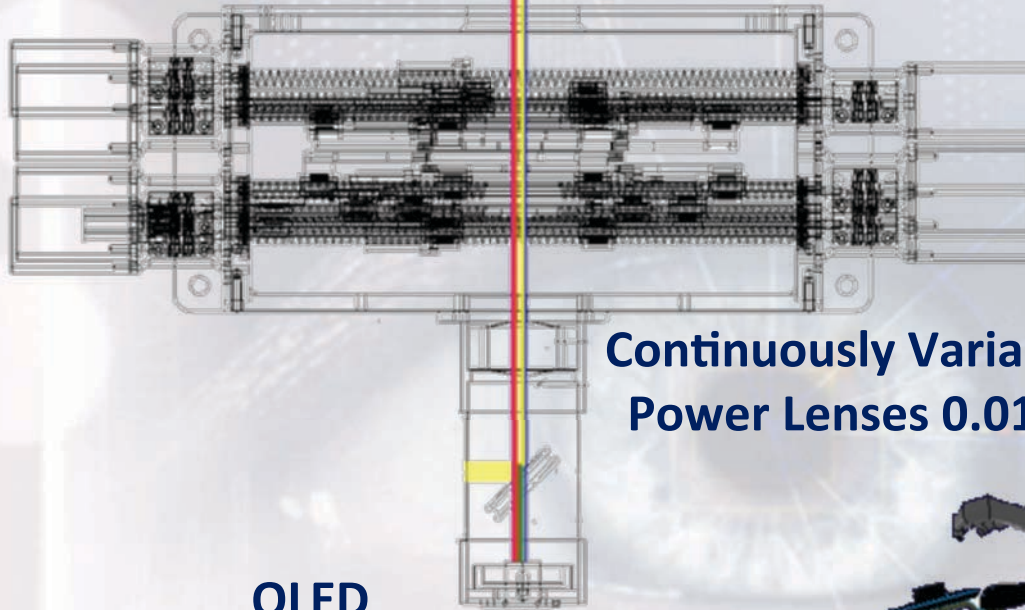


# Wavefront Generators

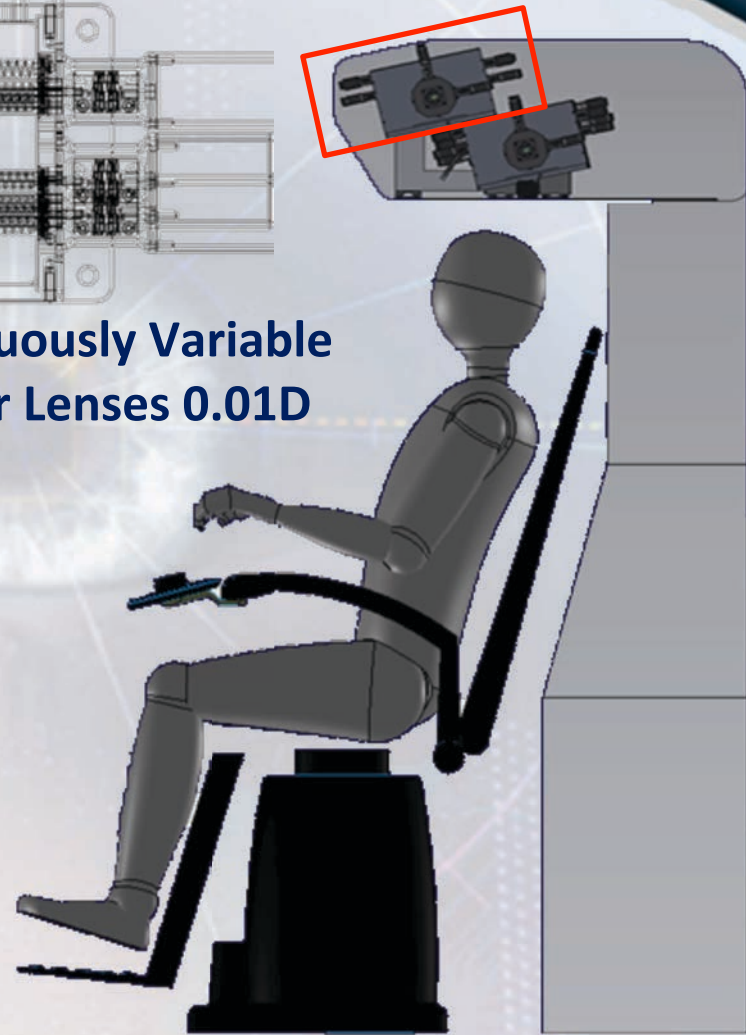


## Wavefront Generator – Top View

To Viewing Mirror ←



OLED



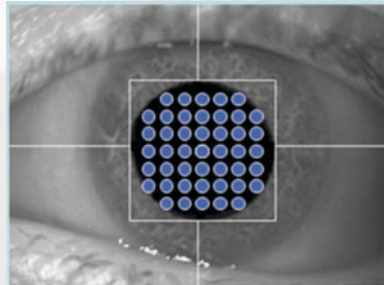
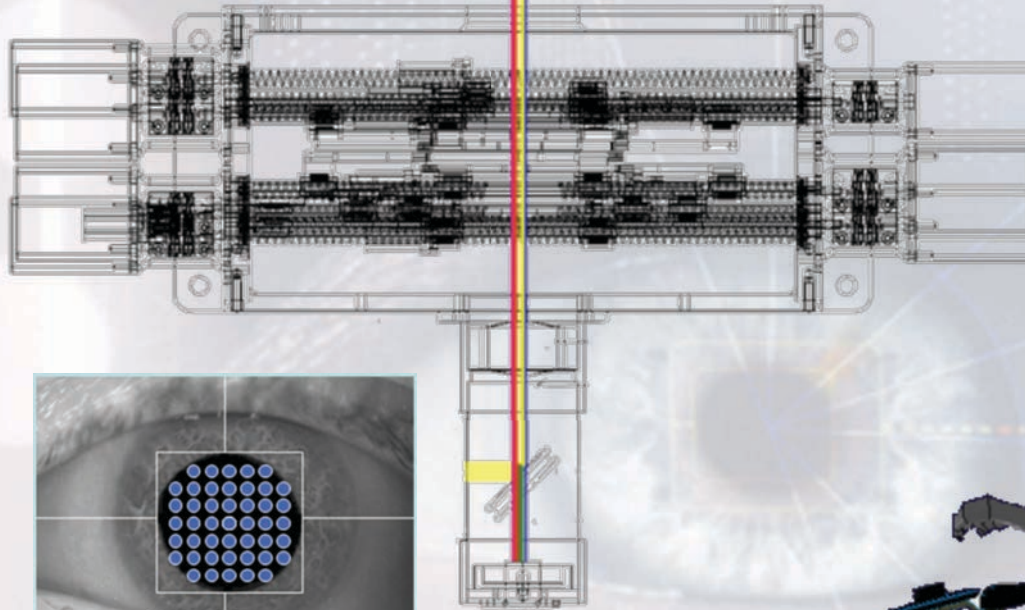


# Wavefront Generators

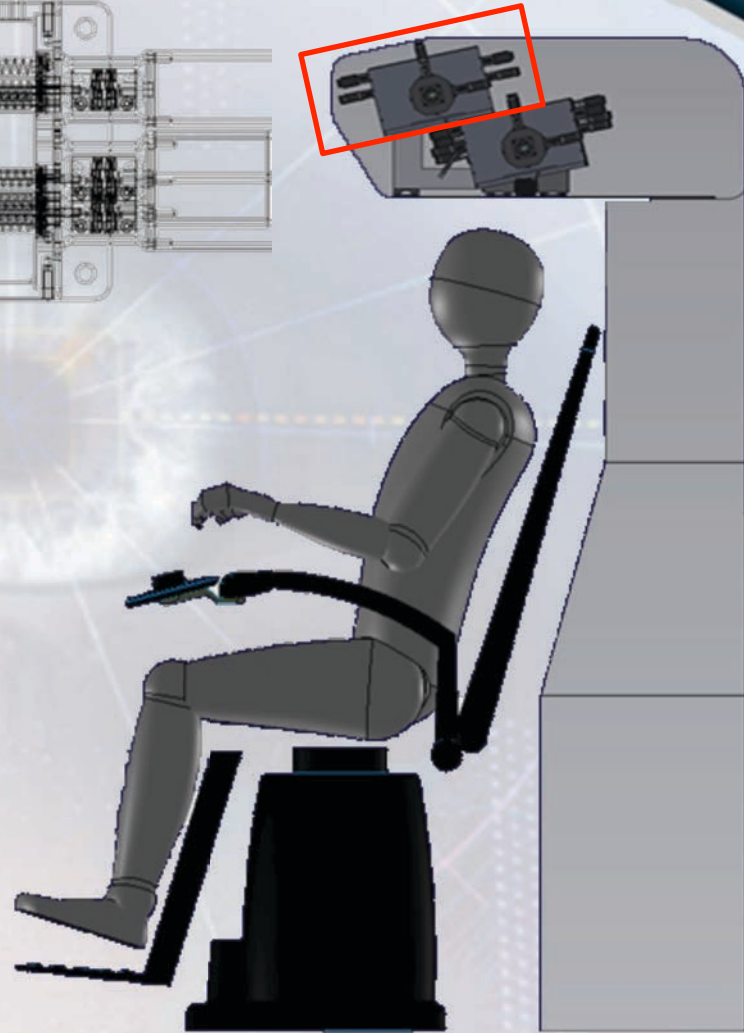


## Wavefront Generator – Top View

To Viewing Mirror ←



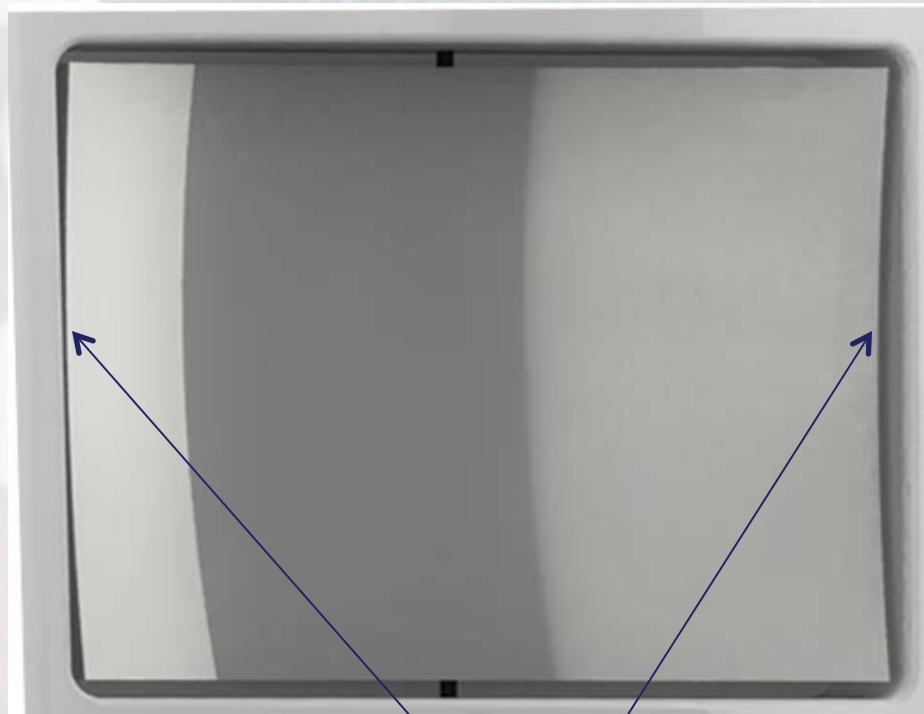
HOA by Spatially Resolved  
Refraction



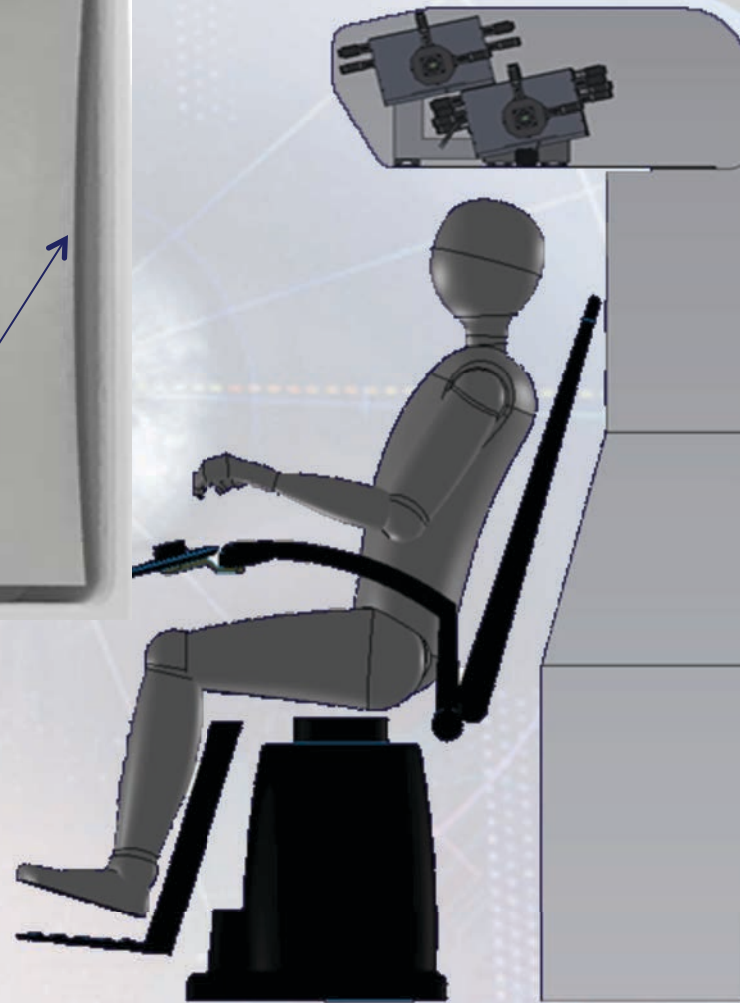
# ViewPort Mirror



# ViewPort Mirror

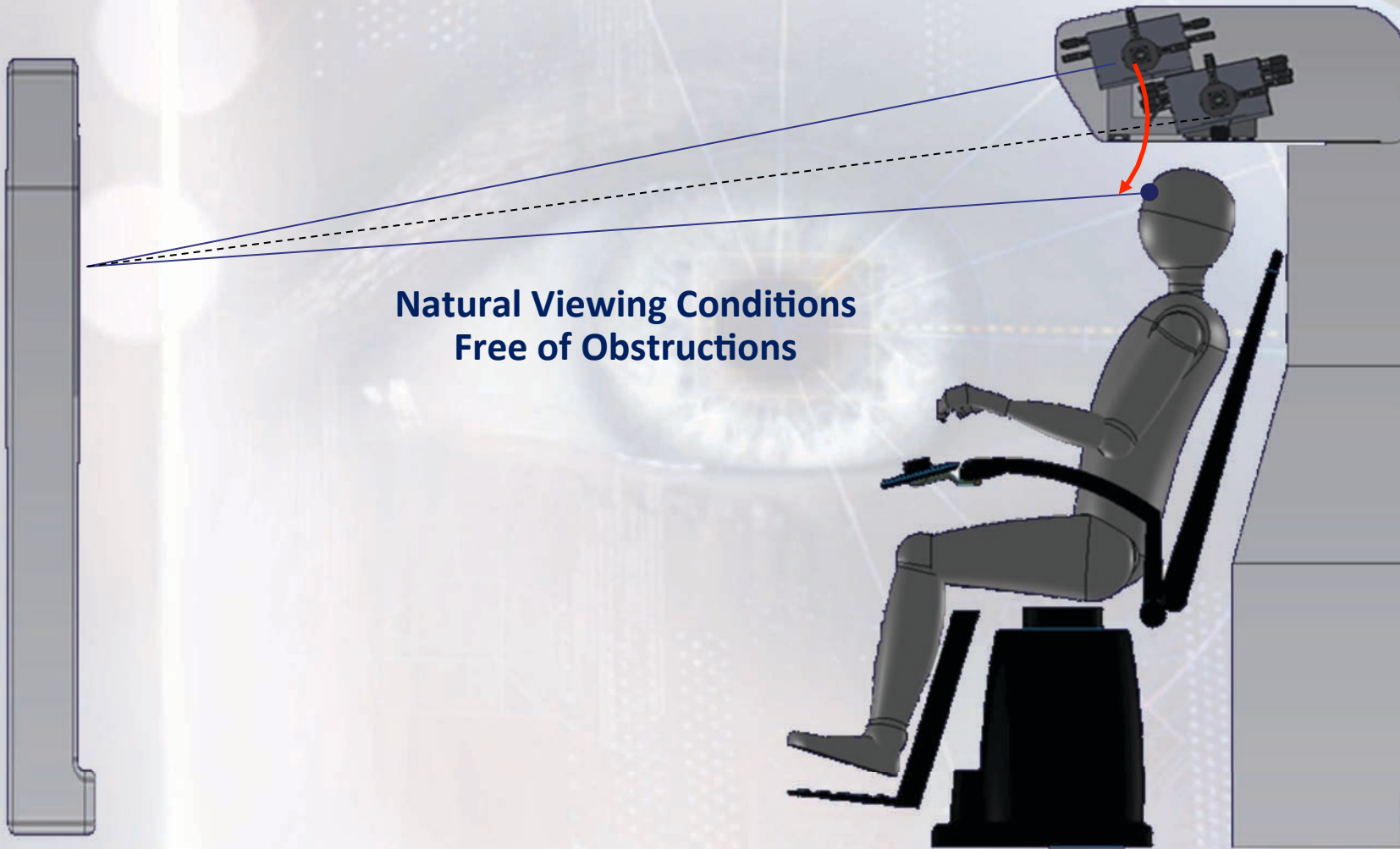


**Wide Field of View**



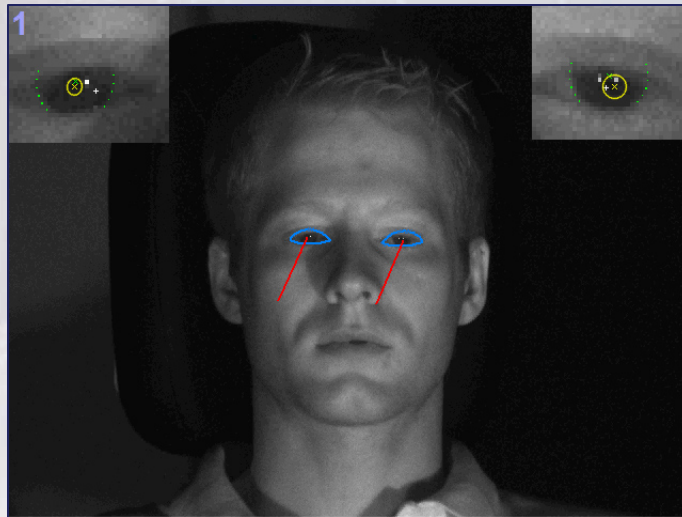


# Relays Lenses to Spectacle Plane



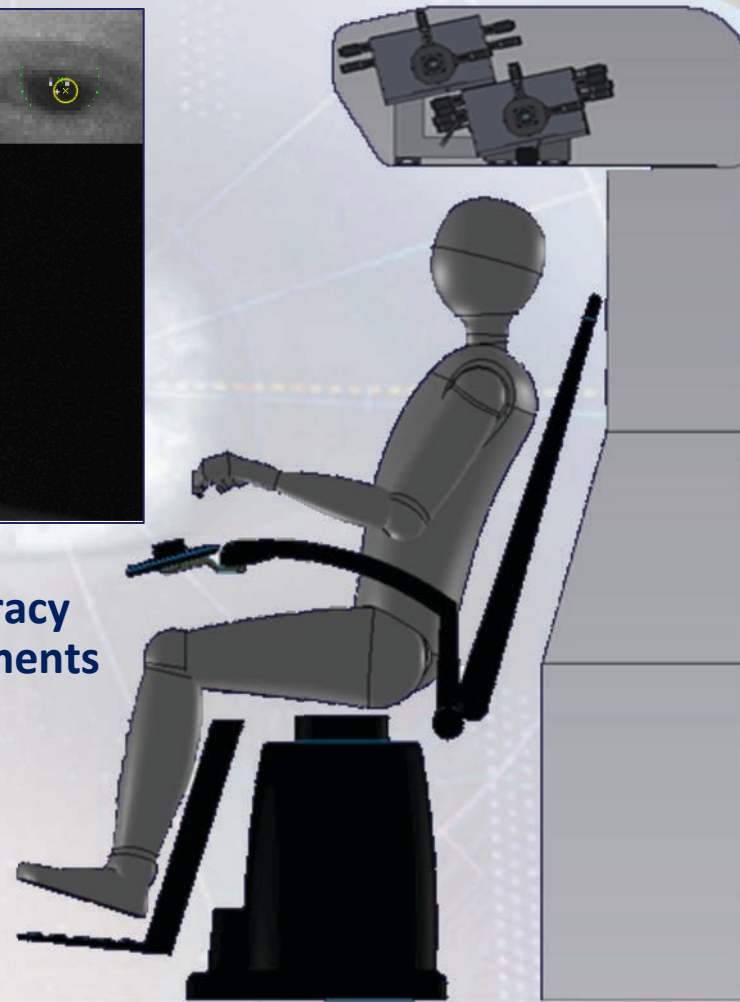
Natural Viewing Conditions  
Free of Obstructions

# Eye/Head Tracking System

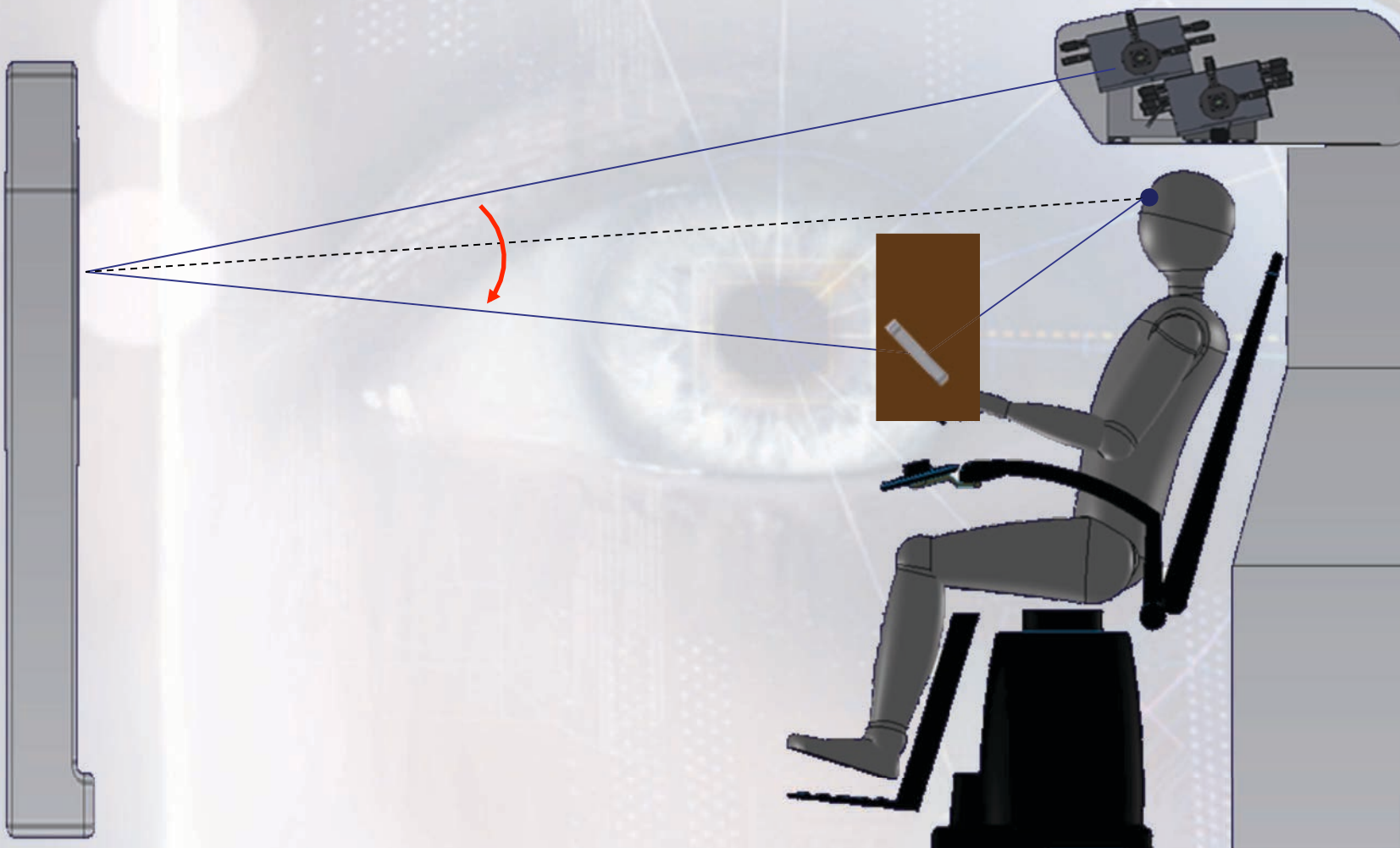


**Increases Exam Accuracy**  
**Normal Patient Movements**

DIGITAL VISION  
SYSTEMS



# Near Vision Testing

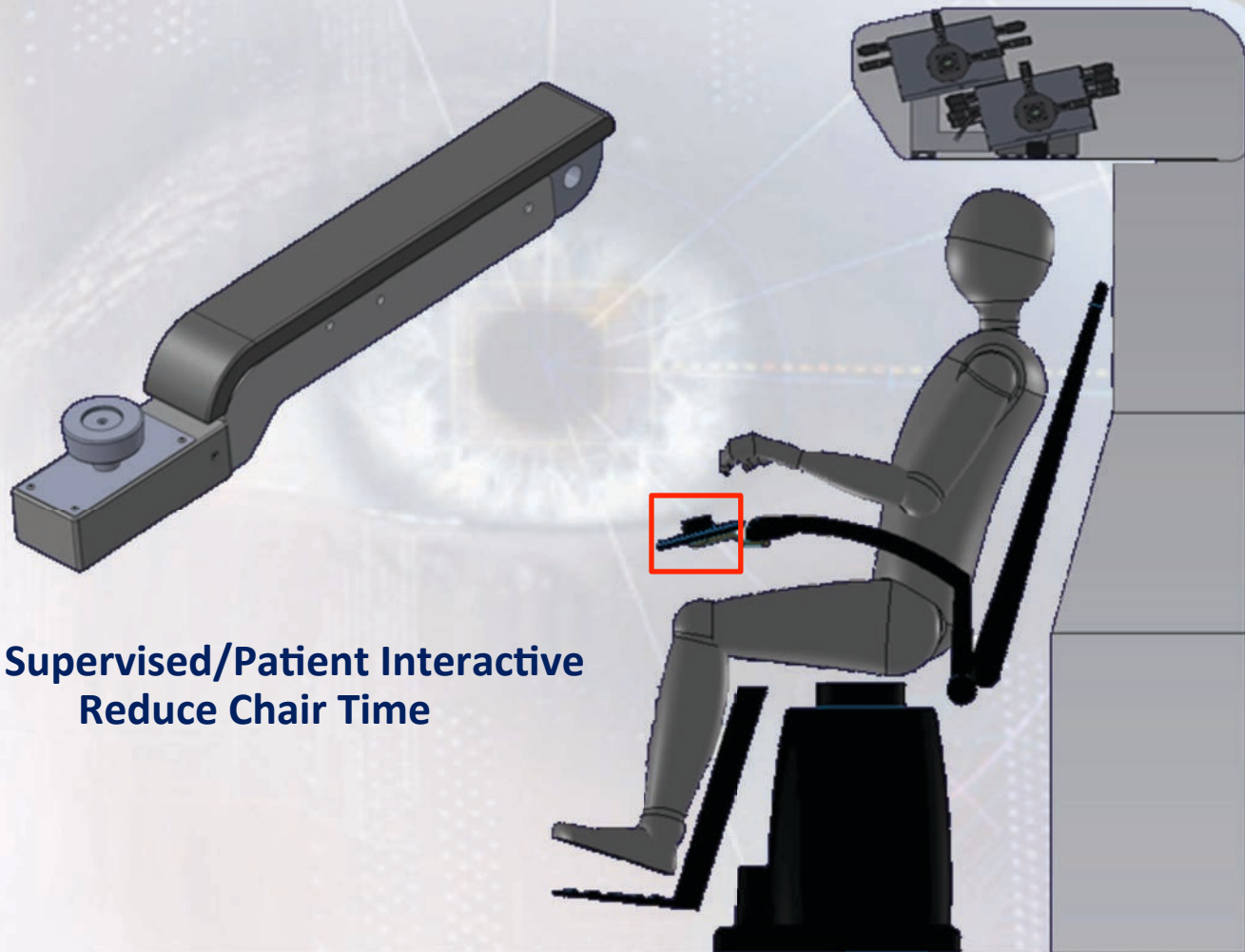




# Interactive Haptic Control



**ECP Supervised/Patient Interactive  
Reduce Chair Time**



# ViewPort Mirror



**EOSL**  
Electro-Optical Systems Laboratory

Steve Savell, PhD  
Project Engineer, Electro-Optical Systems Laboratory  
Project Manager, ViewPort Mirror System



# Preview, Compare, & Select



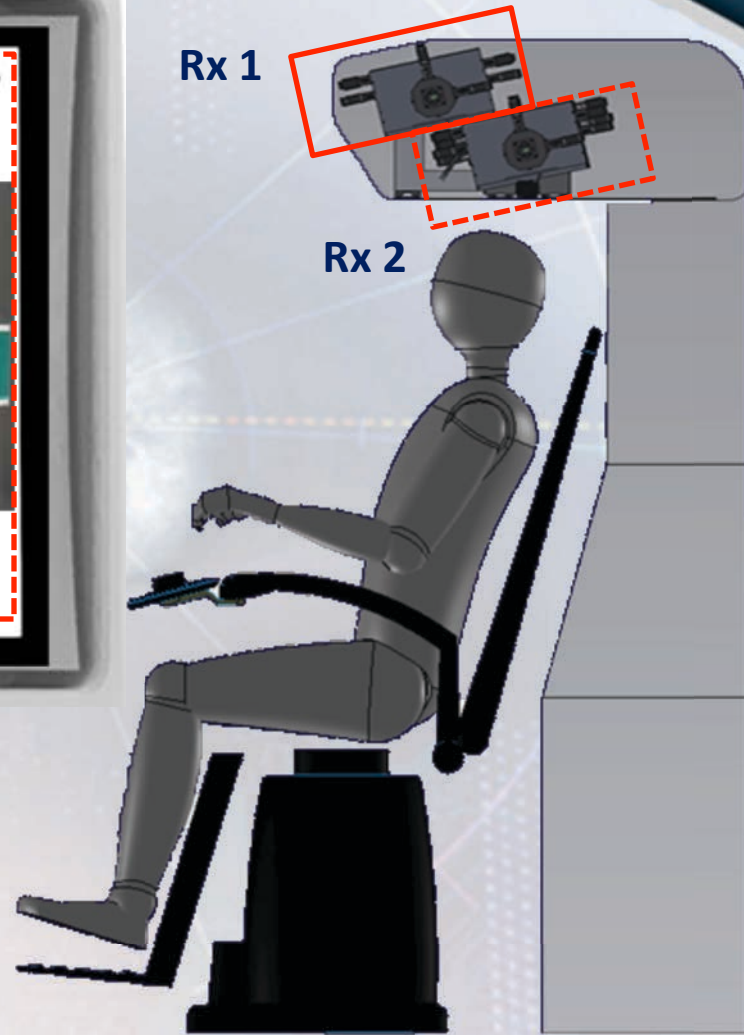
Rx 1

Rx 2

Provide Proprietary Prescriptions

Rx 1

Rx 2

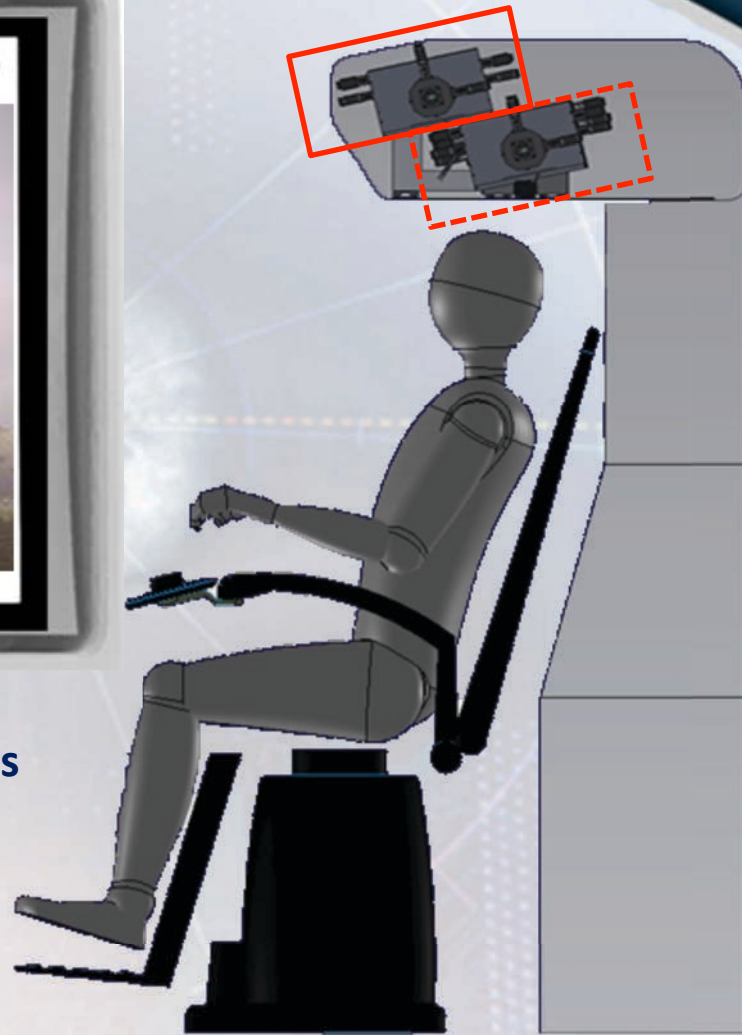




# Preview, Compare, & Select



**Upsell Premium Product Features**





# VisionOptimizer Status & Timeline

2012



## Generation 3 Prototype

- ✓ Outperformed Phoropter
- ✓ Improve Vision in ~90% Spectacle Wearers
- ✓ Novel Patient Experience
- ✓ Focus Groups: Patients and ECPs prefer DVO vs. Phoropter

Spring 2013  
Georgia Tech

## Alpha Trial Unit

- Dynamic Eye Tracking
- Near Vision Testing
- Interactive Haptic *"Vision Dial"*
- Free-form SV and PAL Spectacles vs. Conventional

Fall 2013

## Beta Trial Units

- Field Testing in ECPs & Research Partners
- Complete Industrial Engineering

2014

## Production Units

- Market Entry with Production Units



# Bringing Innovations to the Patient™ The Vision Optimizer™ - The Ten Feet



## **SUPERIOR REFRACTION**

- Accurate, 0.01D Rx
- HOA by Spatially Resolved Refraction
- Dynamic Binocular Measurements
- Highly Reproducible

## **NOVEL PATIENT EXPERIENCE**

- Natural Viewing Conditions
- Free of Obstructions
- Normal Patient Movements
- ECP Supervised/Patient Interactive

## **PROFIT GENERATING TOOL**

- Upsell Premium Product Features
- Preview, Compare, & Select
- Provide Proprietary Prescriptions
- Reduce Chair Time



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## Succeeding in a Culture of Change