

2020 Occlusion Therapy Financial Model - Optometry

Median Patient Volume in Optometric Practice Per Year	2500	(Note #1)
Potential Dry Eye	38%	(Note #2)
Dry Eye Patients/Year	950	(Note #3)

Lacrimal Efficiency Test Procedure (OT1)	100%	950	patients
CPT 68761 Collagen Plug for the Lacrimal Efficiency Test (100% E1)	950	\$152.00	
CPT 68761 Collagen Plug for the Lacrimal Efficiency Test (50% E3)	950	\$76.00	
CPT 68761 Collagen Plug for the Lacrimal Efficiency Test (37.5% E2)	950	\$57.00	
CPT 68761 Collagen Plug for the Lacrimal Efficiency Test (37.5% E4)	950	\$57.00	
Lacrimal Efficiency Test Annual Revenue (Note #3)	per visit	\$342.00	\$324,900

Partial Long-Term Occlusion Candidates (OT2) (Note #4)	50%	475	of OT1 patients
Lacrimedics' Herrick Lacrimal Plug or ComfortTip Punctal Occluder (100% E1)	475	\$152.00	
Lacrimedics' Herrick Lacrimal Plug or ComfortTip Punctal Occluder (50% E3)	475	\$76.00	
CPT 68761 Collagen Plug for the Lacrimal Efficiency Test (37.5% E2)	475	\$57.00	
CPT 68761 Collagen Plug for the Lacrimal Efficiency Test (37.5% E4)	475	\$57.00	
	per visit	\$342.00	\$162,450

Long-Term Occlusion Candidates (OT3)	25%	119	of OT2 patients
CPT68761 Lacrimedics' ComfortTip Punctal Occluder (100% E2)	119	\$152.00	
CPT68761 Lacrimedics' ComfortTip Punctal Occluder (50% E4)	119	\$76.00	
Occlusion Therapy Annual Revenue (Note #5)	per visit	\$228.00	\$27,075

Total Annual Occlusion Therapy M.A.C.			\$514,425
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1. American Optometric Association (AOA) Research and Information Center. (2018, July). 2017 Survey of Optometric Practice [PDF]. https://www.aoa.org/Documents/2017_Practicing_ExecutiveSummary.pdfnews/0fd7192e-a1ba-4a35-bd63-d07a99836902/how-does-your-practice-compare

2. Yu J, Asche CV, Fairchild CJ. "The economic burden of dry eye disease in the United States: A decision tree analysis." Cornea 2011; 30(4):379-87

3. In a national survey in 2011 by Harris Interactive, 69% of survey respondents who experience symptoms of Dry Eye said they had not visited an eye care professional for treatment.

4. Lacrimedics' Visiplugs for Medium Term Occlusion Therapy may be substituted for long-term silicone plugs in OT2/OT3.

5. Reimbursement figures are based on the Medicare 2019 Physician Fee Schedule. Medicare M.A.C. varies by region, check with your local provider for current data.