

OCT/OCTA

optovue avanti	10
optovue iVue80 and iFusion80	11
optovue iWellness	12
optovue angioWellness	12
Reference materials:	
Vitreous: Friend or Foe	14
The Subtle Things Matter When It Comes to Certain Retinal Conditions.....	16
OCTA in Early Glaucoma.....	17

DIAGNOSTICS

vx 650	18
Eye Refract and vx 40	19
vx 100 series.....	19
nexy	21
vx 65	22
More Visionix products	23
Reference materials:	
Multi-modal screener comparison chart	21
Game Changer	24
Lens analysis that differentiates the optical experience	25
The Technologies Boosting My Care and Building My Revenues \$100,000+ Annually.....	26
The Technology Suite that Took Our Patient Care & Profitability to a New Level	28
How I Created a Comprehensive Ocular Wellness Exam & Reduced Remakes to Less than 1%	30

FINISHING

briot couture system	32
briot attitude system.....	33
briot evoXS2 system.....	34
briot emotion2	35
briot perception2.....	35
briot scan8.....	35
weco E7.....	36
weco E6, E5 and E32.....	37
More Weco products	38
Reference materials:	
Finishing systems comparison chart.....	38
How the Right Lens Tracer = A Less than 1 Percent Remake Rate	40





INNOVATION TO UNLOCK YOUR POTENTIAL

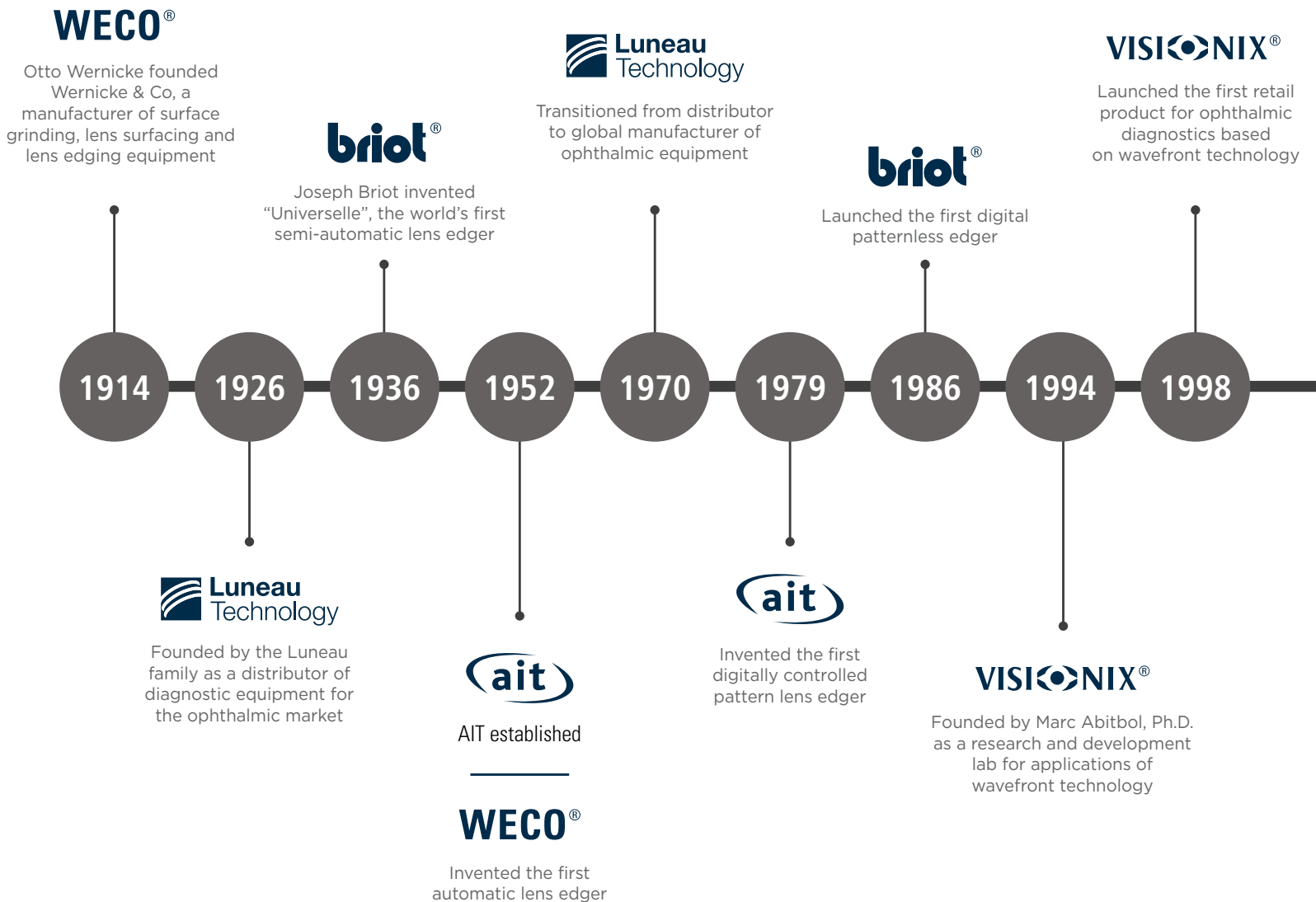
Visionix, formerly Luneau Technology and Optovue, is the global manufacturer and exclusive sales, service and training provider for Optovue OCT, Visionix screening and refraction systems, as well as Briot and Weco lens finishing equipment in North America.

We are the pioneer in integrating core refractive, screening, and imaging technologies to address the ever-changing needs of eye care professionals. Today, we are proud to offer high-speed OCT and OCTA technology designed to facilitate the diagnosis and management of a range of ocular diseases.



Our story: Shaping the future of vision care for more than 100 years

Our goal is to improve access to a complete suite of advanced visual health solutions that transform the patient experience. With over 100 years of innovation, an expanded product line, as well as a new level of support, clinical education, and practice integration, we are well-positioned to help you unlock your potential.



VISIONIX®

Launched the 2nd generation Visionix Eye Refract with K-readings and algorithm-driven technology



Visionix VX 650, the 1st multi-modal device with anterior and posterior segment analysis in one single unit



VISIONIX®

Launched the Visionix line of multi-modal wavefront anterior segment analyzers

VISIONIX®

+

Luneau Technology

Visionix acquired Luneau Technology, and relaunched as one brand

Luneau Technology
USA **briot WECO VISIONIX**

Acquired Briot-Weco



VISIONIX®

Launched the tablet-driven Visionix VX 65 digital phoropter

Luneau Technology officially introduced the Nexy retinal screener

OPTOVUE

Merged with Optovue

2002

briot®
+
WECO®

Briot acquired Weco

2003

Launched the Alta line of patternless lens edging systems



2006

briot®

2010

ait

Became the exclusive distributor of Weco equipment in the U.S.

WECO®

2014

VISIONIX®

Introduced the 1st generation Visionix Eye Refract binocular wavefront refraction system in the U.S.



2019

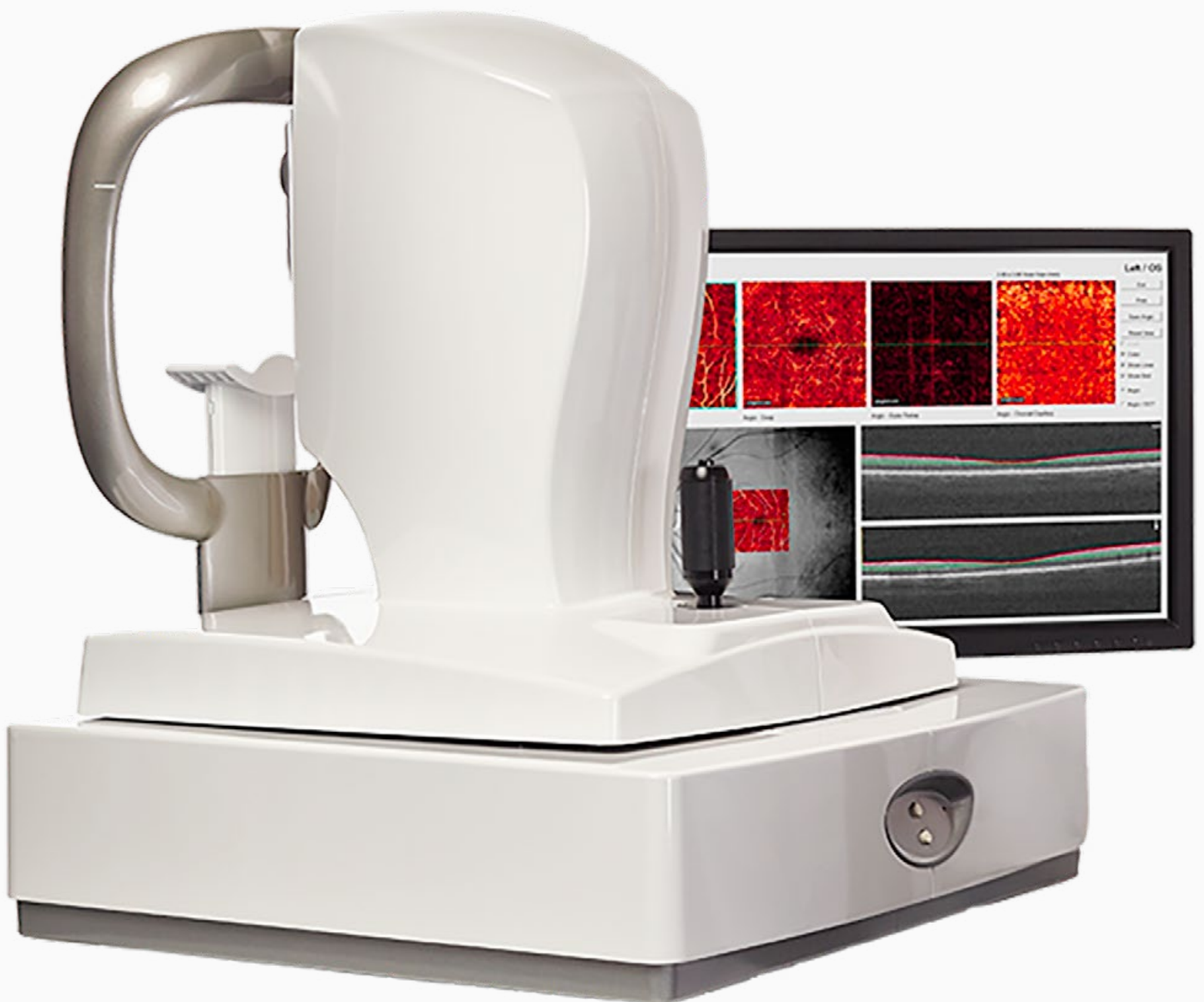
2020

2021

optovue avanti

OCTA

The OCT Platform with premier clinical capabilities created for today's comprehensive practice. The Avanti Widefield OCT embodies the latest technology in retinal, optic nerve and anterior segment OCT imaging to deliver unprecedented views and in-depth analysis of ocular structures. This state-of-the-art system is also the platform for AngioVue OCT Angiography, giving you the flexibility to add functional imaging capability at any time.

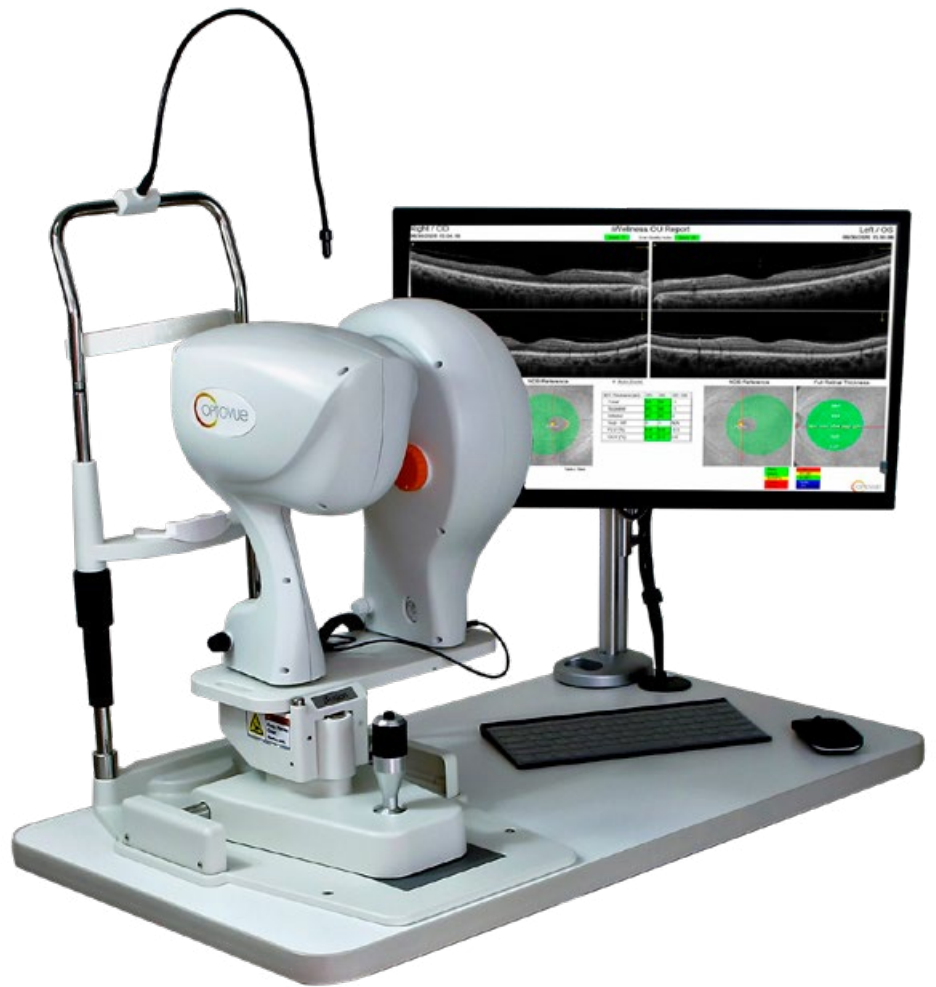


optovue iVue80 and iFusion80

OCT WITH 12MP FUNDUS CAMERA

The iVue 80 is a comprehensive OCT platform that gives you retinal, optic nerve and anterior segment imaging capabilities as well as the exclusive Wellness scan. The iVue 80 can be paired with the new high-resolution iCam 12 fundus camera to create iFusion 80, a space-saving imaging system.

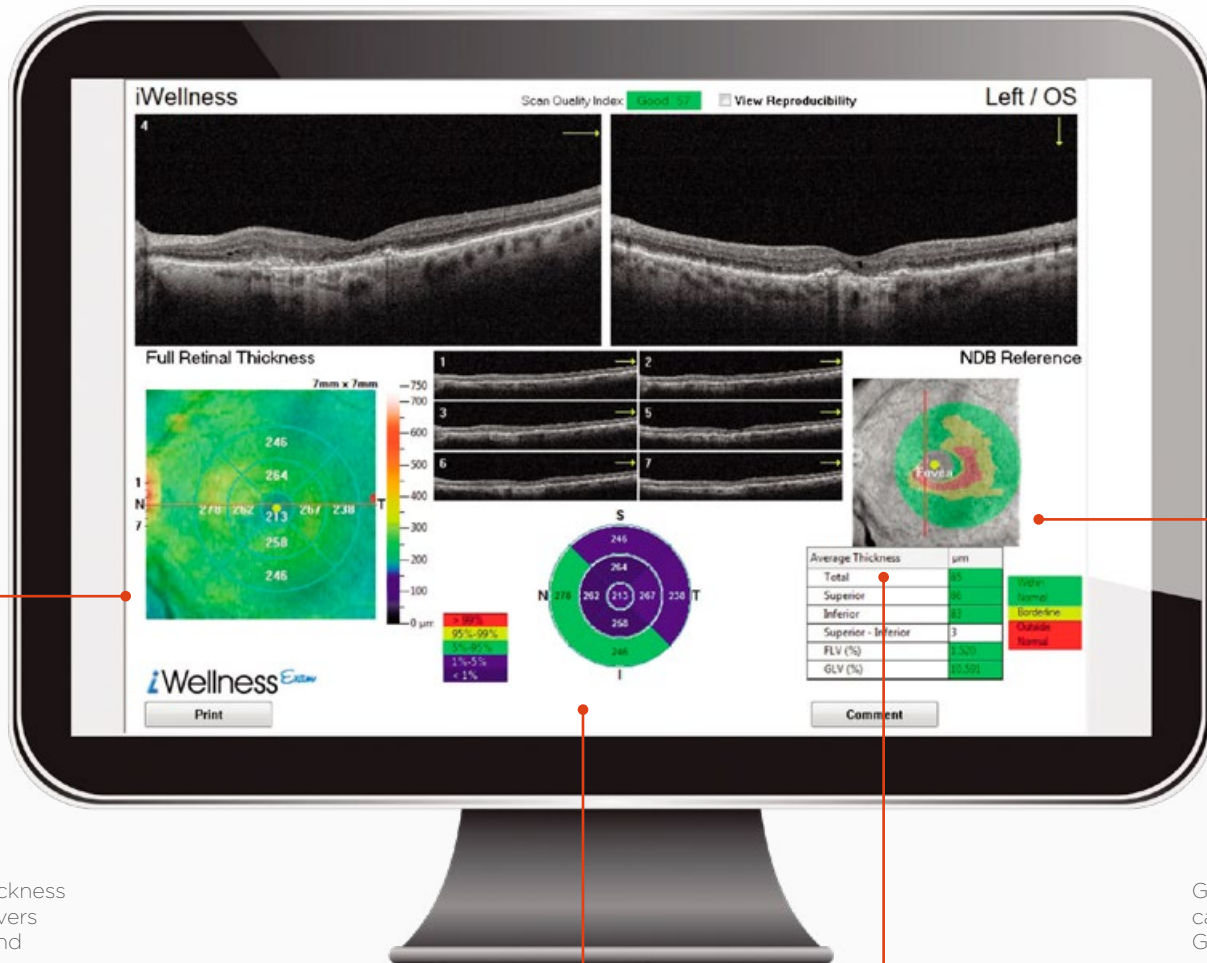
Choose to combine the iVue 80 OCT System with the high-resolution iCam 12 fundus camera, or get started with the iVue 80 alone and add the fundus camera at any time. The iVue 80 and iFusion 80 systems offer your practice a flexible approach to OCT that can grow with your practice demands.



optovue iScan80

SOFTWARE ASSISTED OCT

The iScan 80 OCT offers all of the scans available on a traditional OCT with the added benefit of simplified operation. Scan acquisition is as easy as positioning the patient with the assistance of the iScan 80's Pupil Alignment Technology, choosing the scan and pushing start. The iScan 80 performs all of the focus and alignment operations while talking the patient through the entire exam. With the iScan 80, your office staff will want to run the OCT.



Retinal thickness map uncovers thinning and thickening

ETDRS diagram shows average retinal thickness by zone as compared to the normative database

Our exclusive FLV% and GLV% provide valuable data points to aid in the prediction of visual field conversion in glaucoma suspects!

GCC map can reveal GCC thinning

optovue iWellness

The OCT iWellness Exam is a powerful tool that helps you grow your practice while also providing a valuable revenue stream. iWellness offers a clear path to patient eye health.

Ultimately iWellness benefits patients by helping them become more involved in their own eye health. The scanning process is simple and quick, and each patient receives comprehensive, personalized eye health information in an easy-to-understand report.

iWellness benefits ECPs by providing a valuable assessment tool that can reveal the need for more extensive imaging. It also streamlines the exam process by quickly confirming normal—or helping you more efficiently diagnose pathology. Optovue's current iWellness Exam users have affirmed that the iWellness Exam improves patient involvement, loyalty and retention. This helps you grow and differentiate your eye care practice, while also providing a new revenue stream.



GCC thickness map with normative comparison aids in the identification of abnormalities that may be related to glaucomatous changes

Vessel density map shows areas of capillary dropout that may indicate early changes in diabetic eyes or correlate with structural or visual field changes in glaucoma patients

Retinal thickness map displays areas of thickening or thinning that may be associated with conditions such as diabetic retinopathy

optovue angioWellness

The new AngioWellness scan enables comprehensive assessment of your diabetic patients and glaucoma suspects by combining structural information on retinal and ganglion cell thickness with objective metrics on retinal vasculature. Utilize FAZ Analytics to uncover early indicators of diabetic changes.

If you're looking for ways to promote better monitoring of patient eye health and differentiate your practice, look into the AngioWellness scan. In just seconds, this all-in-one report streamlines your exam process by quickly confirming normal—or helping you more efficiently diagnose pathology.

Vitreous: Friend or Foe

Julie Rodman, OD, MSc, FAAO, Chief at the Broward Eye Care Institute and a Professor of Optometry at Nova Southeastern University

Optical coherence tomography (OCT) is a non-invasive imaging modality that provides outstanding visualization of retinal and choroidal structure, allowing for the identification of structural abnormalities including elevations or undulations in the retinal tissue. OCT has been paramount in providing ancillary information that is not always so easy to visualize fundoscopically, such as diseases of the vitreomacular interface; in particular, vitreomacular traction (VMT). VMT is defined as attachment of the vitreous cortex to the macula within a 3 mm radius of the fovea, resulting in distortion of the foveal surface.¹ VMT is a condition that is often easily overlooked on clinical exam alone.

VMT most often occurs as a result of an anomalous posterior vitreous detachment. To properly diagnose and manage VMT, the International Vitreomacular Traction Study Group (IVTS) created a classification system for VMT.² This classification system provides a universal way of describing this condition: First and foremost, check for the patency of the neurosensory retina. If there is a full thickness break in the retina, it is defined as a full-thickness macular hole which may have vitreous involvement. If the neurosensory retina is intact and there is evidence of VMT as defined above, then we use the following system to classify the VMT.

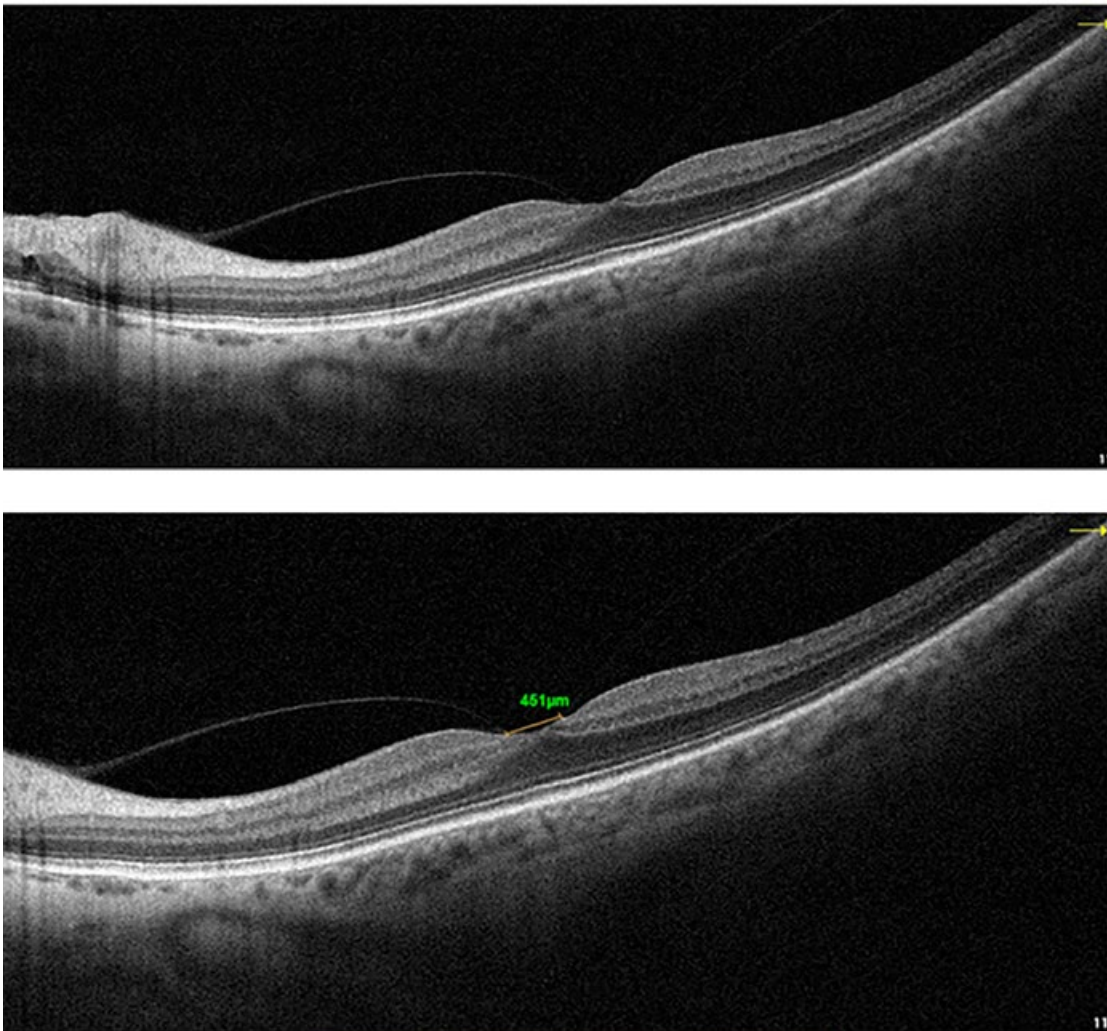


Figure 1. Focal vitreomacular traction.

The IVTS defined two main categories for diagnosis. First, to determine the size of the traction, you must utilize the line caliper or ruler on your OCT. Measuring the distance between the first attachment of the posterior hyaloid of the vitreous to the macula and the second point of attachment of the posterior hyaloid to the macula will provide the size of the traction. If the size of the traction is <1500 Qm the VMT is considered focal (see Figure 1) if the size of the traction is >1500 Qm the VMT is considered broad (see Figure 2). Focal VMT is often referred to as vitreofoveal traction syndrome when the traction is <500 Qm in size.³

The diameter of the VMT is inversely related to prognosis. The narrower the attachment, the greater the tractional force of the vitreous on the underlying retina. Broad VMT may distribute the tractional forces over a wider expanse of the macular region.

Thus, focal VMT can result in macular hole formation or a foveolar detachment and broad VMT may result in overall thickening of the retina or epiretinal membrane formation.³

The second way to describe VMT is to look at the “company or lack of company that it keeps.” If the VMT occurs on its own without any other maculopathy, it is called isolated VMT. If the VMT occurs in the presence of another maculopathy, it is considered concurrent VMT. For example, if a patient has VMT with a choroidal neovascular membrane, it would be considered a case of concurrent VMT.

Using these classifications in conjunction with OCT can help us detect and recognize VMT in its variations when our patients present with it.

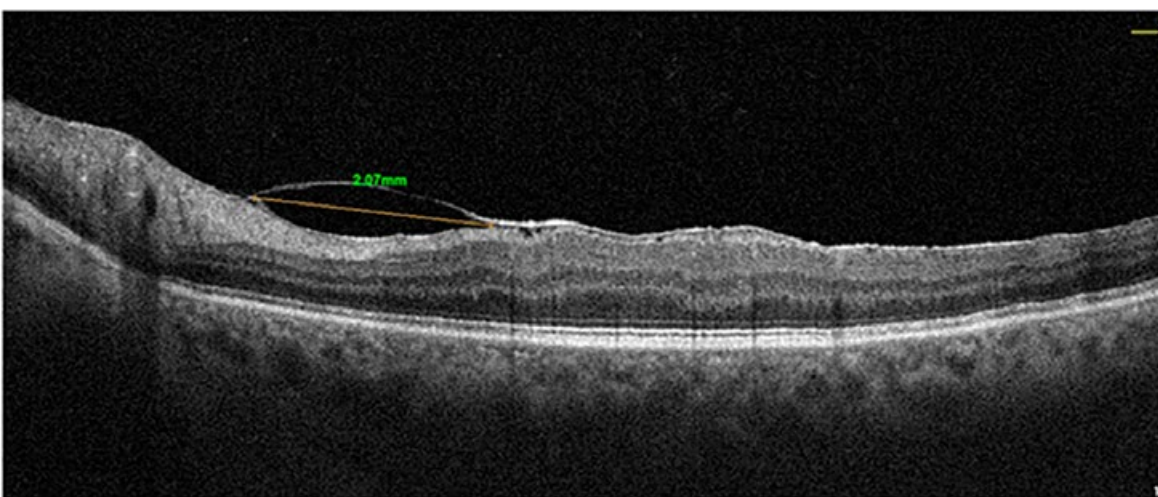
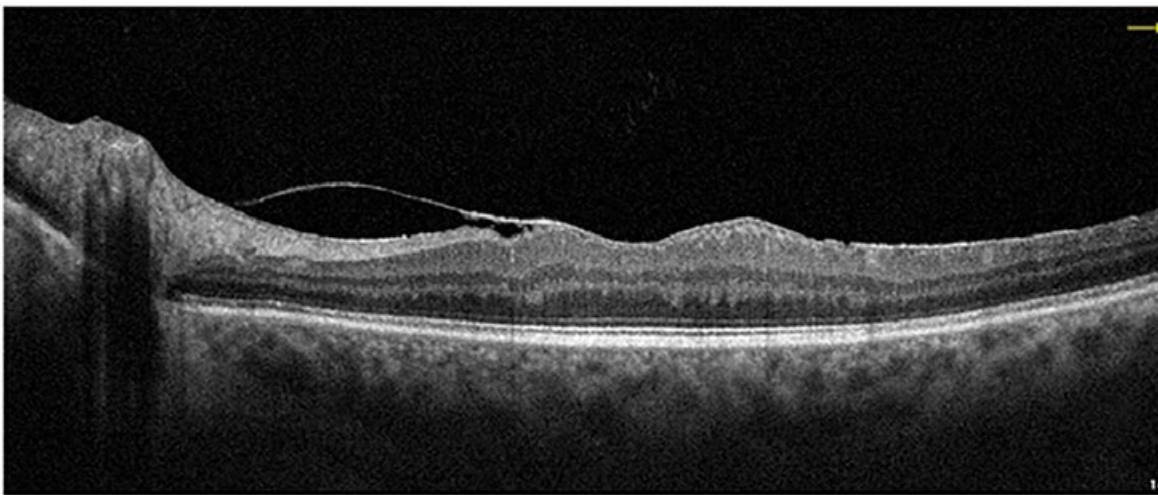


Figure 2. Broad VMT.

1. García-Layana A, García-Arumí J, Ruiz-Moreno JM, Arias-Barquet L, Cabrera-López F, Figeroa MS. A review of current management of vitreomacular traction and macular hole. *J Ophthalmol*. 2015;2015:809640.
2. Duker JS, Kaiser PK, Binder S, et al. The International Vitreomacular Traction Study Group classification of vitreomacular adhesion, traction, and macular hole. *Ophthalmol*. 2013 Dec;120(12):2611-2619.
3. Bottós J, Elizalde J, Rodrigues EB, Farah M, Maia M. Classifications of vitreomacular traction syndrome: diameter vs morphology. *Eye (Lond)*. 2014 Sep;28(9):1107-1112.

Rodman, J. (2022). Vitreous: Friend or Foe. *Optometric Management*.
<https://www.optometricmanagement.com/newsletters/oct-insights/march-2022>



The Subtle Things Matter When It Comes to Certain Retinal Conditions

Nate Lighthizer, OD, FAAO, Assistant Dean for Clinical Care Services at the Oklahoma College of Optometry

We all have seen patients who have macular edema or other retinal pathology that is obvious both on retinal examination and OCT interpretation. Other conditions, such as hydroxychloroquine (Plaquenil) retinal toxicity, can present in a much more subtle fashion, which is why the use of ancillary testing that examines both structure and function is so critical. Hydroxychloroquine toxicity is a rare condition, but all eye care practitioners need to be aware of the proper screening and examination guidelines for numerous reasons:

1. The likelihood of toxicity increases the longer a patient is on the medication.
2. We all see hydroxychloroquine patients on a regular basis.
3. Once damage is present it is typically not reversible and, because hydroxychloroquine is cleared slowly from the body, further damage can occur even after cessation of the drug.

Risk factors for the development of hydroxychloroquine retinal toxicity include pre-existing retinal or macular disease, kidney dysfunction, daily dose of hydroxychloroquine > 5.0 mg/kg/day, and a total cumulative dose of hydroxychloroquine > 1000 g. How long does it take for a patient to get to 1000 g total cumulative dose? It depends on the daily dose. In our clinic, most patients take 200 mg tablets twice daily (400 mg daily). At that dose, the patient will reach the 1000 g threshold in about seven years. If a patient takes 200 mg daily, they will double that timeframe to approximately 14 years.

The risk of toxicity before that cumulative dose is reached (before five to seven years of use) is almost negligible, but it increases to about 1% after that time once the 1000 g total cumulative dosage has been reached. The risk continues to increase the longer patients are on the medication and the more the cumulative dose accumulates. Based on the assumption that screening is justified as the risk of toxicity approaches 1%, annual screening should be performed on all patients who exceed five to seven years of exposure at 400 mg daily. However, earlier, more frequent screening may be indicated where there are unusual risk factors or a suspicion of early toxicity.

In their hydroxychloroquine screening guidelines, the American Academy of Ophthalmology recommends baseline examination that includes dilated fundus exam, 10-2 visual field, fundus photos and one of three special screening tests: high-definition OCT, fundus autofluorescence or multi-focal ERG (mfERG). These tests should be performed ideally before a patient starts the medication, and then yearly once they begin to approach a total cumulative dose near 1000 g, which typically is at least five to seven years after starting the medication, as described above.

On OCT, it is important for eye care providers to take a close look at a macular cube scan or high-definition raster scan through the central and paracentral macular area. Pay close attention to the outer retinal layers, particularly in the parafoveal area. Any dropout or loss of the photoreceptor integrity line (PIL), which represents the junction of the inner and outer photoreceptor segments, indicates possible early hydroxychloroquine toxicity. This effect can begin subtly (see Figure 1) and become much more obvious as the condition progresses. With atrophy of the outer retina and PIL on each side of the fovea, it can give the appearance of a “flying saucer” or “UFO” sign (see Figure 2).

Early detection is critical to prevent further progression of the disease, with the current line of thinking that mfERG, OCT or fundus autofluorescence will likely detect early hydroxychloroquine toxicity before fundus examination and even visual field in most cases. Utilizing functional and structural tests together, such as 10-2 VF and OCT testing, will likely yield the best diagnostic value.

As OCT technology evolved over the last 10 to 20 years, it has allowed us to see structures and layers of the retina that we couldn't evaluate before. These developments have allowed earlier diagnosis, more timely management and better long-term outcomes for our patients.

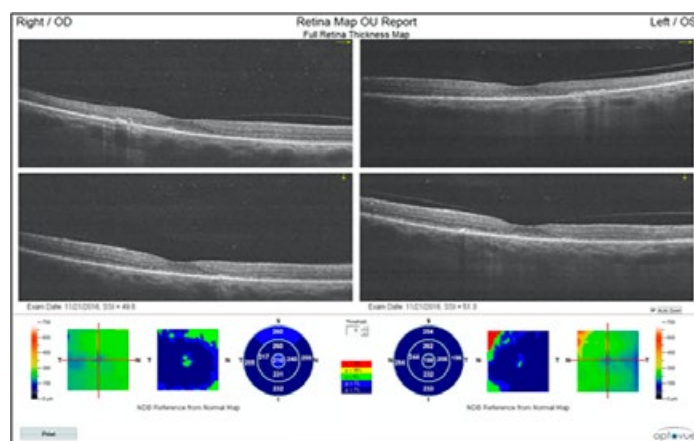


Figure 1. This Optovue OCT shows disruption of the outer retina with disappearance of the PIL on either side of the fovea.

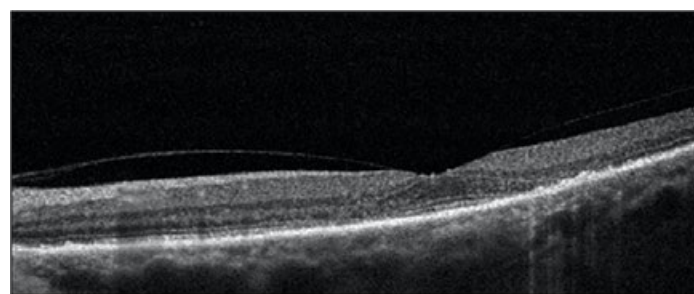


Figure 2. This Optovue OCT shows the classic saucer sign appearance. PIL is still intact underneath the fovea, with atrophic changes seen on both sides of the fovea.



OCTA in Early Glaucoma

Michael Cymbor, OD, FAAO, Adjunct clinical professor at the Pennsylvania College of Optometry (SALUS) and a clinical director at Nittany Eye Associate

Optical coherence tomography (OCT) is currently the accepted standard in nerve fiber layer and ganglion cell layer structural analysis in glaucoma management. Optical coherence tomography angiography (OCTA) is more recently emerging as a supplement to OCT. While OCTA is generally accepted in the management of age-related macular degeneration (AMD) and diabetic macular nonperfusion, what role does OCTA play in glaucoma management?

The optic nerve is like a tree. We can visualize its trunk, branches and leaves, but we are unable to visualize the root system because of soil coverage. The tree's root system often undergoes damage long before it is evident in the visible areas. Similarly, when assessing the structural effects of glaucoma, we can assess the neuroretinal rim, nerve fiber layer and the ganglion cell complex (Figure 1). Until OCTA though, the only way to assess optic nerve microcirculation was with fluorescein angiography.

OCTA measures capillary diameter and blood vessel density and can assess both the circumpapillary and macular regions. Blood vessel density is the percentage of area occupied by vessels taken by measuring the dynamic motion of red blood cells in the vessels.¹ Almost all published studies demonstrate a significant reduction of blood flow, capillary diameter and vascular density in glaucomatous eyes. These differences are detectable even in glaucoma suspects and eyes with preperimetric glaucoma and they increase proportionally to the severity of glaucoma damage.² OCTA is complementary to OCT and enhances both the sensitivity and specificity of glaucoma diagnosis.³

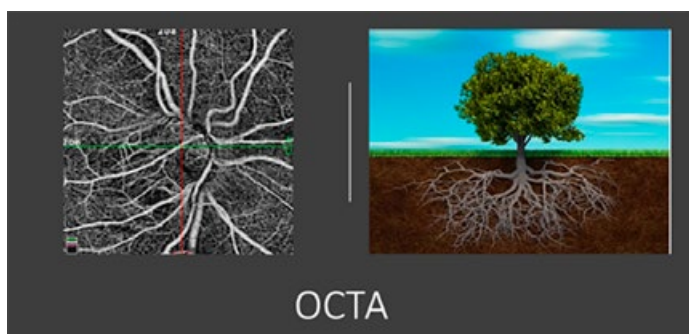


Figure 1. OCTA shows the "root system" of the optic nerve.

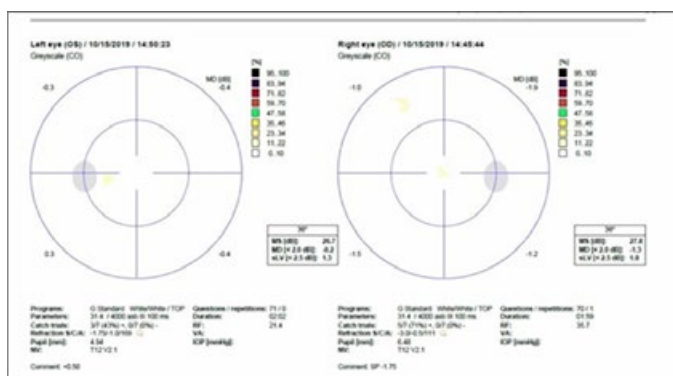


Figure 3. An unremarkable visual field.

In Figures 2 and 3, we see the OCTs and visual fields of a patient with an intraocular pressure (IOP) in the right eye in the high teens, and an IOP in the left eye in the twenties. The OCTs and visual fields are unremarkable and show no progression. The OCTA, however, shows a trend of decreasing density percentage over time. Multiple studies have verified this phenomenon that supports reduced ocular blood flow in eyes with ocular hypertension or glaucoma suspects prior to visual field loss and fellow eyes with asymmetric glaucoma.⁴⁻¹⁰ One study shows this phenomenon to be true despite no significant asymmetry in retinal nerve fiber layer (RNFL) thickness.¹¹

After treatment that resulted in an IOP reduction of approximately 40% in the left eye, the OCTA shows an improvement in capillary density percentage, as shown in Figure 4. Several studies show improvement in peripapillary retinal perfusion after IOP lowering.¹²⁻¹⁴

OCTA seems to show capillary density changes in glaucoma prior to conventional OCT in early glaucoma. Equally exciting is OCTA's ability to show improvement in treatment, which opens the door to the possibility of more personalized care. Glaucoma management may eventually involve more than just lowering IOP.

The author would like to recognize Drs. Austin Lifferth, Derek MacDonald and Drew Rixon for their work together on a recent AAO lecture on which much of this material is based.

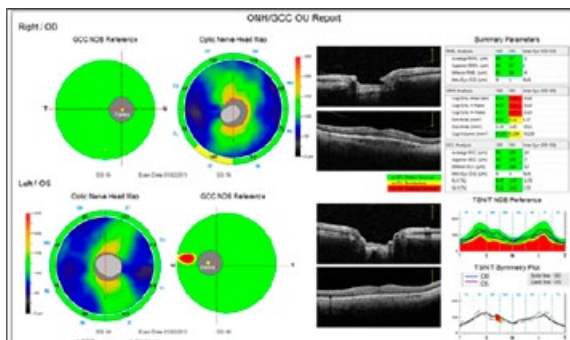


Figure 2. An unremarkable conventional OCT.

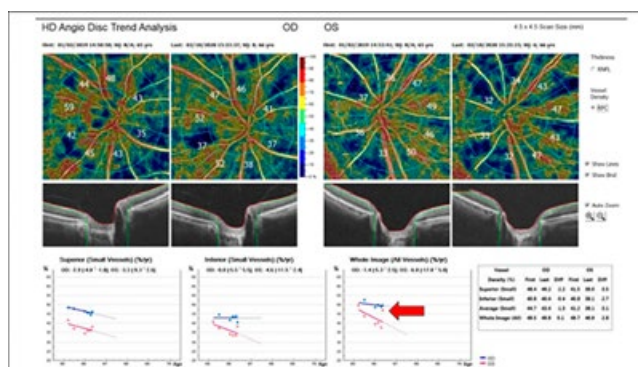


Figure 4. The circumpapillary OCTA shows a decreasing capillary density OS. The red arrow shows post-treatment improvement.

Scan QR code to view full list of references.



VX 650

WAVEFRONT ANTERIOR AND POSTERIOR SEGMENT ANALYZER

Visionix VX 650 revolutionizes ocular assessment by introducing the only solution that allows eye care professionals to deliver a comprehensive eye exam at the push of a button. It incorporates a 45-degree fundus camera and all the essential technologies to evaluate both anterior and posterior segments in a single device. The highly automated VX 650 lets a moderately trained user detect

a wide range of visual pathologies. VX 650 is a single device to deliver a comprehensive eye exam utilizing screening technologies such as Shack-Hartmann wavefront aberrometry, Scheimpflug tomography, optical pachymetry, non-contact tonometry, Placido Ring topography, and 45-degree retinal imaging.





Eye Refract

BINOCULAR WAVEFRONT REFRACTION SYSTEM

The Eye Refract system uses dual, Shack-Hartmann wavefront aberrometers, combined with a fully automated digital phoropter, to deliver highly accurate and reproducible refractions in less than four minutes. The tablet-driven process can be conducted by a staff member with limited training while still delivering consistent results.

vx 40

WAVEFRONT LENS ANALYZER

Visionix wavefront technology allows you to have a full detailed analysis of a lens at the push of a button. The Visionix VX 40 autolensmeter can detect and analyze bifocals, progressive, and single vision lenses and is compatible with nearly all lens technologies and brands. VX 40 is included with the Eye Refract refractive suite or sold separately.

vx 130+

WAVEFRONT ANTERIOR SEGMENT ANALYZER WITH ANTERIOR/POSTERIOR CORNEAL TOMOGRAPHY

The VX 130+ is our advanced anterior segment analyzer, its primary advantage being that it can measure both anterior and posterior surface elevation of the cornea to help screen for complex pathologies such as Keratoconus. All-in-one testing includes: autorefraction/keratometry, corneal topography, wavefront corneal aberrometry, wavefront ocular aberrometry, optical pachymetry, retro-illumination, anterior/posterior corneal elevation maps, and non-contact tonometry.



vx 120+ *Dry Eye*

WAVEFRONT ANTERIOR SEGMENT ANALYZER WITH DRY EYE SCREENING

The VX 120+ Dry Eye is a multi-diagnostic wavefront anterior segment analyzer, the first to combine Scheimpflug optical pachymetry, Shack-Hartmann wavefront aberrometry, placido ring corneal topography, and an advanced dry eye screening module that can perform a battery of tests to give you a comprehensive analysis of the patient's visual health. All-in-one testing includes: autorefraction/keratometry, corneal topography, wavefront corneal aberrometry, wavefront ocular aberrometry, optical pachymetry, retro-illumination, anterior/posterior corneal elevation maps, non-contact tonometry, and dry eye anterior imaging module.

nexy

RETINAL SCREENING DEVICE

This next generation fundus camera combines robotic movements and advanced imaging technology to quickly capture retinal images. An innovative design based on cross-polarized light allows for a small footprint with excellent fidelity. Nexy allows auto alignment, auto focus and auto capture—making it easy to use and train staff to deliver consistently accurate photos. High quality images with a 45-degree view to provide detailed screening for easy diagnosis. A 90-degree view is available using a mosaic function.



Multi-modal screener comparison chart

MODEL FEATURE COMPARISON	VX 650	VX 130+	VX 120+ Dry Eye	VX 120+	VX 110	Nexy	VX 90
Autorefracton / Keratometry	•	•	•	•	•		•
Shack-Hartmann Wavefront Technology	•	•	•	•	•		
Fully Automatic Measurement	•	•	•	•	•	•	
Placido Ring Corneal Topography	•	•	•	•	•		
Corneal Aberrometry	•	•	•	•	•		
Ocular Aberrometry	•	•	•	•	•		
Retro-Illumination	•	•	•	•	•		
Anterior Chamber Analysis	•	•	•	•			
Pachymetry	•	•	•	•			
Scheimpflug Imaging	•	•	•	•			
Non-Contact Tonometry	•	•	•	•			
Anterior / Posterior Corneal Tomography	•	•					
Dry Eye Anterior Imaging Module			•				
Retinal Imaging Module	•					•	

VX 65

DIGITAL REFRACTION SYSTEM

The VX 65 is an advanced digital refraction system that integrates with the Visionix suite of equipment as well as electronic medical records (EMR) and third-party instruments. With 3 interface modes, including a guided "manual" mode for someone new to digital refractors, the VX 65 is one of the most versatile instruments in your

practice. VX 65 was designed to tackle the toughest workloads—20 refractions per day, 300 days per year for 10 years. That is 60,000 times less you need to bend over a manual phoropter turning dials and knobs, potentially eliminating repetitive stress injuries to your shoulder.



Slit Lamps

SLIT LAMP MICROSCOPES

Excellent optics and brilliant images distinguish Visionix slit lamps from competing models. Our optics and light technology including multi-coated AR ensure superior imaging quality. Experience high contrast and brilliant pictures with any product within the Visionix slit lamp series.



vx 22

ACUITY CHART

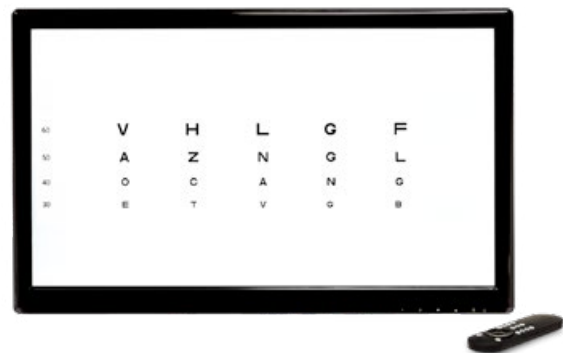
The VX 22 is a space saving non-polarized acuity chart that integrates tightly with Visionix refraction equipment, making it an ideal choice to integrate with your digital practice.



Digital Acuity Plus

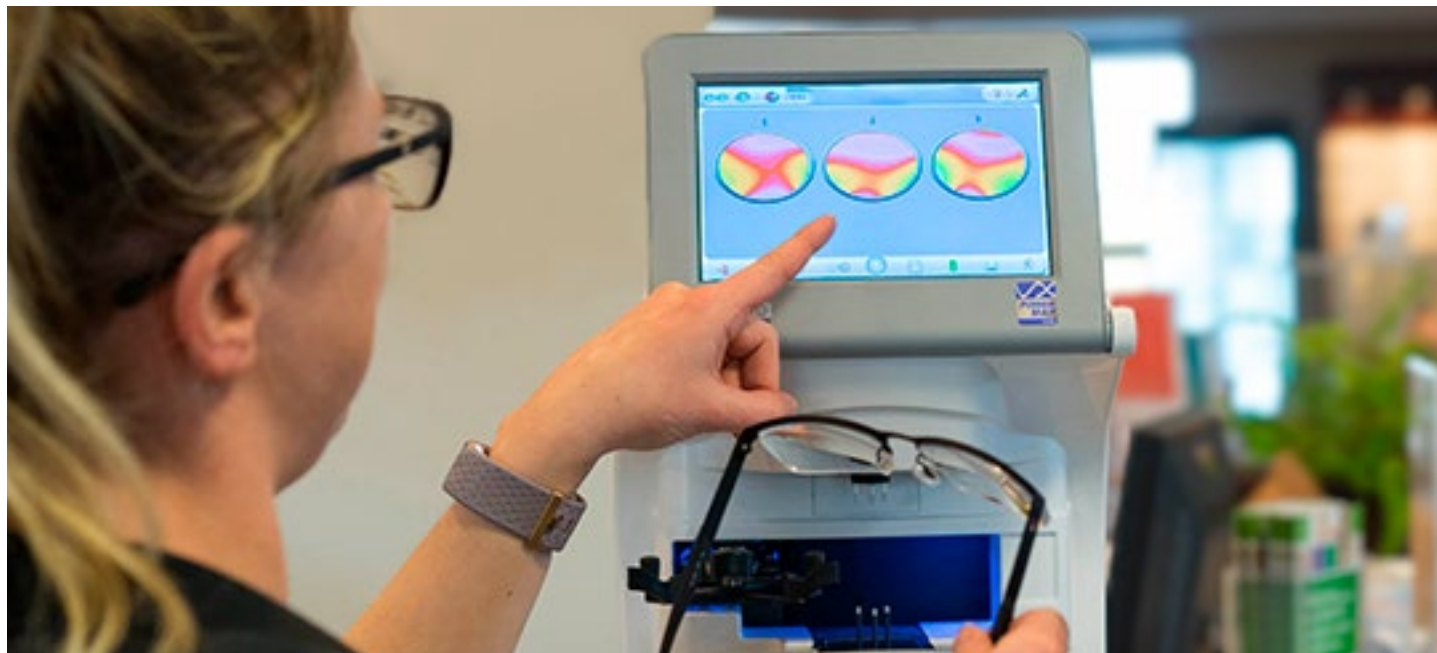
ACUITY CHART

The Digital Acuity Plus LCD acuity chart represents one of the best values in the market today. It features a beautiful 24" LED backlit display with high definition 1080p output and multimedia capability including video, slide shows, and audio. Coupled with multiple optotypes and charts, the Digital Acuity Plus offers you an excellent acuity chart without breaking the bank.



Game Changer

Harvey Fishman, MD, practice owner of Fishman Vision, Palo Alto, CA



"The VX 40 has been a game changer, and I don't say that lightly," says Dr. Fishman. "My clinic uses it all day, every day, and it is absolutely necessary for everything I do optically."

Elevate your patients' experience and build your practice with the Visionix VX 40.

Patients deserve an ideal optical experience when they walk through the door of your practice. And you deserve the right equipment and technology to provide them with just that. With the Visionix VX 40 lens analyzer, you can accomplish these goals with confidence and ease.

BEYOND YOUR EVERYDAY LENSOMETER

Harvey Fishman, MD, of Fishman Vision, in Palo Alto, CA, runs a comprehensive ophthalmic concierge practice where he conducts ocular wellness exams, including refraction, every day. "The VX 40 is absolutely necessary for everything I do optically," he says, noting that with nothing more than the push of a button, he has a full image of a patient's current prescription in about 30 seconds.

Compatible with all major lens technologies and brands, the VX 40 employs wavefront lens analysis to detect all types of lenses in their entirety including bifocals, progressives, and single vision lenses.

ACCURACY: THE KEY TO SUCCESS

Dr. Fishman points to the importance of ECPs fully understanding ocular fatigue, double vision and pain in the eyes in order to correctly diagnose ocular diseases. Once serious medical issues are ruled out, he says, "the optical cause may be poorly made glasses." This is where the VX 40 comes into play.

With this fully automated lens analyzer, all the ECP has to do is place the frame in the device and initialize the start procedure. Lens analysis and measurement is completely automatic, with left

and right eye movement requiring no user input. And the most important component of all is that it happens with complete accuracy.

"For patients who have subtle eye problems, differential convergence or atypical visual ocular movement, this lens analyzer can help me to make the correct lenses and give patients glasses that they like,"

Dr. Fishman says, "A critical feature in our care to patients is that we provide them with glasses that work."

EASY ACCESS, ONSITE EDUCATION

Luneau Technology's team will work with your office to set up your VX 40. They'll ensure that images go to a specific folder on your network, making it easy for anyone on your team to pull pictures from a computer in an exam lane, print out selected images and show them to patients in your optical area.

The user-friendly interface and straightforward access to images allow the VX 40 to serve as an educational tool for your team, as well as offering an easy way for ECPs to gain a better understanding of progressive lenses.

WORTH THE INVESTMENT

"A critical feature in our care to patients is that we provide them with glasses that work," says Dr. Fishman, and he's been able to do that, consistently, with the VX 40. Investing in the right technology makes all the difference to your patients and enables you to give them personalized care that will keep them coming back.



Lens analysis that differentiates the optical experience

Michelle J. Hoff, OD, FAAO, ABOM, FNAO, co-founder of SightLine Ophthalmic Consulting

A complete-package lens analyzer, VX 40 by Visionix is moving the industry forward, one practice at a time.

Fully automated and easy to use, the VX 40 offers the highest caliber of wavefront lens analysis, yielding accurate results that make for an optimal patient experience. Compatible with all lens technologies and brands, the VX 40 can detect and analyze bifocals, progressive and single vision lenses.

THE RIGHT DATA TO BOOST LIFESTYLE DISPENSING

Dr. Michelle Hoff, OD, FAAO, ABOM, FNAO, cofounder of Sightline Ophthalmic Consulting and a professor at the UC Berkeley school of Optometry, works with ECPs as a consultant. She explains the distinction between a lensometer and a lens analyzer. "With a lensometer, you're just looking through a keyhole because it only measures 6 to 8 mm of a lens surface, whereas the lens analyzer is like looking through a window, giving you a 44-by-65-mm window," she says. "You can see a bigger picture of what is going on in terms of the lens design and performance characteristics."

Dr. Hoff notes that especially for higher add powers (over +1.75), the VX 40 gives you, the ECP, the ability to identify whether the lens in question has a hard lens design or a soft design. "You can even kind of tell the shape, whether it has an X, Y or T pattern to it," she adds. "You can estimate or have a pretty good feel for the patient experience and match that design to the patient's visual needs."

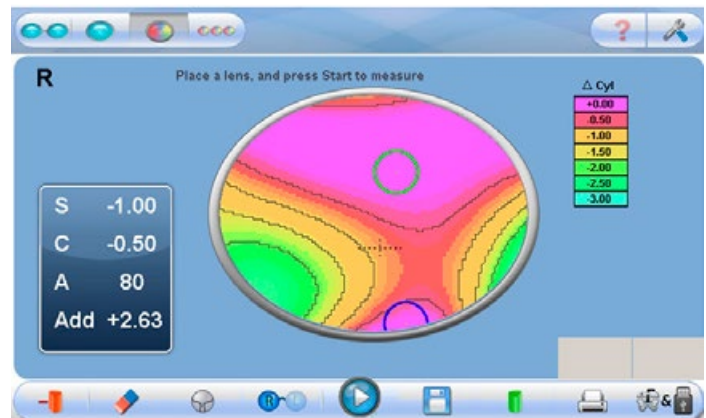
From a practical standpoint, Dr. Hoff explains, "If a patient is predominantly driving with their progressive lens, then you want to give them the biggest, widest, sharpest distance vision possible. But if they need to multitask with it, then you want to make sure you give them something that emphasizes all three of those areas: distance, intermediate and near."

A USER-FRIENDLY DEVICE TO EMPOWER YOUR STAFF

For private practices, Dr. Hoff admires the instrument's versatility and ease of use for practitioners of all levels, noting, "It integrates well from the pre-test area to the exam room and finally in the optical center. The VX 40 is user friendly for the beginner, advanced or master user," she says. "You just put the glasses in and push the button, in less than a minute, you've got information."

Dr. Hoff explains the ease of integration you will experience with the VX 40 as well. "It integrates into the EHR flawlessly. The doctor can get the information to the auto phoropter, see the images of the patient's current glasses, and ask them about their visual experience. Based on that, the doctor can say, 'I'm going to prescribe lenses to meet all your visual needs and great visual experience.'"

"Every day, I learn more about the VX 40's features and how to maximize them," says Dr. Hoff. "Many ECPs just want to know what the lens performance is within their lens portfolio, and I can look at it and say, 'Here's how you need to market this.'"



Dr. Hoff says she finds the Delta Cylinder map to be the most useful to her. "Doctors want reliable information. That one gives me so much information about any lens and how it's designed." The colors indicate the areas of clear, comfortable vision.

NOTABLE FEATURES

- Automatic lens type
- Automatic measurement
- Freeform lens analysis
- Single vision measurement
- Progressive lens analysis
- Comparison between progressive lenses
- Internal printer
- Monocular and binocular PD measurement



RETURN ON INVESTMENT

How would you justify the addition of an automated lens analyzer to your practice? Dr. Hoff explains, "A lensometer is inexpensive because it's hard to use and offers limited data output. The VX 40 lens analyzer is in a class by itself. A novice user can operate it successfully with virtually no training - which translates to fast adoption and flexible practice placement."

"Additionally, use the side-by-side feature to sell a higher percentage of premium lenses because your opticians can show the patient tangible differences in lens quality using the topography maps," Dr. Hoff continues. "The VX 40 lens analyzer helps you educate your patients about the new lens designs, verify laboratory orders and troubleshoot prescription problems with confidence. I can't afford to be without one."



The Technologies Boosting My Care and Building My Revenues \$100,000+ Annually

Gregory O'Connor, OD, the owner of Malibu Eye Center Optometry in Malibu, CA



Like most optometrists, I want to provide patients with the latest advancements in vision care while growing my patient base and profitability. I have added emerging technologies to my practice that allow me to do just that. Here are the details on the technologies, the Visionix VX 40 lens analyzer, the Visionix Eye Refract and the Visionix VX 120+ with Dry Eye screening, that have made such a positive difference to my patients and my practice's financial strength.

LIVE UP TO YOUR PRACTICE MISSION WITH THE RIGHT TECHNOLOGY INVESTMENTS

Our practice mission is to provide people seeking eyecare the finest environment, staffing and technology with a minimum of hassle. To that end, we strive to give each patient a custom experience tailored to their specific needs and tastes. Visionix technologies help us accomplish this goal of delivering advanced, custom care.

A NEXT-GENERATION SUITE OF TECHNOLOGIES

The VX 40 and Eye Refract work together seamlessly to provide a higher level of care for patients. Wavefront lens analysis, a unique feature in VX 40, maps out the optics of a lens on a color touchscreen that gives me and my staff much more information than the standard lensometer findings, particularly regarding a progressive addition lens. Its ease of use is a delight, as you simply insert the eyeglasses into the holder and push a button to get the results, which then transfers automatically to the Eye Refract. Such simplicity makes it a breeze to train new staff.

The lens analyzer dramatically improves the accuracy and efficiency of neutralizing a patient's eyeglasses, checking the accuracy of newly delivered glasses from the lab, troubleshooting non-adapts and similar issues.

What is most unique about the Eye Refract is Physiological Refraction. It is an automated binocular refractive instrument, powered by an algorithm-guided program which can handle



even pupils below 3mm, and has an elegant and compact design. It uses dual Shack-Hartmann wavefront aberrometers in conjunction with the VX 40 Powermap Wavefront Technology, to refract 1500 points in each lens simultaneously. The findings are immediately sent to the Eye Refract device which can be controlled remotely with a tablet. The manifest refraction is conducted in a scripted step-by-step method assessed by an algorithm to render the most precise result possible. These features make it easy for a technician to confidently collect refraction data—and is quite impressive for the patient.

The Eye Refract is incredibly advanced compared to anything most patients have experienced in their eye exam. Typical patient comments after experiencing refraction with the Eye Refract:

“I’m never getting an eye exam anywhere else!”

“I have to make appointments for my family.”

And after capturing an image on the smartphone, “I’m going to share my experience with my friends.”

Not surprisingly, these highly favorable responses drive many new patients to my practice.

TAKING DRY EYE DIAGNOSIS TO THE NEXT LEVEL

Another advanced technology from Luneau Technology that we use for patients and practice growth is the multi-modal Visionix anterior segment analyzer or VX 120+ Dry Eye.

The VX 120+ with Dry Eye screening combines eight instruments into one multi-function unit that features fully automated 3D alignment, tracking and focusing for both eyes with a 10.4-inch color touchscreen. These eight instruments include: Shack-Hartmann wavefront aberrometer, a Scheimpflug pachymeter, a

100,000-point corneal ring topographer, wavefront autorefractor, autokeratometer, non-contact tonometer, an anterior segment analyzer and a dry eye module. Within a few minutes, in a manner comfortable for the patient, it gathers a wealth of diagnostic information that is instantly conveyed to me where I need it, so that I can provide easy consultation with my patients.

The Dry Eye module features an anterior segment camera that yields pictures of the eye and adnexa, clearly demonstrating tear meniscus height, blepharitis, MGD and a video of the tear break-up pattern over time. The resulting images make it easy for the doctor to demonstrate to the patient any problem and document the progress of the therapy.

LET PATIENTS SEE FOR THEMSELVES

My patients deserve the best, and that includes high-performing technology that makes refraction less stressful for patients, and an efficient screening process allows me to spend more time on patient education and counseling. Seeing the results from imaging using the VX 120+ with Dry Eye screening compels the patient to act and be more involved in their care. With the visuals and reports I am able to present, they can immediately see if there is a change in their prescription.

We offer a full range of dry eye therapy treatments and products that are often purchased out of convenience. I would estimate that the new patients attracted would yield a growth of practice revenue annually of at least \$100,000.

The difficulty for anyone not using imaging systems to capture diagnostic findings is that, regardless of the acumen of the practitioner, conveying the problems detected are difficult for the patient to grasp. If a picture is worth a thousand words, that fact translates into thousands of dollars for the practitioner using the Visionix technologies.



The Technology Suite that Took Our Patient Care & Profitability to a New Level

Minh Ta, OD, and Nancy Truong, OD, practice owners of Specs Appeal



We pride ourselves in our practice on providing a state-of-the-art, boutique experience and as well as a high level of medical diagnostic eye care. Just as we found premium products for our optical, we continue to invest in technology that provides superior eye care.

Here are the details on the suite of advanced technology that we've implemented our practice, enabling us to ensure a high level of care and a high level of profitability.

Over the last few years, we invested in three key instruments from Visionix USA (formerly Luneau Technology USA and Optovue Inc.): Optovue Avanti OCTA system, Visionix VX 130 multi-modal anterior segment analyzer and Visionix VX 40 wavefront lens analyzer.

EXCELLENT PATIENT CARE, GREAT PROFITABILITY

We use these instruments on all our patients as part of our pretesting process. Each year this suite of instruments generates around \$100,000 in additional exam fees. More importantly, it allows us to flag multiple potential medical problems before the doctor has even walked into the exam room. We have significant information by the time the patient is in the exam chair to make diagnoses that can save a patient's eyesight or even save their life in the case of an eye condition like diabetic retinopathy, which is connected to a life-threatening disease.

With the Visionix VX 130, we can see Keratoconus, dry eye, the anterior chamber via Tomography as well as Pachymetry adjusted

IOP's. Additionally, with the Avanti's iWellness and AngioWellness proprietary scans, we are empowered to diagnose a range of conditions, such as age-related macular degeneration, and diabetic retinopathy with occlusions, in addition to providing us an additional GCC scans of our potential and current glaucoma patients.

In most cases, the technology allows us to educate a patient about their eye health and the value of our services. For example, we recently showed a patient the Solar retinopathy damage he incurred years earlier from staring at the sun. He didn't realize the lasting damage this caused and expressed to us how happy he felt that we were still able to refract him to the 20/20-acuity line!

MAXIMIZE CHAIR TIME, ELEVATE PATIENT EDUCATION

We want as much data as we can get before seeing the patient. First and foremost, that data gives us the ability to provide the highest level of care. Secondly, it allows us to create a much more effective treatment plan. The technology, which is easy for our technicians to adopt, enables our staff to partner more fully with us in providing care. This increased support results in the doctor's time being maximized to focus less on data collection and more on the interpretation of data.

The additional consultation time we gain allows us to spend more time discussing with patients the condition in which we have diagnosed them, educating them on the implications to their eye health, and why we recommend their precise treatment plan. The added patient education time can often make the difference

between a patient who follows through with the treatment plan and one who does not understand its importance and neglects to return for care.

EASY TO IMPLEMENT, SEAMLESS TO OPTIMIZE

Many ophthalmic technologies require adaptation, a learning curve, and extensive time in practice. Complex implementation and adoption are not the case with the Visionix suite of technologies. We were up and running with our devices almost right from the start. The instruments integrated well with our electronic health record system and other medical devices such as our digital phoropter.

Clinical Application Specialists ensured new technology integration and adoption for our staff. The new Visionix Academy is a good reference for ways to maximize our Optovue and Visionix devices. Specific to Optovue products, the "Ask the Expert" feature is extremely useful. Our doctors and staff know that if a question regarding the use of the equipment comes up that we can't answer ourselves, there is immediate help available. That trusted support gives you confidence when adding new technology to your practice.

BRAND YOUR PRACTICE AS "STATE-OF-THE-ART"

The integrated VX 130 and VX 40 offer the latest innovation in wavefront technologies. Avanti's widefield OCTA offers

AngioAnalytics, Total Corneal Power (TCP), and Epithelial Thickness Mapping (ETM) features, providing the latest innovation in OCT technology.

When patients receive information about their eyes and diagnoses that make a profound difference in their lives, they will be grateful and remember to tell their friends and family about your practice. Additionally, there is an added benefit in how this high level of care changes how your practice is branded and the message you send to your community about the kind of care you provide.

The screenings we offer in our office with this advanced technology are included on our patient intake forms. Patients can quickly see and understand how we will screen their eyes and work to preserve their vision. Most offices say they are state-of-the-art. We live and breathe state-of-the-art every day in our practice, and a simple visit to our office shows patients we mean what we say. Every patient has the opportunity for and deserves a thorough eye wellness exam.

The experience patients receive in our office spurs many of them to spread the word that, in addition to our optical boutique, we have advanced technology that makes it possible for us to do a comprehensive medical eyecare exam.

Because our patients appreciate their experience with us, our online reviews reflect that "wow" factor and boost our reputation in the community for repeat visits, referrals and new patients.



The VX 130 summary page shows an overview of findings, note differences in mesopic and scotopic refraction OD, inferior steeping anterior on anterior curvature maps despite normal sim k's OU, and abnormal corneal pachymetry. More in-depth data can be accessed via the VX 130 software.



How I Created a Comprehensive Ocular Wellness Exam & Reduced Remakes to Less than 1%

Rasa Tamulavichus, OD, president and co-owner of Big City Optical, Chicago, IL



There is an emphasis in healthcare today on preventative medicine and wellness. When patients come to my practice, they have the expectation that I will not only check their vision and evaluate the current state of their eye health, but that I will screen for problems on the horizon. I have added highly advanced technologies to my practice that allow me to do this, while enhancing practice efficiency and profitability. These technologies are integrated Visionix solutions, which I have implemented in seven of my practice's 13 locations.

Today, I can provide a more accurate refraction than ever before while also screening for underlying eye disease. Patients leave my office assured that they have both the best in visual acuity and comfort and the best in medical eyecare screening and treatment.

EVERYTHING I NEED TO KNOW TO PERSONALIZE THE PATIENT EXPERIENCE

Any new technology we add to our offices must be able to keep up with our high volume of patient care. Integrated technologies allow me to do more without compromising data quality. Our newest investment, the Visionix VX 650 enables a comprehensive ocular health assessment—anterior and posterior segment analysis in one device. Because VX 650 is integrated with the Visionix Eye Refract and our wavefront lens analyzer, I have everything I need to know about my patient's eye health even before I meet with them in the exam room.

Eye Refract makes a scalable workflow possible across multiple locations because data collection is now performed by my technicians, and it has become an easy and seamless part of pre-testing. That efficiency is tremendously important in my practice, as our seven doctors, including myself, see 50-80 patients per weekday and 100 patients on a weekend. In addition to the ease of implementing this technology into our practice's workflow, it is accurate and efficient and offers repeatable results. We know it provides information that we can rely on to make diagnoses and create treatment plans that will help preserve our patients' eye health and vision.

REIMAGINE THE FULL REFRACTION EXPERIENCE

Eye Refract provides refraction data accuracy by eliminating accommodation. Physiological Refraction enables me to quickly find the balance between clear and comfortable vision, and facilitates the fast identification of the patient's visual comfort zone. From my patients' perspective, it reduces the pressure to provide the right answer to "Which is better, one or two?"

I can also provide comparisons for daytime and nighttime vision for the patient, which opens up conversations with them about aberrations and vision adjustments. The technology even includes keratometry (K's) to fit contact lenses. All the refraction data is automatically imported into my EHR for easy review.

The great functionality of this technology is made even more valuable to my practice because the data collection process can be delegated to a moderately trained user. I can step back as doctor and focus on interpreting the data and providing a diagnosis and treatment plan.



EARLY DETECTION OF OCULAR PATHOLOGIES IN JUST SECONDS

Anterior and posterior segment analysis using the Visionix VX 650 offers multi-modal clinical applications to assess everything from the lids and lashes to the retina. This empowers me to quickly and accurately screen for cataracts, glaucoma, retinal and corneal pathologies. With one device, I can perform a comprehensive assessment. I am able to keep early-stage medical eyecare conditions in-house for treatment, rather than having to refer immediately to outside specialists. This allows me to monitor threats to eye health and vision. I can provide an in-depth consultation to determine the next best steps in the treatment plan for my patients.

BECOME A PREVENTATIVE OCULAR HEALTH EXPERT & PATIENT EDUCATOR

Multi-function technology like VX 650 does more than safeguard my patients' eyes. That alone would make it a worthwhile investment. But more than that, it allows me to educate patients about my exam findings and why I am prescribing specific treatment plans. The technology allows me to show patients exactly where I have pinpointed a potential problem, or evidence of eye disease. I can then tie that explanation to how we will work to monitor, improve, or at least slow the progression, of the problem.

This elevated level of care and patient education is now possible at every location of my practice where Visionix technology has been added. It means that regardless of which of those practice locations my patient visits, they will receive the same impressive level of care.

My role, and that of the other seven doctors in my practice, is transformed to the role of a preventative eye health expert and

patient educator, with an emphasis on interpreting data from advanced technology to provide the best, most cutting-edge care. I am able to take patients past the idea of the optometrist as the expert on only refraction, glasses and contact lenses. Patients who visit my practice find optometrists who are medical eyecare experts with the best technology on the market to support our work.

TRANSFORMING MY PRACTICE & THE EYECARE EXPERIENCE

The combination of VX 650 and Eye Refract system is ideal for cold-start practices, making it easier for the owner to diversify revenue, while driving profitability by keeping more care within the practice. The small footprint means you can add it to your practice without substantially increasing your overhead costs.

My glasses remake rate is down to less than 1 percent, thanks to the accuracy of the technology, and my practice has never been more efficient. We are able to perform screening and refraction with the technology, capturing essential data is under 10 minutes.

I can offer a high level of advanced care. That assurance helps me feel more secure as I expand my practice, even in changing times. Because of the ease of use and scalability of our integrated Visionix technologies, we successfully launched multiple cold-start locations. I know that with the benefit of Visionix, patients will have the best refraction and eye health screening possible in whichever of my offices they happen to visit where we have implemented this technology. That consistency of superior care creates a practice that patients are eager to return to and refer friends and family to experience.



Tamilavichus, R. (2021). How I Created a Comprehensive Ocular Wellness Exam & Reduced Remakes to Less than 1%. Review of Optometric Business. <https://www.reviewob.com/how-i-created-a-comprehensive-ocular-wellness-exam-reduced-remakes-to-less-than-1/>



briot couture

EDGING SYSTEM WITH INDUSTRY-FIRST VIRTUAL 3D RENDERING

Briot Couture is a highly intuitive in-house finishing platform for the evolving Optical. Powered by the world's first virtual 3D finishing technology, Couture allows you to confidently bring more sophisticated lens edging in-house and save on lab bills while reducing remakes.

With intelligent features like 3D rendering, bending, lens power adjustment and unrivaled TrueFit technology, any trained staff can accurately find the optimum lens to match the frame and can even show the customer how their glasses will look with the lenses inside. This allows you or your Master Optician to focus on more advanced eye wear consultations and sales.

briot couture

TRACER AND BLOCKER

The Briot Couture tracer-blocker that comes with your edging system includes all the features of the Briot Attitude tracer blocker and more—including wavefront lensometry.

Move the integrated tracer-blocker to the front office to introduce a more personalized buying experience by showing a real time 3D rendering of their glasses, bringing the consultative patient education for eye exams into the optical frame selection process. This creates more opportunities to make them feel more involved and informed about their purchase—a unique experience that sets you apart from your closest competition.



briot attitude

PATTERNLESS EDGING SYSTEM

The Briot Attitude raises the bar for what is possible in your in-house finishing lab. It is an extremely fast and accurate lens processing solution. The tracing system features a high-speed optical tracer with Gravitech technology that will detect the drill hole coordinates in seconds.

You can design and cut any lens, allowing you to offer customized eyewear tailored to your customer's personality, including Chemistrie clips.

briot attitude

TRACER AND BLOCKER

The Attitude truly changes the game by being the first tracer and blocker to integrate wavefront lens analysis in the device. When coupled with our Gravitech optical tracer, TruScan high base-curve mechanical tracer, automatic drill point recognition and completely automated blocking, the Attitude is the most versatile tracer and blocker in the industry.

briot attitude GTS

LAB TRACER

The new Briot Attitude GTS is your first-time-fit tracing solution! Dual technologies of Gravitech optical tracing combined with TrueScan high base-curve mechanical tracing in this instrument allow you to tackle any frame, tracing up to 100 frames per hour.



briot evoXS2

PATTERNLESS EDGING SYSTEM

The EVO XS2 contains many of the same features as the Attitude, including brushless motors for high volume edging, variable angled drilling, and TrueScan high base-curve mechanical frame tracing. Making it ideal for someone who is not interested in wavefront lens analysis, shelf beveling, milling and represents one of the best values in edging.

briot evolution

TRACER AND BLOCKER

The Evolution is equipped with Gravitech optical tracing technology. This unique tracer can accurately trace a demo lens and project it in 3D in under four seconds. Ideal for finishing labs in cramped quarters, the compactness of the unit was designed to save space without sacrificing quality. An intuitive touch screen interface makes operation of the unit simple and efficient. The unit adheres to OMA/VCA communication protocols which allows the Evolution to interact with a wide array of edging equipment.



briot emotion2

ALL-IN-ONE PATTERNLESS EDGING SYSTEM

The Briot Emotion 2 is an all-in-one finishing lab that includes edging, blocking, drilling, grooving, and tracing in a single unit. With the Emotion 2, we have added our game-changing patented optical tracing technology, Gravitech. With it, you can accurately scan a demo lens with perfect 1:1 shape reproduction in around 4 seconds. Drill mounts have likewise never been easier, as Gravitech is not limited to just the trace. It will also automatically scan drill hole coordinates so your job is ready in seconds. The high definition optical system ensures you will see laser engravings and markings clearly and easily. With the Emotion 2, the perfect fit is possible.



briot perception2

ALL-IN-ONE PATTERNLESS EDGING SYSTEM

With Gravitech patented optical tracing and a new integrated drilling feature, Perception 2 represents unparalleled technology and value in its class. Perception 2 is an ideal solution for practices with a finishing lab, looking for an entry level system with or without drilling.

briot scan8

REMOTE OR LAB TRACER

Featuring our patented TrueScan tracing technology, the Scan 8 can effortlessly trace even the toughest high base curve wrap frames. The gentle stylus pressure ensures that probe will not distort thin metal frames. An intuitive touch screen interface makes it one of the easiest tracers to use, making Scan 8 an ideal tracer for your lab.



weco E7

PATTERNLESS EDGING SYSTEM WITH VIRTUAL 3D RENDERING

Introduced in 2022, Weco E7 is the only tracer on the market capable of modelling all the characteristics of a frame's features, including the thickness, making the most complex mountings easy.

Thanks to 3D, preview results with absolute precision for a perfect match between the lens and frame, even on the most complex frames. With the latest TrueFit software, get optimal lens centering and keep full control of the grinding process while saving precious time.

Our exclusive wavefront technology simplifies perfect centering, especially on progressive lenses.

With each step precisely planned, calculated and previewed, from the lens choice to the mounting, you can expect unparalleled first-fit results.





weco E6 series

PATTERNLESS EDGING SYSTEM

The Weco E6 Series brings the best technology in the industry to the table with Gravitech optical tracing, integrated shelf beveling and milling features, and wavefront progressive lens analysis. With the new SD (Smart Design) Interface, you can create incredibly complex shapes for your premium customers.

weco E5 series

PATTERNLESS EDGING SYSTEM

The Weco E5 is a reliable patternless lens edger designed for medium to high volume optical shops. It offers highly sought after features such as integrated drilling and wrap frame processing without compromising on performance or value, making it the ideal choice for someone looking for a lens edger that can process the vast majority of eyewear in the market today. Its sister product, the E5s retains all of the original functionality of the E5 for those without the need for wrap frame processing.



weco E32

ALL-IN-ONE PATTERNLESS EDGING SYSTEM

The Weco E32 is an all-in-one edging system that has integrated tracing, blocking, edging, and drilling, making it ideal for lab environments with limited space and for those looking for a simple, fully featured edging solution.

weco E12

ALL-IN-ONE PATTERNLESS EDGING SYSTEM

The Weco E12 is an all-in-one patternless edging system that can satisfy all the core needs of a finishing lab. It offers grooving, safety bevel, high luster polishing, and an advanced edging cycle to tackle difficult super hydrophobic lenses. It's most innovative feature is the new Gravitech optical tracing system, cutting the time to trace a lens to under four seconds. The addition of drilling makes the Weco E12 the right fit for your lab.



Finishing systems comparison chart

MODEL FEATURE COMPARISON	Briot Couture	Briot Attitude I	Briot EVO XS2	Briot Evolution	Briot Emotion 2	Briot Perception 2	Briot Perception 2 Groove
	Weco E7	Weco E6s	Weco E5		Weco E32	Weco E12	Weco E12 Groove
Safety Bevel	•	•	•	•	•	•	•
Grooving	•	•	•	•	•	•	•
Super-Hydrophobic Lens Cycle	•	•	•	•	•	•	•
Small Eye Sizes <21mm	•	•	•	•	•	•	•
Color LCD Display	•	•	•	•	•	•	•
Touch Screen Interface	•	•	•	•	•	•	•
High Luster Polish	•	•	•	•	•	•	•
Drilling	Variable 30°	Variable 30°	Variable 30°	Variable 30°	Fixed 10°	Fixed 10°	
High Volume Edging	•	•	•	•			
Wrap Frame Processing	•	•	•	•			
High Speed	•	•					
Advanced Motor Controls	•	•					
Chemistrie Processing Interface	•	•					
Shelf Beveling	•						
TruFit 3D Lens Simulation	•						
Smart Design Milling	Version 2.0						
Gravitech Tracing	•	•	•	•	•	•	•
Mechanical Tracing	•	•	•		•		
Integrated Bar Code Scanner	Weco only	Weco only					
Wavefront lensometry	•	•		•			

weco C6

TRACER AND BLOCKER

The Weco C6 is the first dedicated blocker to feature wavefront power mapping technology. This advanced feature allows you to see progressive lens designs with the lens shape superimposed, making edging progressives lenses incredibly fast and easy for the operator.



weco C4

TRACER AND BLOCKER

The Weco C4 is a core tracer and blocker that features a camera-assisted Gravitech optical tracer combined with an easy to use parallax-free blocking mechanism, making it reliable, simple, and easy to operate.

weco T6

REMOTE OR LAB TRACER

The Weco T6 is a rugged mechanical tracer designed to tackle the toughest jobs for remote tracing or a wholesale lab environment. Featuring our patented TrueScan angled stylus, the T6 can trace high base curve wrap frames with accuracy and reliability not found on a traditional tracer.



weco C6 industrial line

LENS VERIFIER-BLOCKER

Fully automatic blocking has proven to be essential in maintaining quality control and efficiency in a wholesale lab environment. It reduces the risk of waste due to human error dramatically. Weco has more experience than anyone in the field of industrial automatic blocking, as a result, it has developed a revolutionary next generation blocker that is designed to boost the output of your lab.

How the Right Lens Tracer = A Less than 1 Percent Remake Rate

By Tia McEntire, Director of Optical Services, and Tim Roach, Optical Lab Manager, Marietta Eye Clinic

When we wanted to increase patient satisfaction, and reduce our remake rate, we decided to invest in new lab optical technology. The technological upgrade we chose two years ago was a Briot Attitude patternless edging system from.

This new system, plus Briot's In-Connect software, gave us a central lab with three edgers to accommodate eyewear production for nine offices. The eight satellite offices use Briot's In-Connect Remote Tracing Software to transmit traces from the Evolution GT Remote Tracer accompanied with job information to deliver a better patient experience.

EFFICIENT AND ACCURATE

The system, which takes a picture of, or traces, the lens using patented GraviTech Optical Tracing technology, improves accuracy in eyewear production. With it we have reduced our remake rate to less than one percent per year.

We can do up to 130 eyewear jobs a day with three edgers, with 85 percent of those being AR-coated and one-third being drilled or grooved. Our Briot Attitude system provides us with another way to wow our patients. Our patients often comment on the fact that their glasses are ready so soon. We require 7-10 business days turnaround time on our glasses as we've found that it's best to under-promise and over-deliver. With this technology, we can produce glasses in just a few days and always over-deliver for our patients.

PATIENT CAN KEEP GLASSES WHILE PRESCRIPTION IS UPDATED

The remote tracing technology from Briot means that a patient, who wants to keep their frame and update their prescription, doesn't have to give up their glasses while the new ones are being made.

Before, if a patient in one of our satellite offices wanted to use their own frame for their new glasses, we would have to take their frame while we ordered the lenses. The remote tracing technology allows the optician to take the patient's frame just for a moment, take a tracing photo, and then give it back to the patient. When the new lenses arrive, they are then simply inserted by the optician into the patient's frames.

Since many of our patients are older and on a tight budget, it is beneficial that they can keep their current frames while an updated prescription is shaped. We are able to meet their needs by providing an option that fits their budget as well as their eyesight, all while providing the kind of care they expect.

In addition to not giving up their glasses, the ability to so easily trace the lenses in our satellite offices means patients also don't have to travel to our primary office to have their new lenses cut. Located, as we are, in the congested Atlanta area, not having to spend that extra time on the road means a lot, especially to an elderly person.



AFFORDABLE AND EASY TO USE

You might think that technology that enables such speed of services, and convenience, would be pricey, but that's not what we found. We paid less than \$7,000 per tracer, along with a one-time licensing fee to purchase the interface technology that allows information to flow from the eight remote tracers to the Attitude Lens Edging System in our primary office.

We feel that the amount of money we spent was quickly recouped, and exceeded, by the improved patient service we are able to provide, and the reduction to our glasses remake rate.

Establishing an efficient process and training staff across nine different locations was an easy process. With the assistance of the Luneau Technology team, we established a quick training protocol to standardize the operation across all locations. Since Gravitex technology does not require routine calibration like a traditional mechanical tracer, our training process was even more simplified, and we can trust the accuracy of the system across all staff members.

With so many things outside of our control, it's nice to have at least one element in our practice that we can always count on—that glasses will be produced fast, and exactly the way our patients need them to be.






VISIONIX

INNOVATION TO UNLOCK YOUR POTENTIAL



“

I created Visionix in 1994 with the ambition of democratizing a technology, the wavefront or Shack Hartmann technology. This technology was initially reserved for cutting edge sectors such as astronomy. My aim was to use it for vision health care by including it in diagnostic and measurement instruments.

— Dr. Marc Abitbol — CEO, Visionix — Inventor

”

1 (800) 729-1959
visionix.com


VISIONIX
INNOVATION TO UNLOCK YOUR POTENTIAL