

Hertfordshire optician opens eyes to advanced technology of Optos



Based in Radlett, Hertfordshire

Device: Daytona *plus*

Consulting rooms: 2

Optometrists: 2

Hertfordshire optometrist Kirit Patel has had an Optos Daytona *plus* since November 2017. Here, he talks about why he thinks having the device sets his practice apart from high street opticians, by making it more than a place that just sells glasses.

Kirit Patel has been director and owner of Radlett Opticians & Contact Lens Centre for 26 years in the town of Radlett, Hertfordshire.

With more than 15,000 patients, Kirit decided to upgrade his practice to include the Optos Daytona *plus* in November 2017. "I wanted a device that would be user-friendly and provide the best care for my patients," he explains.

Kirit is already seeing the benefits of introducing the system, despite only having it for a short time. "The biggest advantage is the ultra-widefield technology. It shows any tears, breaks or detachments in my patients' eyes which, before, could have gone unnoticed. It's been a godsend."

He continued: "Before, we couldn't see the entire retina meaning we didn't have the reassurance that all conditions and diseases were being captured. Now we have complete peace of mind knowing that everything is being picked up."

An interactive patient experience

The Daytona *plus* provides a 200° single capture digital image of the retina - an **optomap®** image. Kirit explained: "The device provides us with images almost immediately, which you can then show patients and help them understand exactly what the issue is, should something be picked up."

“It shows any tears, breaks or detachments in my patients' eyes which, before, could have gone unnoticed. It's been a godsend.”



Previously, Kirit could only explain issues to patients, as opposed to being able to show them. As a result, patients found it hard to visualise the importance of the issues being flagged. He said: "It's not just a toy that shows pretty pictures. The device flags potentially serious problems, often at a point where we can provide advice that will protect, and sometimes save, someone's eyesight."

Delving deeper to uncover more

"I had a patient whose arteries on the eyes were enlarged, which can be a sign of high cholesterol. Following his appointment, I advised him to be tested and soon after he was confirmed as having high cholesterol. Luckily, this issue was detected by the Daytona *plus* at a point where a change in diet was able to prevent the issue from becoming something much more serious."

Kirit added: "The device often picks up issues that are associated with high blood pressure and diabetes, as well as more serious conditions such as changes to the optic nerve and tumours."

Before, we had to jot these results down on paper, but now we have a physical record in the form of an image. This allows us to explain easily to patients what is happening and help them get the proper treatment quicker."

Part of the furniture

"The Daytona *plus* examination is included in all private patient packages, but the uptake from our NHS patients has been extremely high as well. We explain the value in what it does and the reason for the extra charge, after all our patients come to us for the very best eye exams, as they want us to be able to rule out potential problems. They trust our advice." Kirit explains.

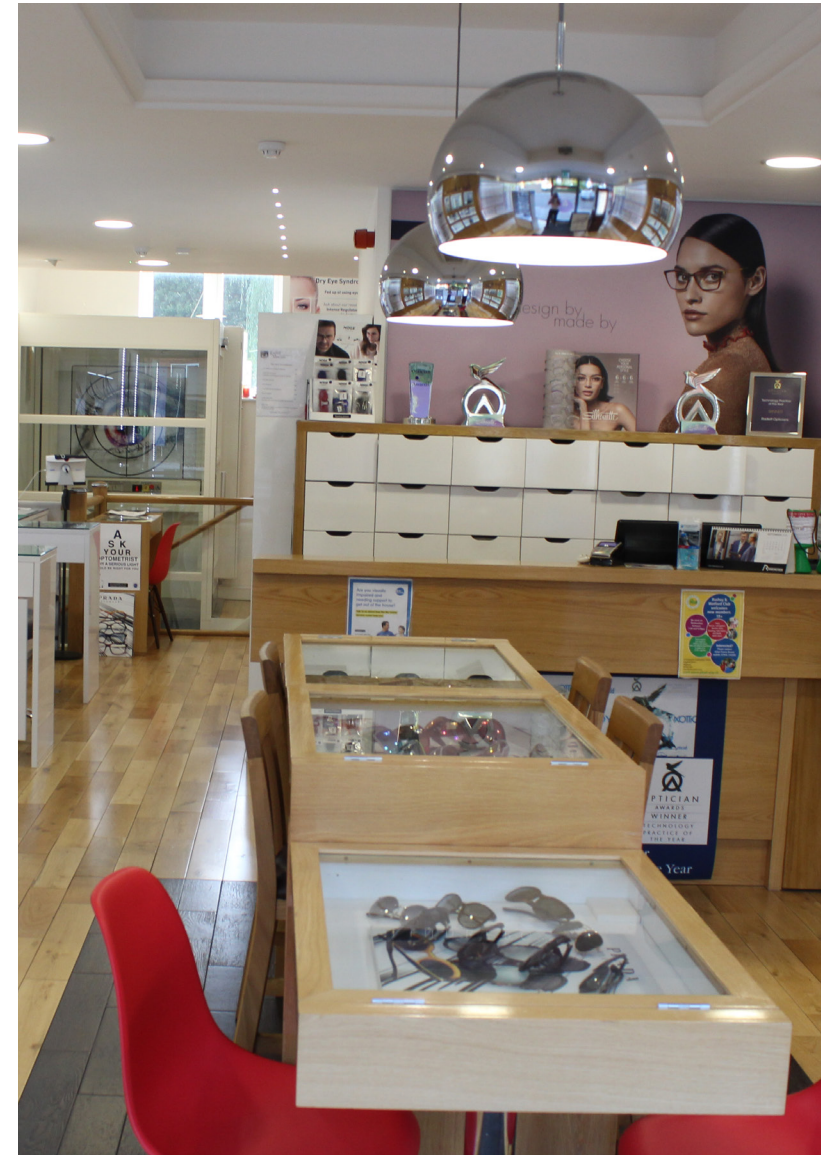
What are the rewards of using the Daytona *plus*? "The device was extremely easy to use from day one. I like to jump into the deep end in most cases so, although it was available, little training was needed. Once we had used the device a couple of times, we were really comfortable with it. It was as if we had been using it for years."

"Another benefit of the Optos system is the sheer volume of images we can take and store on a server as a reference point for patients, so we can compare and track progress as required."

Different from the rest

In terms of setting the practice apart from others, Kirit knows putting patients first and using the most advanced technology is key to his success. "There can be a lot of competition from high street opticians but with technology such as the Daytona *plus*, we have set ourselves apart. We are more than a place that sells glasses; we're a practice that puts the eyecare of our patients first and always strive to provide the best possible experience we can."

Would you recommend others to invest in the device? "The device is an investment, but one that will pay itself back quite quickly. It saves you time as an optician and provides you with the insight and reassurance that the health of your patients' eyes is always taken care of."



Optos plc
Queensferry House, Carnegie Campus,
Enterprise Way, Dunfermline, Fife,
Scotland, KY11 8GR
Tel: +44 (0)1383 843350
ics@optos.com

Optos, Inc.
500 Nickerson Road, Suite 201,
Marlborough, MA 01752, USA
Call Toll-free (US & Canada): 800-854-3039
Outside of the US: 508 787 1400
usinfo@optos.com

Optos Australia
10 Myer Court, Beverley,
South Australia, 5009
Tel: +61 8 8444 6500
auinfo@optos.com

