Getting Involved With Femtosecond Laser Assisted Surgery

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Financial Disclosures

Refractive Cataract Surgery Landscape

- Growing body of clinical evidence and market acceptance since introduction on 2010
- Adding a new procedure to cataract surgery
- Sensitive, high technology, high priced medical device
- Per use fees
- Non-reimbursed
Adoption Considerations

- Upfront capital investment
- Maintenance/upgrade costs
- Staff training and adoption
- Patient recruitment

Economics of Access

Sightpath Validation Process

- Project Inception:
  - July 2010
- Validation Begins:
  - January 2012
- No alterations made to machine footprint

SPM is the only manufacturer-approved mobile femtosecond laser for cataract surgery provider
Surgeon Training

- Online training
- Didactic wet lab
- Surgical proctoring

Site Requirements

- 11x14’ room
- 3’ wide doorways
- Dedicated 120v/20a circuit
- Temp controlled at 68*
- Humidity < 65%
- Patient bed/stretcher to fit beneath

Typical Surgery Day
Engineers

- Engineers
  - Background/Training
  - Capabilities
  - Cross-pollination

Benefits

- Efficiency
- Insulation from future technology changes

Additional Benefits Services

- Clinical services
- Implementation support at a practice level
- Practice and procedure marketing