

## Improving Efficiency in the Exam Room

By Jennifer L. Stewart, OD Speed up your workflow and increase patient satisfaction with digital refracting systems.

Efficiency is defined as “an accomplishment of or ability to accomplish a job with minimum expenditure of time and effort.” It’s a term closely linked to profit in our practices, and if we streamline processes, we can successfully grow our offices and increase our incomes.

One of the easiest ways to accomplish this is to speed up exam times using a digital refraction system. This allows you to see four to five more patients per room per day, which can be further increased by delegating refraction to a technician. This segues into a greater number of completed treatment plans in the optical, amplifying the per-patient revenue. In the ever-changing landscape of managed care, we all know how hard it can be to increase profitability. Here, we look at some easy-to-use refracting systems that can help make a difference.

### MARCO

Marco has three automated refracting platforms available to streamline refracting in an office. The EPIC-5100 workstation increases patient efficiency by 50%-75%, and also plays a

huge role in increasing patient satisfaction, staff efficiency, and profits. This system combines a digital refractor, autorefractor/keratometer, space-saving chart projector, autolensometer, and motorized table, taking up one-third the space of a traditional lane.

The EPIC system decreases work times to less than 10 minutes, and performs the refraction in three to five minutes, saving at least five to eight minutes as compared to a traditional, manual phoropter. It includes a color touchscreen, improved test and target design, intelligent cross cylinder, flash memory, three contrast and glare-testing modes, a built-in near reading card light and tilt screen, and multiple near tests. Wave front data is collected and integrated into most EMRs, and hard copies can also be printed via an external printer.

The Marco TRS-5100 system is extremely accurate and reliable, minimizes staff variations, and seamlessly integrates with EMR systems. The TRS-5100 replaces a standard refractor, and allows practitioners to control the refraction from a small keypad. This key



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pad also controls the CP-690 Automatic Chart Projector. The TRS-5100 is completely programmable, allowing for the delegation of the refraction to staff, if needed. It features the ability to compare the new prescription with the old one at the touch of a button, as well as a one-touch toggle for “quick refract” series. It shares similar features with the EPIC system, including color touchscreen, improved test, target and cross-cylinder design, along with improved ability for near vision testing.

The TRS-3100 offers a streamlined system that has a completely wireless interface with the autorefractor and autolensometer. This aggressively priced system also features a small keypad and

touch screen that maximize workspace and decrease the risk of shoulder and neck injury. It can also be networked into a paperless EMR system, and features a dedicated Real Time processor that delivers outstanding operational speed, responsive specificity of function, tremendous simplicity of use, and the security of sustained performance integrity.

Marco is positive its systems will be beneficial to ECPs and to that end will perform a complimentary, comprehensive evaluation of a practice to give a clear cost-benefit analysis. Marco also performs hands-on training for staff and provide unmatched technical support post-installation.

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