

Don't Sacrifice Quality or Accuracy

The TRS-5100 improves practice efficiency and level of patient care

Our practice, Vista Eye Care in Green Valley, AZ, conducts approximately 1,300 comprehensive eye exams and 2,100 office visits per month, in addition to selling roughly 400 pairs of eyeglasses each month. We are projecting approximately \$4 million in gross revenue this year — thanks in no small part to the TRS-5100.

As the saying goes, “time is money.” In our case, our experience with Marco’s digital refractor has more than proven this to be true.

I purchased my first unit in 2008 and have added more as the practice grew. We now operate six TRS-5100 digital refractors, in addition to an ARK-530A autorefractor and an LM-1000 autolensometer.



The optical area of Vista Eye Care

I originally purchased another company’s refraction system, basing my decision primarily on cost. I figured both companies had great reputations and were well-known, so how different could the systems be? Furthermore, any references I was able to get came from doctors who had only used one of the systems. Yet, in the first year alone, we experienced multiple problems with the system that the manufacturer was unable to fix. At the end of that year, I returned the system and purchased the TRS-5100.

It was only then that I learned how much better the TRS-5100 system worked than my previous system. The TRS-5100 greatly increased speed and improved efficiency in patient care without sacrificing accuracy and quality.

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Dr. Bartoletti uses the TRS-5100 to examine a patient

Examine Patients Quickly and Efficiently

In our practice, the technician performs the autorefractometer and reads the patient’s current glasses on the autolensometer. The information is automatically transferred to a data card, which can be inserted into — and read by — the TRS-5100. The entire refraction sequence goes more quickly and smoothly than with a standard manual refractor because this information is pre-loaded into the refractor, and the TRS-5100 speeds up the “Which is better, one or two?” decision. The TRS-5100 uses a split prism to measure the astigmatic component and presents both choices to the patient at the same time, making selection easier and quicker — and less stressful for the patient.

Additionally, the TRS-5100’s control panel displays the lensometer reading, the autorefractor measurement, and my subjective refraction simultaneously. With the

push of a button, I can show the patient the prescription they came in with alongside the new one generated by our refraction. This allows the patient to make an informed decision on whether new glasses are needed. Patients really appreciate being able to see the change in their prescriptions for themselves. Vision is very subjective, and we all interpret vision differently.

At the end of the refraction, the manifest refraction, autorefractometer, and lensometer readings are all transferred to the patient’s electronic health record — a helpful feature that eliminates the need for time-consuming manual entry while eliminating transcription errors. Other features, including simplified phoria testing and the binocular balance test, can also be automatically set using only one button.

Increased Revenue

This efficiency has enabled us to see more patients each day, leading to a direct increase in gross revenue. The TRS-5100 can save me roughly 3 to 4 minutes per patient. Do the math: 3 to 4 minutes multiplied by 15 comprehensive exams per day (per doctor) saves approximately 45-60 minutes. In 60 minutes, I can add at least two more exams a day. Since we average \$375 per comprehensive exam, that equates to an increase of \$165,000 per year in revenue per doctor (220 days x 2 exams per day x \$375), and we employ five ODs and one MD.

Ergonomic Design

The difference this system has made has been felt physically as well. Before acquiring these units, I was seeing a

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— Christine Bartoletti, OD

chiropractor regularly. But the TRS-5100 console sits on a table near my chair and the adjustments require none of the repetitive motions I was making when using a manual refractor. These systems have saved my back. Our younger doctors will never reach the point that I was approaching, where practicing was painful. It’s enough to make me jealous.

Satisfaction Guaranteed

I am beyond pleased with my decision to purchase the TRS-5100 all those years ago. It has not only improved efficiency and satisfaction, but it has also increased my bottom line. I could not be happier! ●

Christine Bartoletti, OD



In addition to owning and operating Vista Eye Care in Green Valley, AZ, Dr. Bartoletti is a diplomate of the American Board of Optometry and an active member of the American Optometric Association, Arizona Optometric Association, and Southern Arizona Optometric Society.



The TRS-5100

