

OVER 1,000 PATIENTS REVEAL THEIR CONFIDENCE IN TEAR OSMOLARITY TESTING



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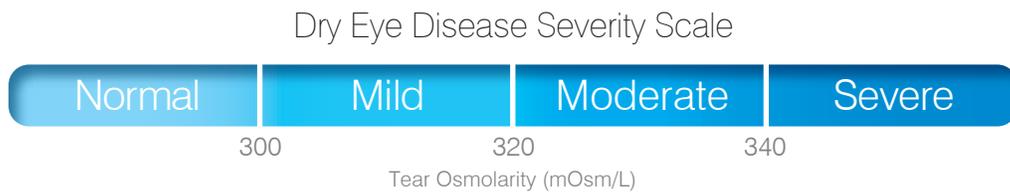
When TearLab partnered with the largest dry eye organization, Sjögren's Syndrome Foundation, in 2013 to promote Dry Eye Disease Awareness Month, Ophthalmic Consultants of Long Island was excited to participate in the associated patient satisfaction survey. Dry Eye Disease (DED) affects approximately 40 million people in the U.S. and less than 5% of the DED population has been diagnosed. Dry Eye Disease is the most common reason that patients visit an eye care professional. This was the perfect opportunity to help educate our patients and gather information on their experience at the same time.

There were 278 eye clinics that participated and over 1,000 patient respondents. Of the patients surveyed, 87% said that knowing their tear osmolality score helped them better understand Dry Eye Disease and, not surprisingly, 93% found the test to be comfortable. This data mirrors the feedback we have experienced at OCLI.

Overall, osmolality testing provides an important foundation for diagnosing and managing Dry Eye Disease while improving patient flow. It helps strengthen the

relationship we have with our patients. According to the survey, 83% of patients said that tear testing gave them more confidence in their doctor.

Having an objective, quantitative number provides clarity on the patient's tear film stability and informs our treatment plan. In fact, approximately 93% of patients reported that having their osmolarity number helped them to understand the severity of the disease and the effectiveness of treatment.



Similar to a glucose or cholesterol test, giving a patient a specific number also includes them in the process, which may increase the chances that they will follow through with the prescribed treatment plan. Considering that 89% of patients reported that Dry Eye Disease affects normal life activities that are important to them, providing better care for this patient population and increasing their satisfaction benefits us all.