

Return on Investment Quick Reference 2021

Standard-of-care clinical and practice management solutions

Key Clinical Benefits – There are many factors that practitioners weigh before investing in new technology. Two basic questions they ask are: does this technology advance patient care and will this technology improve the bottom line of my practice? The following is an overview of ZEISS diagnostic solutions. Alongside each device is a list of clinical benefits and information regarding the potential for monthly revenue for three patients per day.*



Models 500 and 700

CLARUS® – HD Ultra-widefield Fundus Imaging System

- **Color** – True color accuracy important for diagnosis and documentation of ocular diseases. All true color images can be separated into red, green and blue channel images
- **Clarity** – Ultra-high resolution, along with an intuitive software, allows tracking subtle changes in pathology as well as view, compare and annotate images
- **Comfort** – Simple, stable and intuitive, ZEISS CLARUS 500 brings the optics to the patient to create a comfortable and satisfying patient experience
- **Complete suite of imaging modalities** to include Autofluorescence Green, Autofluorescence Blue, infrared reflectance, external eye image (ocular surface) and Stereo

CPT 92250	\$ 39.78/patient	3 patients/day = \$2,386.80/month
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CPT 92285	\$ 23.38/patient	3 patients/day = \$1,402.80/month
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CPT 92235	\$119.33/patient	3 patients/day = \$7,159.80/month
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Models 5000 and 500

CIRRUS® – The only OCT with the CIRRUS SmartCube™ of data

- **AngioPlex® OCT Angiography** for dye-free ultra-clear visualization of microvascular blood flow
- **Full Anterior Segment Chamber Imaging** including the ability to measure angles, corneal thickness and sagittal height
- **PanoMap™ Analysis** widefield structural map
- **Retina: FastTrac™ 2.0 for improved retinal tracking**, macular change analysis, EDI (enhanced depth imaging), Advanced RPE analysis, Fovea Finder™
- **Glaucoma: Complete RNFL and optic nerve head analysis**, including Guided Progression Analysis™ (GPA™) and AutoCenter™; Ganglion Cell Analysis (GCA™) GPA

CPT 92132	\$ 32.10/patient	3 patients/day = \$1,926.00/month
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CPT 92133	\$ 37.68/patient	3 patients/day = \$2,260.80/month
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CPT 92134	\$ 41.52/patient	3 patients/day = \$2,491.20/month
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Models 840, 850 and 860

Humphrey® Field Analyzer 3

- **Liquid Trial Lens™** technology
- **ReLEYE™** video capture
- **SmartTouch™** interface
- **Guided Progression Analysis** shows both event and trend analysis and quantified rate of change
- **Visual Field Index** compares your patient's visual field status to a normative database
- **Connectivity** to office networks, EHRs and FORUM®
- **Kinetic testing capabilities** both standard and customized.
- **SITA™** Faster tests in 2 minutes or less without compromise to test results
- **Mixed SITA GPA** reports allows mixing all SITA test strategies for GPA reports

CPT 92083	\$ 64.20/patient	3 patients/day = \$3,852.00/month
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CPT 92082	\$ 48.15/patient	3 patients/day = \$2,889.00/month
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Models 500 and 700

IOLMaster® 700 with Total Keratometry®

- **Two exclusive formulas:** Barrett TK Universal II and Barrett TK Toric
- **SWEPT Source Biometry®** – Axial measurements utilizing SWEPT Source OCT for:
 - Unparalleled measurement speed and significantly better cataract penetration
 - Identification of unusual eye morphologies (e.g., tilted / decentered lens, macular hole, etc.)
 - Fixation check to visually verify proper patient fixation during measurement
- **Telecentric Keratometry** – Unique optical design ensures alignment
- **Comprehensive set of formulas onboard** including Barrett, Holladay 2, Haigis-L for post LVC and Haigis-T for toric lenses
- **Integrated Reference Image capture** for use with ZEISS CALLISTO eye® toric alignment system

CPT 92136	\$ 55.48/patient first eye	3 patients/day = \$3,328.80/month
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CPT 92136-26	\$ 30.71/patient second eye	3 patients/day = \$1,842.60/month
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*Please verify reimbursement with your local Medicare carrier.

CPT – Billing varies by application. Coverage and payment may vary by payer. National averages are in accordance to Medicare Physician Fee Schedules as of January 2021. Price is for budgetary purposes only and is subject to change. Please note that ZEISS cannot guarantee success in obtaining third party insurance payments. It is the responsibility of the provider to determine and submit claims with the appropriate codes, charges and modifiers for the services rendered. Providers should contact insurers directly for specific information on policies.





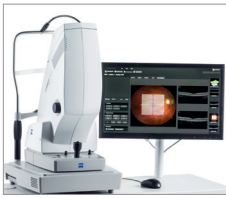
VISUCAM® 224 Digital Fundus Camera

- Auto-Focus, Auto-Flash, Auto-Montage, Windows® 7 OS enhancing ease-of-use
- ZEISS superior optics and 24MP sensor provides excellent resolution and detail
- 3.3 mm minimum pupil size with small pupil mode
- FAF and Stereo mode permanently included to capture and review 3D stereo pairs
- External photography capable and equipped for dry AMD imaging

VISUCAM® 524 Digital Fundus Camera

- Fluorescein Angiography (standard) images with highest number of pixels for versatile fundus photography
- Optional ICGA / FAF imaging modes (field upgradable)

CPT 92235	\$119.33/patient	3 patients/day = \$ 7,159.80/month
CPT 92240	\$206.92/patient	3 patients/day = \$ 12,415.20/month
CPT 92250	\$ 39.78/patient	3 patients/day = \$ 2,386.80/month
CPT 92285	\$ 23.38/patient	3 patients/day = \$ 1,402.80/month
CPT 92242	\$256.46/patient	3 patients/day = \$ 15,387.60/month



Models 600 and 800

CIRRUS photo – The smart imaging combo OCT & fundus camera

- Full non-mydratic color camera with FAF, FA and ICG options
- View Fundus and OCT scans on one screen using MultiMode Navigator
- Efficient cross modality analysis in one compact system. No need to move your patient

CPT 92132	\$ 32.12/patient	3 patients/day = \$ 1,927.20/month
CPT 92133	\$ 37.89/patient	3 patients/day = \$ 2,273.40/month
CPT 92134	\$ 41.50/patient	3 patients/day = \$ 2,490.00/month
CPT 92235	\$119.33/patient	3 patients/day = \$ 7,159.80/month
CPT 92240	\$206.92/patient	3 patients/day = \$ 12,415.20/month
CPT 92250	\$ 39.78/patient	3 patients/day = \$ 2,386.80/month
CPT 92285	\$ 23.38/patient	3 patients/day = \$ 1,402.80/month
CPT 92242	\$256.46/patient	3 patients/day = \$ 15,387.60/month



Humphrey Matrix® 800 Visual Field Instrument – Proven to find early visual field loss, quickly and easily

- Frequency Doubling Technology (FDT)
- Tests in normal ambient light
- No trial lenses needed in most patients
- Lightweight, compact and portable

CPT 92083	\$ 64.24/patient	3 patients/day = \$ 3,854.40/month
CPT 92082	\$ 48.36/patient	3 patients/day = \$ 2,901.60/month



Atlas® 9000 Corneal Topographer – Compact All-In-One System

- Cone-of-Focus™ and Arc-Step Algorithm deliver sub-micron elevation accuracy
- SmartCapture™ automatically selects the highest quality image
- Corneal Wavefront Zernike Analysis – Great tool for cataract surgeons to help determine corneal spherical aberration Z(4,0), including scotopic and photopic imaging of the pupil and HVID (white-to-white) measurement
- PathFinder™ II Corneal Analysis Software helps identify abnormal corneal conditions and track corneal health
- MasterFit™ II Contact Lens Software helps streamline fitting gas permeable lenses and minimize patient chair-time

CPT 92025	\$ 37.53/patient	3 patients/day = \$ 2,251.80/month
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Therapeutic Lasers

- VISULAS® YAG III – Photodisruption laser with Super Gaussian beam profile
- VISULAS 532s – Gold-Standard (532 nm) Photocoagulation: compact, integrated, reliable
- VISULAS Trion – Multi wavelength photocoagulation laser for optimum flexibility and broad therapy spectrum
- VITE option, available on VISULAS 532s and Trion – Provides additional multi-spot application
- VISULAS YAG III Combi and VISULAS Trion Combi – Multifunctional, space-saving design