

RDx Financial Benefits

At Topcon Healthcare, we understand the challenges you face today to remain competitive in an ever-evolving world of new technology and increased demand for remote eye care options. That's why we proudly introduce Topcon RDx®, an innovative ocular telehealth platform that allows you and your patients to connect in real-time and conduct comprehensive eye exams. Unlock the opportunities to grow your practice while delivering what matters most: high-quality medical care to your patients.

This example analysis is intended to help you determine if RDx® is right for your practice. Actual revenue generated will be based on the individual practice's fee structure, capture rate and product costs.



Scenario 1 – Weekend Hours

My practice has multiple locations that are open Monday through Friday. We've had complaints about not having weekend hours, and we would like to meet the demand.

Solution: By implementing RDx, now my practice can open on Saturdays¹ for remote-only exams using rotating doctor hours from other sites. This implementation represents \$88,684 of additional revenue per year.

Revenue ²	Estimates	Your Practice
Average number of patients per hour	1.2	
Total of additional Patients per month	38	
Gross revenue per exam	\$300	
Gross monthly revenue from RDx	\$11,520	
RDx Plus Investment³		
Monthly Subscription fee	\$500	
Monthly Staff Labor Cost (based on extra day)	\$631	
Monthly Technician Labor Cost (based on extra day)	\$891	
Monthly Optometrist Labor Cost (based on extra day)	\$1,816	
Total Monthly Costs	\$3,838	
Additional Monthly Operating Income	\$7,682	
Additional Annual Operating Income	\$92,184	
One-time Installation fee	\$3,500	
Total Additional Operating Income from RDx Year 1	\$88,684	

1. For this scenario, 8-hour business days were considered.

2. Gross revenue per exam indicates the average income per patient visit and this number includes exam fees, material and all other sources of revenue. This is an estimate based on Delaney-Gesing, Alex. "How to See 50 Patients a Day at Your Practice." *Optometry Times*, 2019. www.optometrytimes.com/view/how-see-50-patients-day-your-practice.

3. Estimated labor costs are based on national averages found in the U.S. Bureau of Labor Statistics (<https://www.bls.gov/>) as of August 2021.

Scenario 2 – Rural Location

I have two offices but one of them is in a rural location. I only get 4 patients a day in the rural office but I'm commuting there twice a week to perform exams. It would be much more efficient to see these patients remotely to perform exams.

Solution: By implementing RDx, the doctor can see all patients from ONE location. Now the doctor schedules exams in this rural location three half-days⁴ per week. This implementation represents \$103,228 of additional revenue per year.

Revenue ²	Estimates	Your Practice
Half-days per week	3	
Total patients per week	12	
Total patients per month	48	
Gross revenue per exam	\$300	
Gross monthly revenue from RDx	\$14,400	
RDx Plus Investment³		
Monthly Subscription fee	\$500	
Monthly Staff Labor Cost (based on 3 half-days)	\$946	
Monthly Technician Labor Cost (based on 3 half-days)	\$1,336	
Monthly Optometrist Labor Cost (based on 3 half-days)	\$2,724	
Total Monthly Costs	\$5,506	
Additional Monthly Operating Income	\$8,894	
Additional Annual Operating Income	\$106,728	
One-time Installation fee	\$3,500	
Total Additional Operating Income from RDx Year 1	\$103,228	

4. For this scenario, 4-hour business half-days were considered

2. Gross revenue per exam indicates the average income per patient visit and this number includes exam fees, material and all other sources of revenue. This is an estimate based on Delaney-Gesing, Alex. "How to See 50 Patients a Day at Your Practice." *Optometry Times*, 2019. www.optometrytimes.com/view/how-see-50-patients-day-your-practice.

3. Estimated labor costs are based on national averages found in the U.S. Bureau of Labor Statistics (<https://www.bls.gov/>) as of August 2021.

If you are experiencing these scenarios, RDx might be the right choice for your practice.

Visit us at www.topconhelathcare.com/RDx

or scan the QR code to find out more.

