



Myopia Management Business Analysis

Create a new revenue stream for your practice by adding myopia management services. Income is generated through a combination of screening and treatment fees.

This example analysis is intended to show the potential sources of revenue. Actual revenue generated will be based on the individual practice's fee structure, capture rate and product costs.

Myopia Management Business Analysis



The following guide is intended to assist you in obtaining payment for various eyecare procedures, including myopia screening exams and treatment options. It is your responsibility to set the appropriate fees for the services you provide. This guide is not a guarantee of payment.

Diagnosis

Monthly Pediatric Eye Exams	20
Screening Capture Rate	40%
Monthly Screening Tests	8
Screening Test Price	\$50
Monthly Screening Revenue	\$400

Treatment

	YEAR 1	YEAR 2	YEAR 3
Patients Requiring Treatment (Monthly)	6	6	6
Treatment Protocol Capture Rate	50%	50%	50%
Total Patients Treated (Monthly)	3	3	3
CRT Revenue per Month	\$1,050	\$200	\$200
MiSight Revenue per Month	\$950	\$300	\$300
Atropine Revenue per Month	\$450	\$450	\$450
Total Treatment Revenue per Month	\$2,450	\$950	\$950

- Assumes one CRT, one MiSight and one atropine patient per month
- Atropine patients fill prescription at a pharmacy – practice collects service fees only
- Treatment fees in years 2 and 3 are reduced to show payment for maintenance treatments only

Revenue After Device Payment

	YEAR 1	YEAR 2	YEAR 3
Monthly Myopia Management Revenue	\$2,850	\$3,800	\$4,750
Device Monthly Payment*	\$425	\$425	\$425
Monthly Net Revenue	\$2,425	\$3,375	\$4,325
Annual Net Revenue	\$29,100	\$40,500	\$51,900

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