

Financial Interests

- Optovue
- Haag Streit
- Reichert
- Alcon

agenda

- · Challenges and rewards of early detection
- Human factors that influence glaucoma diagnosis and management

Optometry is all about early diagnosis and aggressive glaucoma management

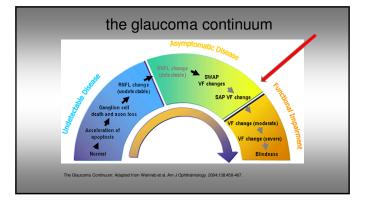
- We have the time to diagnose and manage chronic illness
- We have a financial interest in chronic ocular disease
- We are non surgical glaucoma specialists



our sea of clinical data

- •Confounding IOP data
- •Threshold visual fields
- •Angle assessment
- Nerve assessment
- •General medical status
- •Clinical trials





Why does early detection make a difference?

- Momentum of glaucoma progression
- Increased longevity
- Quality of life





challenges to early detection

- 100 years of detection and management by procedure oriented physicians
- Sub specialization of ophthalmologyRetail pressures in commercial settings
- Perceived lack of urgency in early stages
- Resistance to engage with an asymptomatic patient
- Pessimistic attitude toward patient compliance
- LASIK and deceptively low IOP
- Obsolete measurement of structure, function and IOP
- Lack of attention to significant risk factors
- Lack of attention to history and clinical protocol
- Lack of commitment to glaucoma management at its early stages

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procedure oriented physicians

Hanpen's Point Eye Associates



Ophthalmologists rank each other by number of procedures per year.

Few have the mindset to manage chronic non – surgical disease.

Sub specialization of ophthalmology
eatraction
extraction
extraction</

"The very best surgeons have a deep level of respect for the limitations of surgery......"





Perceived lack of urgency in early stages

- Borderline IOP
- Borderline nerves
- Disease may take years to progress if it exists.....



"We'll take another look when you return in 1, 2 or 3 years..."

"nerves .3 and IOP's normal"

"I'm covered"

Resistance to engage with an asymptomatic patient

The discussion about ocular hypertension and glaucoma in an asymptomatic patient is arduous. The temptation to kick the can down the road is ever present.



Our pessimistic attitude toward patient compliance

- If you want to get rid of your patient, just tell them to exercise, loose weight and stop smoking.
- They aren't going to follow instructions, so why bother?
- We'll fix it some time down the road with a surgery.....

OD's need to diagnose and treat more glaucoma

- 40,000 OD's
- 8,000 Rx 4 -6 Rx's per year
- 4,000 average 12 24 Rx's per year
- Only 2,500 3,000 treat with more than one medicine and Rx more than 3 x / month

Paul Karpecki, OD, FAAO





Making sense out of IOP

Correct IOP How Important is it?

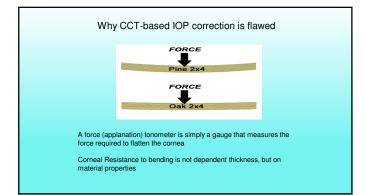
Elevated IOP is a significant risk factor for Glaucoma; accuracy matters. Since IOP reduction is the only available treatment for Glaucoma, it makes sense to measure our treatment as accurately as possible.

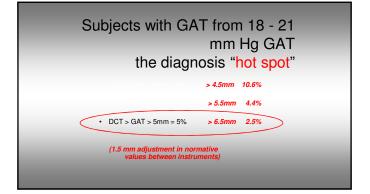
Corneal Thickness & IOP						
	CCT (µm)	Correction Value (mm Hg)				
	465	+6				
 Calculation based on data of Ehlers et al (1975) 	485	+5				
	505	+3				
Modified from Stodtmeister (1998)	525	+1				
Arithmetic mean of	545	0				
corneal thickness in	565	-1				
healthy subjects: 545 μm (Doughty and Zaman 2000)	585	-3				
	605	-4				
	625	-6				



James Brandt, MD Director Glaucoma Services UC Davis

"Assuming that CCT can be used as a correction factor for GAT is a misinterpretation of the results of OHTS... that couldn't be further from the truth. Adjusting IOP based on CCT is attempting to instill a degree of precision into a flawed measurement. You may actually correct in the wrong direction. The issues related to the most accurate tonometry need to include the material properties of the cornea"





Post-LASIK

 More than 15 million people in the U.S. have had LASIK surgery (2013) – about 375,000 of them will have or will have glaucoma

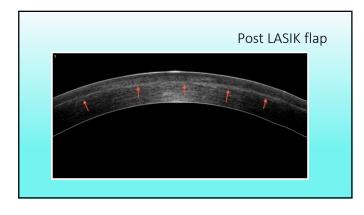
Post LASIK cornea is at least 100 microns thinner and weakened by the flap

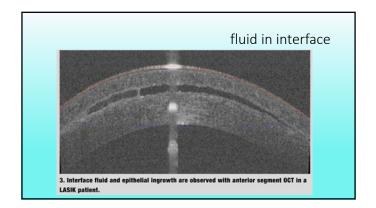
Glaucoma and buckeyes grow in Ohio

- 3% U.S Population = 10 million Ohioans
- 3% 15 million in U.S. post LASIK = 450,000 in Ohio have had LASIK
- 2.5% of 450,000 with glaucoma = 11,250 have or will have glaucoma









LASIK and CCT

- Average cornea 545 microns
- Average ablation 60+ microns
- Average loss from cut 10+ microns

Net post LASIK CCT = 465 microns

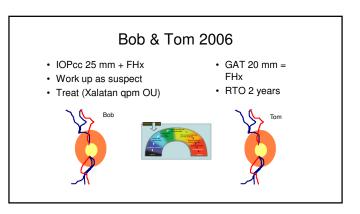
Does LASIK (or cataract surgery) mitigate the glaucoma risk of high myopia?

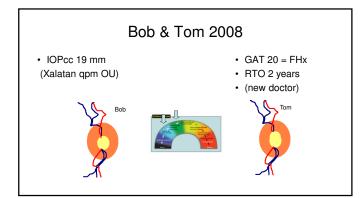


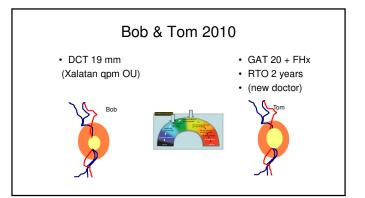
Managing Goldmann IOP

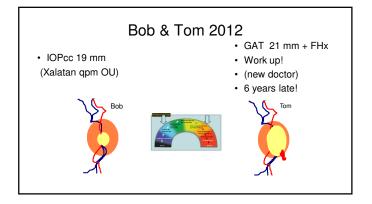
- · Thin corneas always underestimate IOP
- Thick corneas can be wrong in either direction
- · Sick corneas are almost always underestimated
- Underestimation gets worse as glaucoma progresses
- Keratorefractive corneas are always underestimated

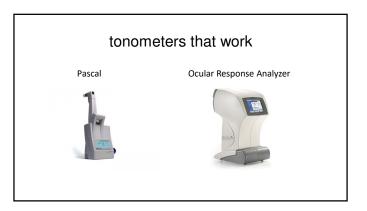
Never shave points and.....use a better tonometer!



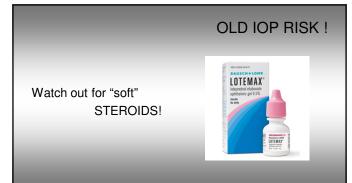


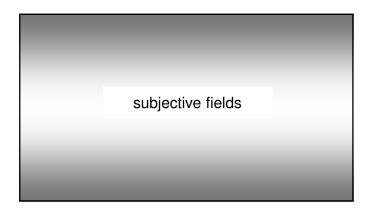








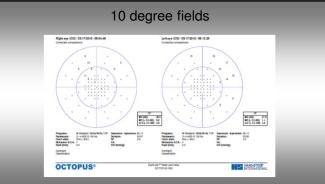


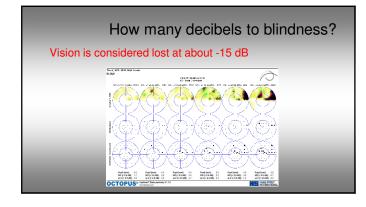


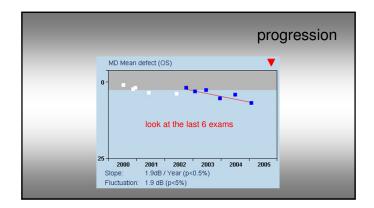
Threshold visual fields

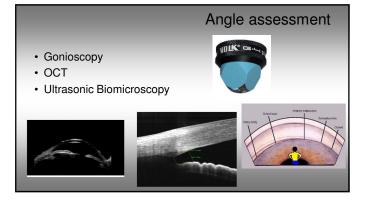
- How often
- •When to consider 10 degree fields
- Test duration
- How many do we need?
- Mean and localized progression













Nerve assessment

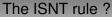
- Photography
- OCT the standard of care
- GCC the new kid on the block
- Ango OCT the newest kid on the block

Optometric Glaucoma Society – 2013 Seattle, WA

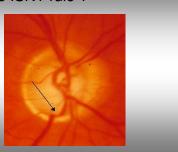
Session 4: Honoree's lecture Moderator: John Flanagan

2:00 – 2:45 PM. The Death of Cup to Disc Ratio in Glaucoma – SDOCT Paradigm Change and its Clinical Implications Claude Burgoyne MD Senior Scientist & Van Buskirk Chair for Ophthalmic Research Research Director, Optic Nerve Head Research Laboratory Devers Eye institute Clinical Professor of Ophthalmology Oregon Health and Sciences University





Inferior Superior Nasal Temporal



Evaluation of the "IS" Rule to Differentiate Glaucomatous Eyes From Normal

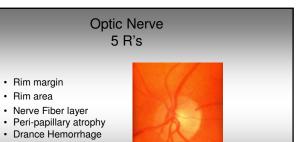
Law, Simon K, MD, PharmD; Kornmann, Helen L MD, PhD; Nilforushan, Naveed MD; Moghimi, Sasan MD; Caprioli, Joseph MD

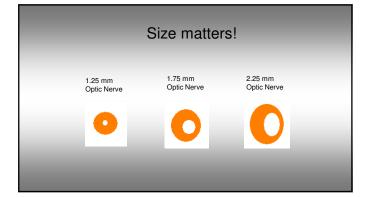
Jules Stein Eye Institute

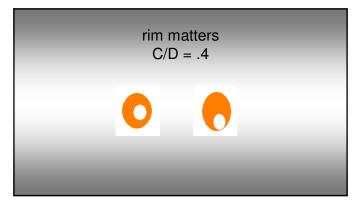
Journal of Glaucoma: January 2016 - Volume 25 - Issue 1 - p 27–32

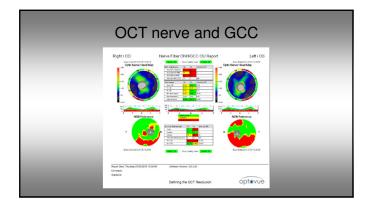
Conclusions: The ISNT rule alone has a high sensitivity but relatively low specificity. Application of the IS rule in eyes with increased CDR yields a much higher specificity for differentiating normal from more advanced glaucomatous eyes.

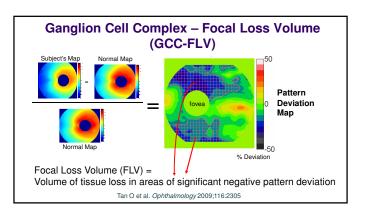
A combination of different features of the optic disc (increase of CDR and ISNT or IS rule) improves the specificity of optic disc evaluation for glaucoma.

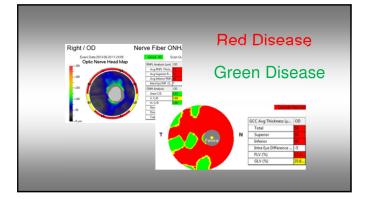


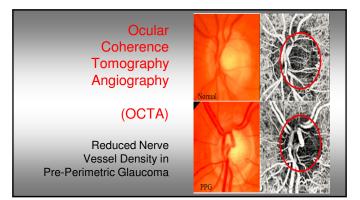


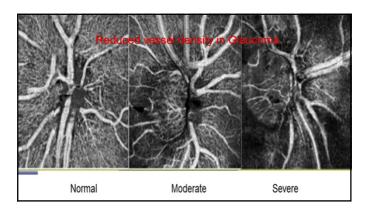


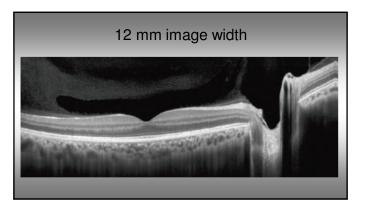












Normal Tension Glaucoma

IOP and Blood flow are like fraternal twins in glaucoma risk





Perfusion pressure

• Diastolic BP – IOP = DPP

Risk of progression multiplies below 55

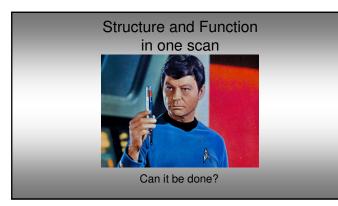
Glaucoma

....is about IOP and blood flow

structure - function the new paradigm

Scientific evidence supporting the combination of structural and functional data to optimize diagnosis and therapy

Combining the two - making it practical



Clinical trials Reality Check!

- Collaborative Initial Glaucoma Treatment Study (CIGTS)
- The Early Manifest Glaucoma Trial (EMGT)
- The Normal Tension Glaucoma Study (NTGS)
- Ocular Hypertension Treatment Study (OHTS)

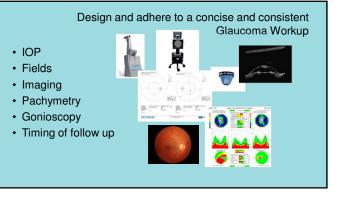
Get Organized

establish and adhere to a clinical PROTOCOL

Better adherence to standard of care and clinical protocol

- Consistency of clinical data
- Adherence to standard of care
- Impact on timely glaucoma diagnosis







treatment decisions

treatment goals

Reduce IOP and enhance perfusion to halt or minimize progression in the safest and most economical and energy efficient manner

monocular clinical trials?

don't

monocular treatment

don't

under treatment late treatment

don't

Be AFRAID to add medicine?



Forget oral medications

don't

Forget about LASIK

don't



Age

- How do we treat old age as a risk factor?
- How do we treat youth as a risk factor?

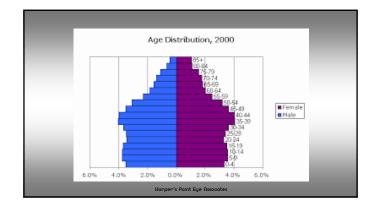


Don't miss the impact of increasing life expectancy

Patients live longer than most doctors predict

OHTS – mean age 56 years, median life expectancy 30 years

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(USA, 20	002, all persons, me	edian)
Current Age	Life Expectancy	Years
45 yrs	79.9 yrs	34.8
65 yrs	83.3 yrs	18.3
85 yrs	91.1 yrs	6.1

glaucoma treatment

Plan efficient treatments

- prostaglandins
- · adjective medicines
- combination drugs
- adjunctive medicines as front line
- surgeries





Dorzolamide Backorder !!!!!!

- Azopt Alcon
- Cosopt PF Akorn

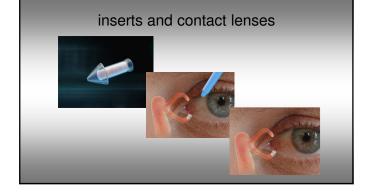


Bausch & Lomb / Nicox latanoprostene bunod VYZULTA

- Preclinical studies have shown that NO plays a role in controlling IOP in normal eyes by increasing aqueous humor outflow through the trabecular meshwork and Schlemm's canal.
- Studies have also demonstrated that patients with glaucoma have reduced levels of NO signaling in their eyes, providing a rationale for the therapeutic value of NO-releasing molecules for patients with open-angle glaucoma or ocular hypertension.

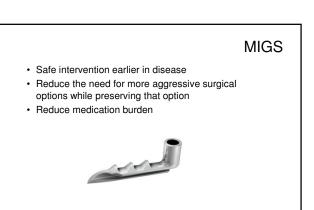
(FDA) has approved Rhopressa® (netarsudil ophthalmic solution) 0.02%

Roclatan[™] looks like it's on its way..... (netarsudil / latanoprost)



glaucoma surgery ALT / SLT Pl Pl and pigmentary glaucoma SLT Iridoplasty – iris plateau Stents Trabeculectomy vs. Valves When is surgery the right option?

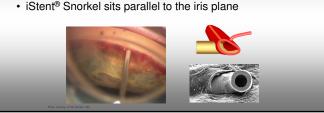
-init











iStent® Surgical Procedure

- · iStent® rails are seated against scleral wall of Schlemm's canal
- iStent® Snorkel sits parallel to the iris plane









"You know you're a good runner when you can crack a joke while running up hill!"

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speak slowly and clearly

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Never say "ophthalmologist"







Never say.....

OD's have been treating glaucoma in Massachusetts for almost two weeks!

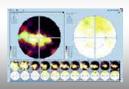
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Informed Advocacy "Mrs. Jones, the reason that we doing these tests and prescribed this medicine is that if my mom had glaucoma, I would do exactly the same for her." N. H. Osher, MD Circinnati Eye Institute

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If you've never failed in treating glaucoma, you haven't been doing it long enough!

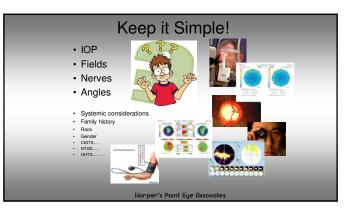


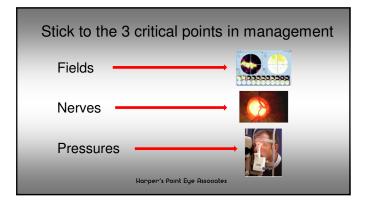


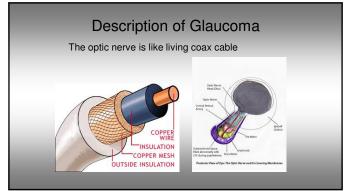
compliance and adherence

- · Clear communication of nature of the disease
- · Clear communication of the diagnosis
- Clear communication of the methods and goals of treatment
- Commitment to aggressive follow up schedule

As OD's, this is our time to show why we're better at this!



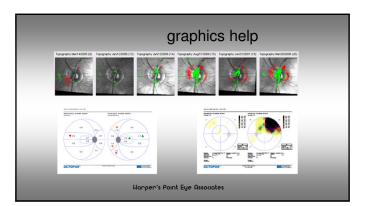




description of glaucomaThe optic nerve is central nervous system tissue. We can

prevent damage, but we do not know how to repair it. Discuss spinal cord injuries......





Make sensible comparisons My "earcoma"

How many ear drops would you take to avoid this?

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most common questions

- What did I do wrong?
- · Is there a cure?
- · Does it have to be in the family?
- Will I go blind?
- Do I need surgery?
- · How long will I need to take the medicine?

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most common questions - 2

- What if do more yoga?
- · Will LASIK fix this?
- What is your opinion regarding green tea?

discussing the workup

- Though I am not convinced that you have glaucoma, your findings (IOP, fields, nerves) concern me.
- With the additional information, we can better decide whether this should be treated or carefully watched"
- I will instruct my staff to schedule a return visit for additional testing within the next \underline{week} or \underline{two}

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Lab rats always take their drops and show up for their appointments...

discussing follow up

Our tests show that you do not appear to have glaucoma at this time." or...

 "People with these types of borderline findings often develop glaucoma, which would require treatment"

or...

"In future visits, we will closely watch for changes in your (nerves, IOP, fields), which would signal the need for treatment."

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initiation of therapy - 1

- Sharing scientific data i.e. OHTS ?
- Predicting adherence sizing up the patient
- Is surgery a good option as an initial therapy? SLT?
- Cost considerations free meds, generics, foreign pharmacies

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initiation of therapy - 2

- "These eye drops will lower your pressure. Place one in each eye EVERY night.
- · It is important that you keep them next to your toothbrush
- My staff will schedule a return visit for <u>2 weeks</u>
- · We are available 24/7 if you have any concerns"

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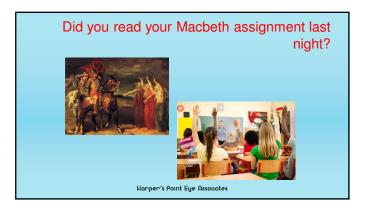
The discussion about compliance and adherence informed advocacy vs. **Confrontation!**

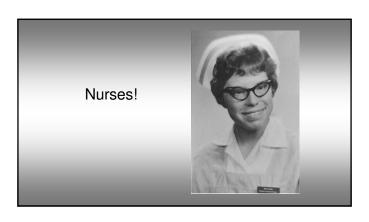
Have you been taking all of your medicine ?!?!!"

"Did you miss any drops ?!?!!"

"Don't come back until you redeem yourself ?!?!!"



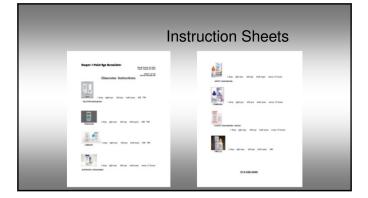




Why have I chosen this medicine?

Standard of care Effectiveness Safety Downside – what could go wrong?

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The follow up visit

When? How often? Why? Testing frequency? What would you do with a CL patient? OD's / MD's and adherence

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www.Canadadrugs.com

60 Neptazane 50 mg (U.S.) = \$375.00

100 <u>Neptazane</u> (Canada) = \$180.00

Cosopt (generic) 10 ml (2 month supply) = \$59.00

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take control of second opinions

- MD's as glaucoma managers
- OD's as glaucoma managers
- Non-surgical glaucoma specialists
- The worst second opinion
- Finding an excellent second opinion

OD's own glaucoma!

