



“I know my patient has Dry Eye Syndrome (DES)...
But what is the cause?

Is it Aqueous Deficient or Evaporative?
Is there an Allergic Component?”

Only **Advanced Tear Diagnostics’** Point-of-Care (POC) lab tests can precisely determine the cause of DES, its severity and may allow for the quantitative assessment of treatment efficacy.

Reimbursable by Medicare and Private Insurance

Lactoferrin Test CPT CODE 83520

IgE Allergy Test CPT CODE 82785

TearScan™
270



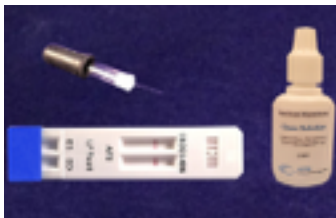
TearScan™
Compact

Lactoferrin - What is it?

Lactoferrin is a protein that exhibits a unique combination of antimicrobial, antiviral and anti-inflammatory properties. It is one of the eye's important immunological defense mechanisms and also is a biomarker used to assess the secretory function of the lacrimal gland.

Benefits of Testing Lactoferrin Levels in the Tear Film:

- Low Lactoferrin levels directly correlate to DES caused by aqueous deficiency
- The severity of DES can be determined by the Lactoferrin level
- Low Lactoferrin levels indicate DES and depressed ocular immunity, which may represent an increased surgical risk
- Low Lactoferrin levels may indicate the cause of contact lens intolerance
- Changes in Lactoferrin levels may show the efficacy of the prescribed treatment



ATD's Lactoferrin (Lf) Diagnostic Test

Sensitivity: 83%
Specificity: 98%
Shelf Life: 12 months

Test Time: approx 2 minutes
Normal Lf: ≥ 0.9 mg/ml
Low Lf: < 0.9 mg/ml

IgE - What is it?

IgE (Immunoglobulin E) is an antibody that binds to allergens and triggers the degranulation of mast cells that cause inflammation.

Benefits of Testing IgE Levels in the Tear Film:

- The presence of IgE indicates the diagnosis of allergic conjunctivitis
- Levels of IgE increase with the severity of the allergic response
- IgE testing can help differentiate allergic conjunctivitis from dry eye syndrome
- Allergic conjunctivitis is a contraindication for LASIK and other surgical procedures
- Changes in IgE levels may show the efficacy of the prescribed treatment



ATD's Immunoglobulin E (IgE) Diagnostic Test

Sensitivity: 93%
Specificity: 96%
Shelf Life: 12 months

Test Time: approx 3 minutes
Normal IgE: < 80 ng/ml
High IgE: ≥ 80 ng/ml

Interpretation and Application of ATD's Tear Diagnostic Tests

Dry Eye or Allergy Signs or Symptoms

<u>Tear Chemistry</u>	<u>Indicates</u>	<u>Possible Cause</u>
Normal Lactoferrin & IgE	1) Normal lacrimal function 2) No ocular allergy present	Evaporative dry eye
Normal Lactoferrin & High IgE	1) Normal lacrimal function 2) Ocular allergy present	Ocular allergy and possibly evaporative dry eye
Low Lactoferrin & Normal IgE	1) Suppressed lacrimal function 2) No ocular allergy present	Aqueous deficient dry eye
Low Lactoferrin & High IgE	1) Suppressed lacrimal function 2) Ocular allergy present	Aqueous deficient dry eye and ocular allergy

Contact Lens Patient

<u>Tear Chemistry</u>	<u>Indicates</u>	<u>Possible Risk</u>
Normal Lactoferrin & IgE	1) Normal lacrimal function 2) No ocular allergy present	Good CL candidate
Low Lactoferrin	Suppressed lacrimal function	Hypoxia, infection and/or CL intolerance
High IgE	Ocular allergy present	CL intolerance and GPC

Ophthalmic Surgical Procedures

<u>Tear Chemistry</u>	<u>Indicates</u>	<u>Possible Risk</u>
Normal Lactoferrin & IgE	1) Normal lacrimal function 2) No ocular allergy present	Good LASIK candidate
Low Lactoferrin	Suppressed lacrimal function	Increased risk for post-operative DES
High IgE	Ocular allergy present	Increased risk of corneal haze and DLK

Note: Supporting documentation can be found on ATD's web site and by contacting ATD.

ATD's tests are currently being used to improve patient care in the areas of dry eye, ocular immunology, ocular allergy and ocular surgery, including LASIK. The tests are simple to perform, accurate, rapid, repeatable and reimbursable.

Annual Gross Profit Potential from ATD's Tear Diagnostic Tests

		Lactoferrin	IgE	Both
Per Eye	2014 CMS Rates	\$17.66	\$22.47	\$40.13
	Product Cost	\$10.50	\$10.50	\$21.00
	Gross Profit	\$7.16	\$11.97	\$19.13

Per Patient	2014 CMS Rates	\$35.32	\$44.94	\$80.26
	Product Cost	\$21.00	\$21.00	\$42.00
	Gross Profit	\$14.32	\$23.94	\$38.26

		# of Patients Tested Per Day	No Retest	With 1 Retest*
Gross Profit Potential with 5 day week and 48 week year	1	\$9,182	\$13,427	
	5	\$45,912	\$67,134	
	10	\$91,824	\$134,269	
	25	\$229,560	\$335,672	
	50	\$456,120	\$671,344	

* To Test Treatment Efficacy assumes each patient comes back for one retest based on the findings of the first tests. Only one test is performed - 65% were retested for Lactoferrin and 35% for IgE.

Note: This is only an example of potential gross profitability from test strip reimbursements with a single retest (more severe cases would likely be brought back for more than one retest) and is not an estimate for your practice. Related services such as exam revenues, supplements and punctual plugs can more than double these estimates. *Estimates provided by ATD are for example purposes only and not a guarantee or predictor of actual results.*



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