

What's Next? The Future of the Scleral Lens Industry

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Course Category: Contact Lens

Course Description: The scleral lens industry has enjoyed a meteoric rise as patients with corneal disease have adopted this technology. This lecture explores the future of the scleral lens industry with interviews from some of the top practitioners, producers, and decision makers in the field.

Learning Objectives:

- 1) Explore the current limitations associated with the scleral lens industry
- 2) Understand the current and future market size
- 3) Peer into the future of the technology involved with sclerals
- 4) Hear what payers are planning for the future of sclerals
- 5) See what will happen with education of prescribers
- 6) Understand where the industry is headed with input from leaders in the field

Outline:

- I. Introduction (5 min)
- II. Research methodology for this lecture (5 min)
 - a. Personal correspondence with leaders:
 - i. Key Opinion Leaders
 - ii. Leaders of Scleral Lens Organizations
 1. Scleral Lens Education Society

2. CCLRT Diplomates- Academy
 3. Creator of Scleral Lens Facebook Group (for patients)
- iii. Scleral Lens Designers
 - iv. GP laboratories
 - v. Material manufacturers
 - vi. Insurers
- b. SurveyMonkey of 10 contact lens directors at optometry schools
- i. Questions
 1. On average, how many students are in each graduating class at your institution?
 2. In which year are students first exposed to scleral lenses in lectures?
 3. In which year are students first exposed to scleral lenses in the clinic?
 4. In the school's clinic, how many scleral lens patients does the average student see by the time they leave optometry school (excluding external rotations)?
 5. In external rotations in the average contact lens practice, how many scleral lenses do students see by the end of optometry schools?
 6. What percent of the external contact lens rotations would you label as "expert scleral lens practices"?

7. In the school's clinic, what percentage of patients are fit with sclerals using anterior segment OCT to evaluate the fit?
8. How do you feel about students' experience with sclerals by the time they leave optometry school

- ii. Sent to contact lens clinic directors at 10 academic optometry institutions

III. Market size (5 min)

- a. Rapid adoption of scleral modality
- b. Plateau

IV. Technology (10 min)

- a. Lens Designs
 - i. Short term- Limbal clearance
 - ii. Long term- fit customization
- b. Materials
 - i. Dk
 - ii. Wettability
- c. Coatings
- d. Solutions
 - i. Education component of harmful practices (solutions)
 - ii. Tailored solutions for sclerals

V. Payers (10 min)

- a. Vision Insurers
 - i. Response from one of the largest vision insurers

- ii. Increased utilization yields decrease of benefit

- iii. Others will follow suit

- b. Medical Insurers

- VI. Practitioner Education (10 min)

- a. Current Status

- i. Optometry school preparation

- 1. Entrance requirements

- 2. Scleral Lens Education

- a. Results of survey of ten optometric educators

- b. Analysis of these results

- ii. Continuing education

- 1. Workshops

- 2. Live interactive

- b. Needs

- VII. Conclusion (5 min)