

# Contact Lens Dropout Prevention

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**TWIN CITIES**

OCULAR SURFACE  
DISEASE SYMPOSIUM

# Disclosures

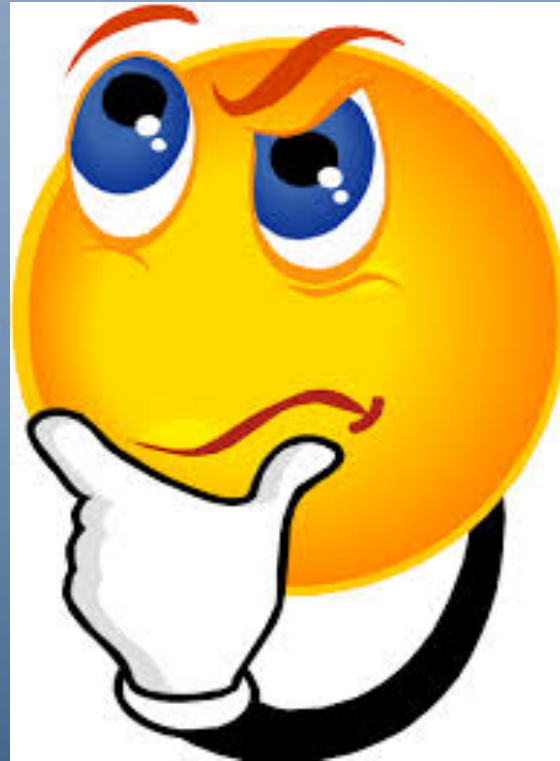
- Acculens
- Alcon
- Allergan
- Bausch + Lomb
- Contamac
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- Gas Permeable Lens Institute (GPLI)
- Johnson & Johnson Vision
- Novabay
- Ocusoft
- Paragon Biotech
- Scleral Lens Education Society
- Shire
- Sjogren's Syndrome Foundation
- STAPLE program
- SynergEyes
- Visioneering Technologies



# When a patient with dry eye presents for CL evaluation, what do you do?

- No previous lens wear?
- Previous wear?
  - Successful?
  - Multiple failures based on poor vision, poor comfort, limited wear time?
- Fit the patient, and hope he/she will “adapt,” or “get better”?
- Prepare the ocular surface for CL wear?

- Pause...





# Why Treat Ocular Surface Disease

- Extend comfortable wearing time each day of contact lenses
- Improve comfortable wearing time of contact lenses at the end of the replacement period
- Improves vision with contact lenses – especially important for multifocal contact lens wearers
- Happy patients refer their friends to you



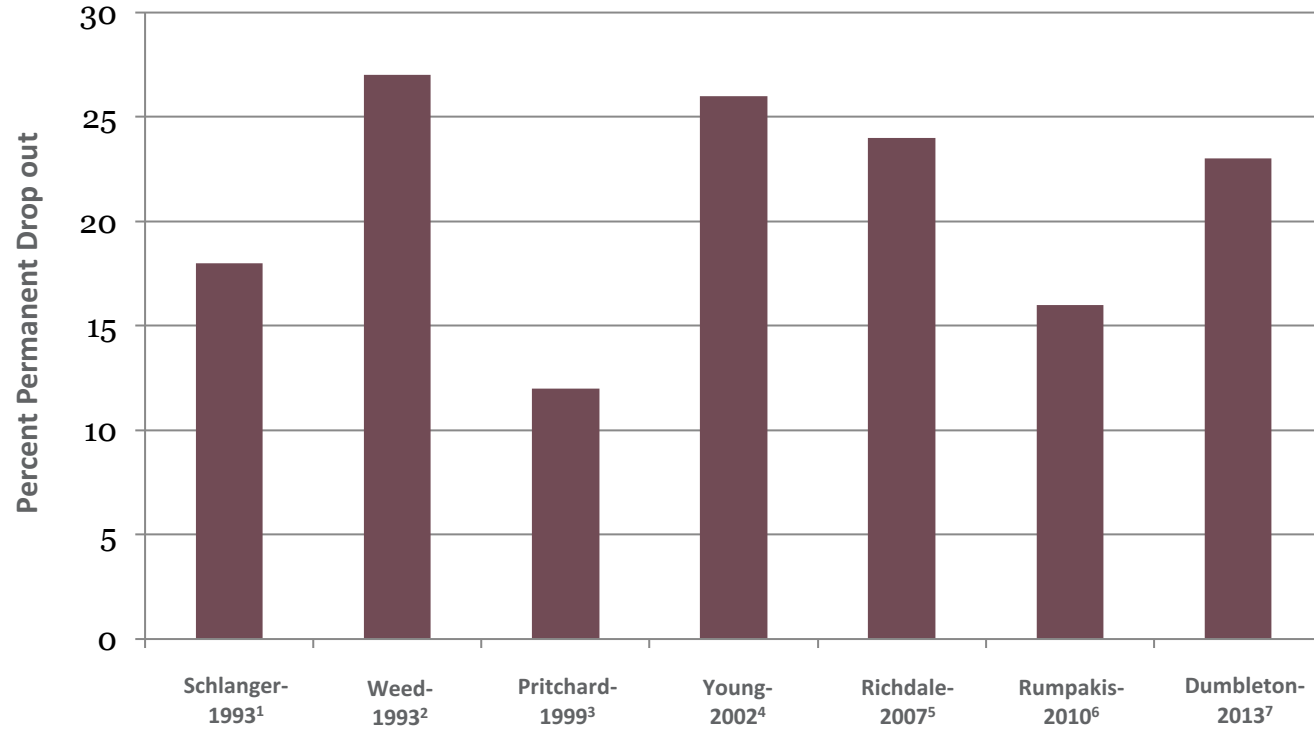
# CL Dropout

- Patient drop out rates have not changed much over time
- U.S dropout rate almost 16% - almost 1 in 6 contact lens patients

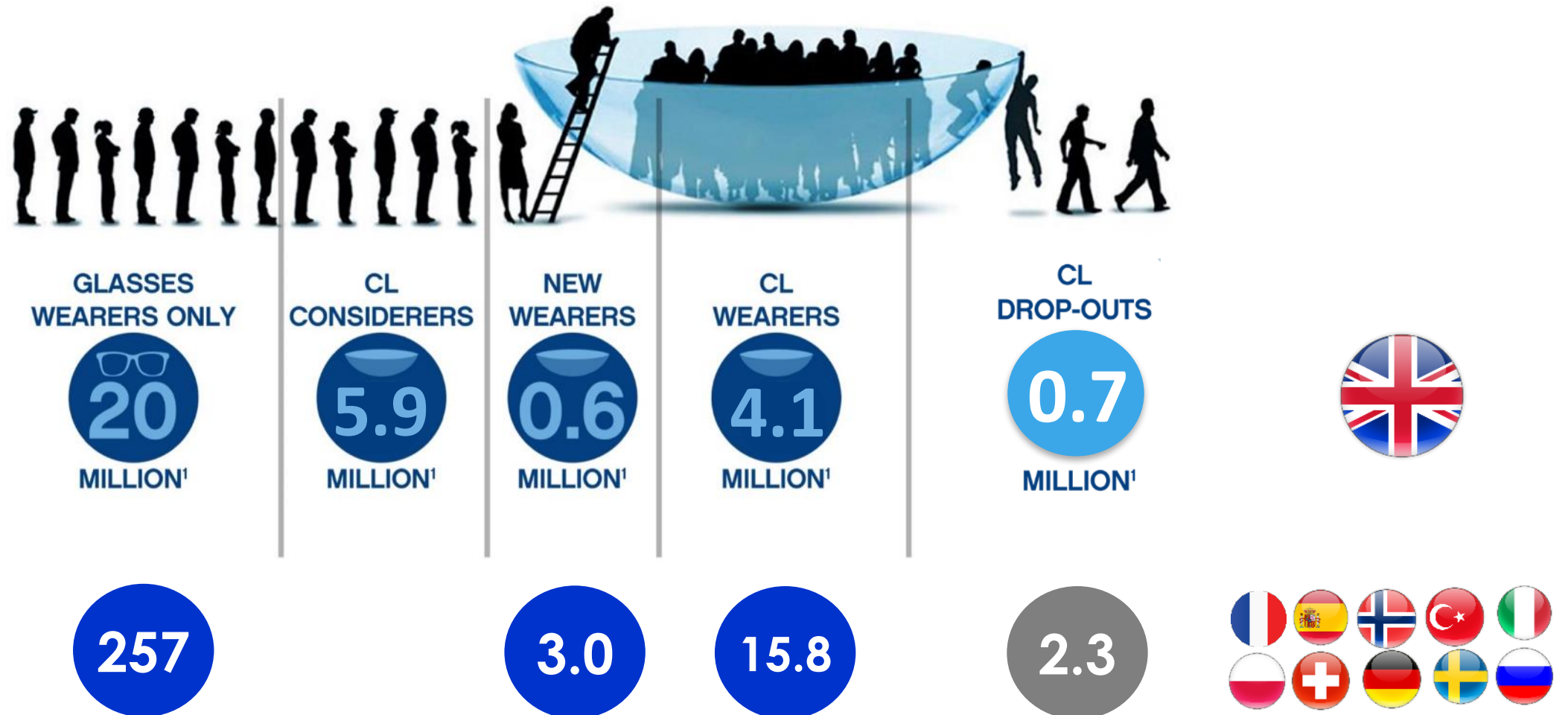




# Contact Lens Dropout



# Contact lens markets 2016



1. Data on file. UK Incidence Study. Johnson & Johnson Vision 2016

2. Data on file. EMA Incidence data. Johnson & Johnson Vision 2017



# Previous Drop-out Studies

Reference	Year	N	Country	Methodology	Results
Dumbleton et al	2013	4207	Canada	Web-based survey	Discontinuations – 40% Permanent discontinuations – 23%
Rumpakis	2010	372	US (138), Taiwan, Korea + others	Web-based survey	‘Dropout rates’: US – 16%, Asia-PR – 31%, EMA – 30%
Richdale <i>et al</i>	2007	453	US (University)	Self-administered questionnaire	Discontinuations – 24% Dissatisfied CL wearers – 26%
Jutai et al	2003	418	Canada	Self-administered questionnaire	Discontinuations – 43%
Harknett et al	2001	115	UK (University clinic)	5-year chart review	Discontinuations – 29%
Pritchard et al	1999	1444	Canada (Quebec)	Mailshot questionnaire	Discontinuations – 34% Permanent discontinuations – 12%
Weed et al	1993	568	Canada (University)	Self-administered questionnaire	Discontinuations – 51% Permanent discontinuations – 40%

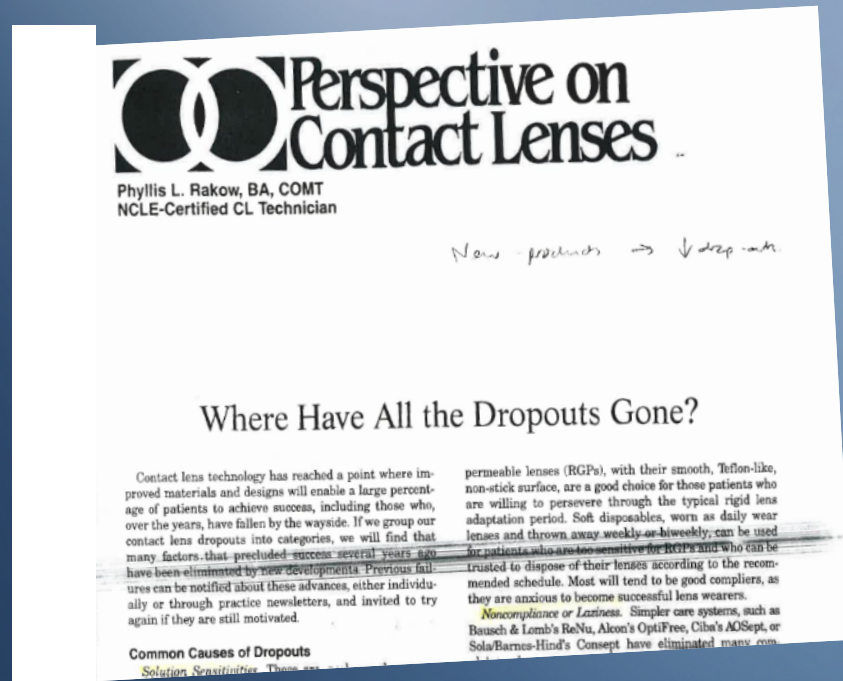
# Definition of Dropout

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- % Ever discontinued CLs / Ever worn CLs
- % No longer wearing CLs / Ever worn CLs
- % Discontinued in last 2 years having worn CLs for longer than 6 months / Worn CLs in last 2 years
- **% New CL wearers discontinued in 1st year / Patients fitted with CLs**



# Reasons for Dropout – Historical



Rakow PL. *J Oph Nurs Tech* 1990; 9:223-4

## Common Causes:

Presbyopia

Dry eye

GPC, heavy deposits

Residual astigmatism

Poor comfort w RGPs

Hypoxia

Lens durability

# Lapsed CL Wearer Study

## Underlying Causes of CL Discontinuations

Available online at [www.sciencedirect.com](http://www.sciencedirect.com)

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ELSEVIER

Contact Lens & Anterior Eye  
www.elsevier.com/locate/clae

Contact Lens & Anterior Eye 27 (2004) 83–85

Clinical note

Why one million contact lens wearers dropped out<sup>☆</sup>

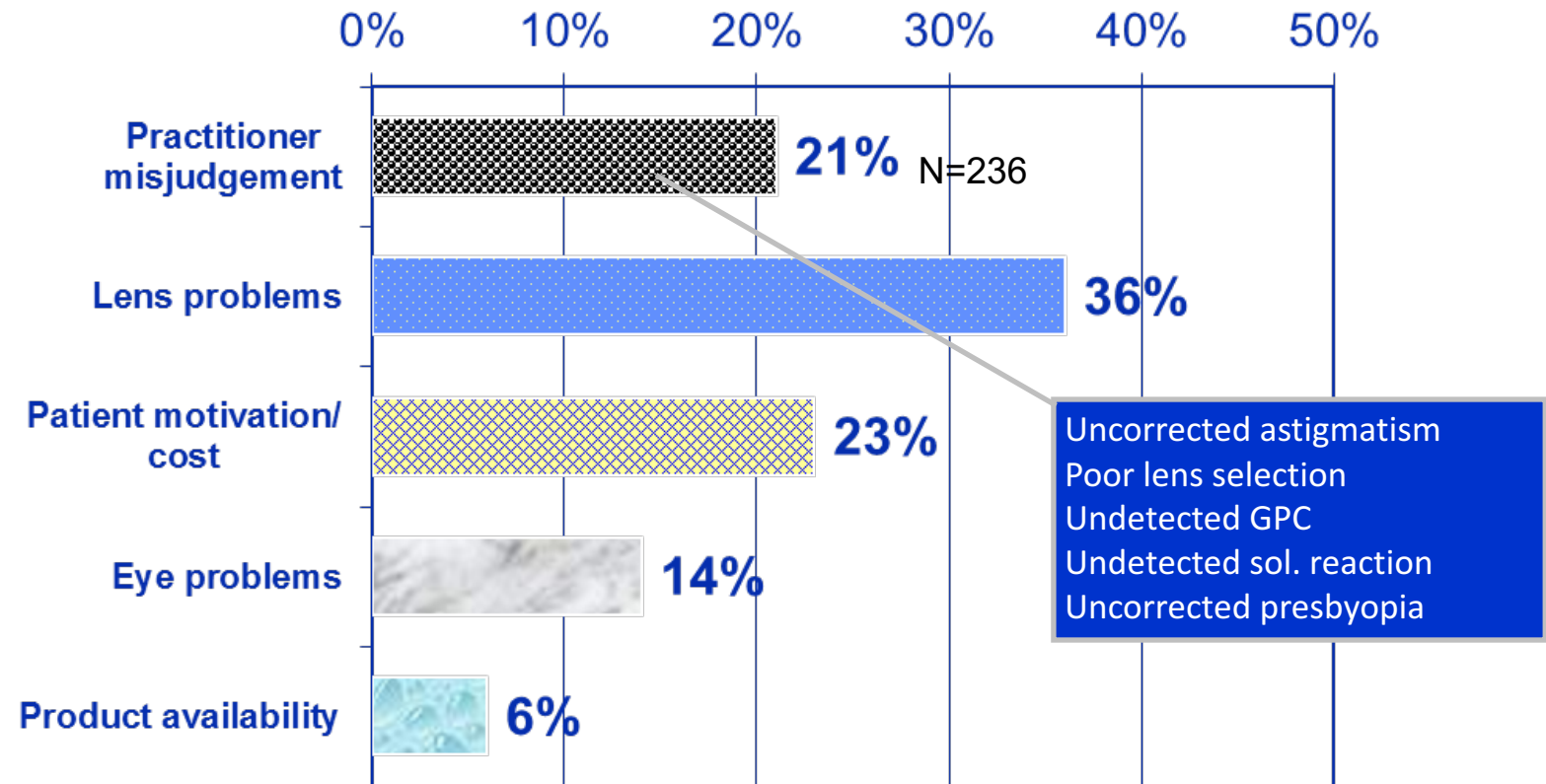
Graeme Young  
Visioncare Research, Farnham, Surrey GU9 7LW, UK

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The early 1990s saw a large increase in the number of contact lens wearers in the UK. It is estimated that this figure doubled between 1990 and 1996 to reach approximately three million wearers. The increased uptake of contact lenses during this period is thought to have been due to a number of factors, including the availability of frequent replacement soft lenses, the introduction of daily disposable lenses and the effects of television advertisements [1].

UK, 236 lapsed wearers were recruited with the intention of being refitted with contact lenses. The findings published at the end of the last year showed that a high proportion of lapsed contact lens wearers can be successfully refitted and usually with relative ease. On initial assessment, only a handful (2%) were considered to be fundamentally unsuitable for contact lens wear. More than 95% were dispensed lenses and of these 77% were considered successful after 1 month's

*Cont Lens Ant Eye* 2004; 27:83-5



# Success rates with lapsed CL wearers

Ophthalm. Physiol. Opt. 2002 22: 516-527

## A multi-centre study of lapsed contact lens wearers

Graeme Young<sup>1</sup>, Jane Veys<sup>2</sup>, Nicola Pritchard<sup>1</sup> and Sarah Coleman<sup>1</sup>

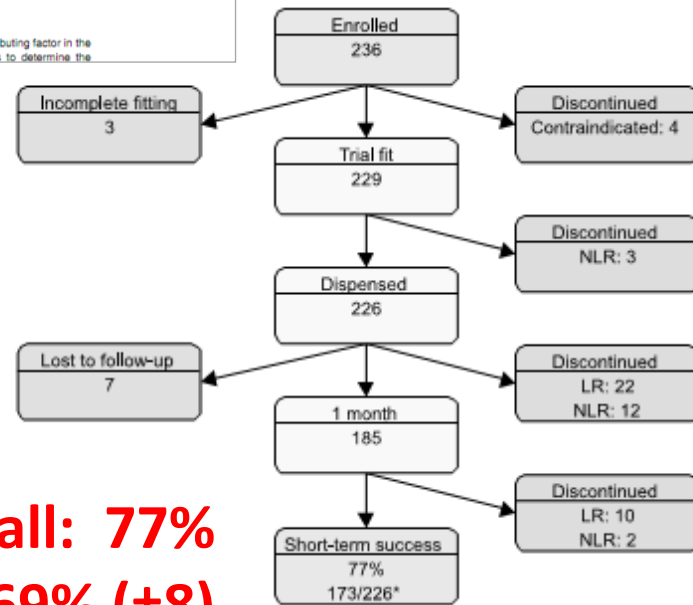
<sup>1</sup>Visioncare Research Ltd, Farnham, Surrey, and <sup>2</sup>Johnson & Johnson Vision Care, Bracknell, Berkshire, UK

### Abstract

**Purpose:** Discontinuation from contact lens wear has been identified as a contributing factor in the lack of growth of contact lens use in Europe. The purpose of this study was to determine the

## Toric soft lens success rate at 1-month

2001



**Overall: 77%**  
**Torics: 69% (±8)**

w-up and subjects not issued with lenses on completion of study.

**Figure 1.** Flowchart showing status of subjects throughout the study and short-term success rate. NLR = non-lens-related and LR = lens-related.

OPO OPHTHALMIC & PHYSIOLOGICAL OPTICS  
THE JOURNAL OF THE COLLEGE OF OPTOMETRISTS  
Ophthalmic & Physiological Optics ISSN 0275-5408

## Clinical evaluation of fitting toric soft contact lenses to current non-users

Anna Sulley<sup>1</sup>, Graeme Young<sup>2</sup>, Kathrine Osborn Lorenz<sup>3</sup> and Chris Hunt<sup>2</sup>

<sup>1</sup>Johnson & Johnson Vision Care, Wokingham, UK, <sup>2</sup>Visioncare Research Ltd., Farnham, UK, and <sup>3</sup>Johnson & Johnson Vision Care, Inc., Jacksonville, USA

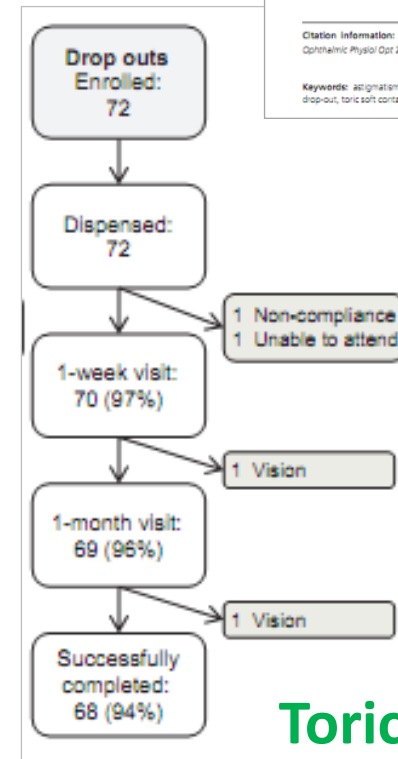
**Citation information:** Sulley A, Young G, Lorenz KO & Hunt C. Clinical evaluation of fitting toric soft contact lenses to current non-users. *Ophthalmic Physiol Opt* 2013, **33**, 94-103. doi: 10.1111/oppo.12028

**Keywords:** astigmatism, contact lens fitting, drop-out, toric soft contact lenses

### Abstract

**Purpose:** To evaluate the ease with which astigmats from three groups of current

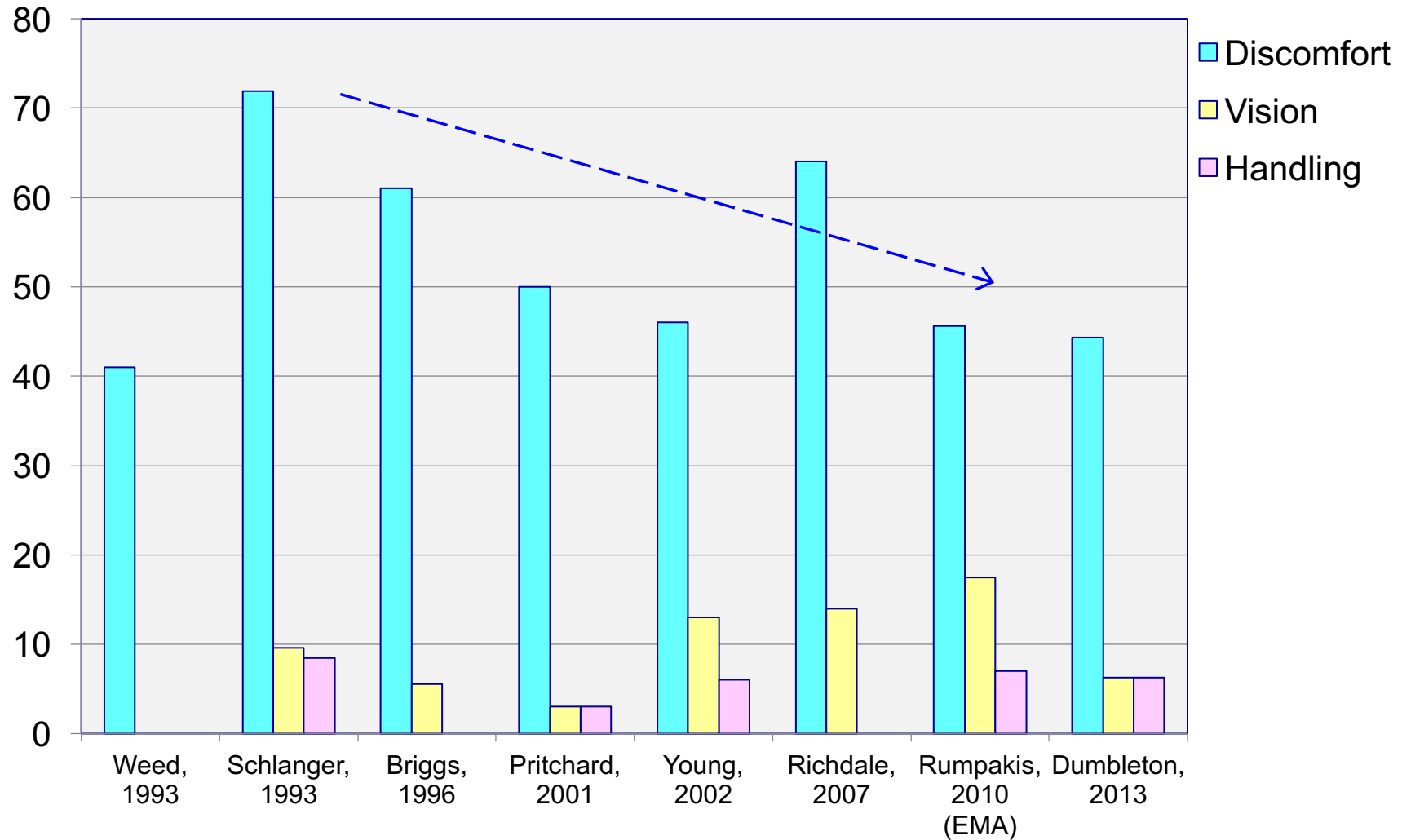
2012



**Torics: 94% (±10)**



# Habitual Reasons for Discontinuation



# New Contact Lens Wearer Retention

- How big is the problem?
- What are the causes of lapsing?
- What can we do?

ARTICLE

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Retention Rates in New Contact Lens Wearers

Anna Sulley

Contact Lens and Anterior Eye xxx (2016) xxx-xxx

Contents lists available at ScienceDirect

Contact Lens and Anterior Eye

journal homepage: [www.elsevier.com/locate/clae](http://www.elsevier.com/locate/clae)

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Factors in the success of new contact lens wearers

Anna Sulley, BSc, MCOptom, FAOO<sup>a,\*</sup>, Graeme Young, MPhil, PhD, FCOptom, DCLP, FFAO<sup>b</sup>,  
Chris Hunt, MSc<sup>b</sup>

<sup>a</sup>Johnson Vision Care Companies, Johnson & Johnson Medical Ltd, Pinewood Campus, Nine Mile Ride, Wokingham, RG40 3EW, UK  
<sup>b</sup>Visioncare Research Ltd, UK

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<p><b>Purpose:</b> To determine retention rates in new contact lens (CL) wearers and dropout.</p> <p><b>Method:</b> This multi-site, retrospective study of neophyte CL wearers. A total of 26 practices. A total of 26 neophyte patients. The patients were followed up for 12 months (±1 week from months 12-13) and a range of questions regarding their experience.</p> <p><b>Results:</b> Of the 531 patients, 388 were still CL wearers at 12 months. Based on evaluable subjects, the retention rate was 74.0% (95% confidence interval: 70.1-77.6%).</p> <p><b>Conclusions:</b> In this study, 25% of new CL wearers discontinued during the first 2 months. As with all new wearers, visual and handling problems were the most commonly cited reasons for discontinuation.</p> <p><b>Key Words:</b> Contact lens wearers, Multifocal.</p> <p><i>(Eye &amp; Contact Lens 2016)</i></p>	<p><b>ARTICLE INFO</b></p> <p><i>Article history:</i> Received 13 April 2015 Received in revised form 1 September 2016 Accepted 19 October 2016</p> <p><b>Keywords:</b> Contact lenses New contact lens wearer Discontinuation Dropout Lapsed</p>	<p><b>ABSTRACT</b></p> <p><b>Purpose:</b> To determine the first-year retention rate for patients fitted with contact lenses (CLs) and identify factors associated with retention and dropout.</p> <p><b>Methods:</b> This multi-site study was a retrospective chart review of the status of neophyte CL wearers fitted in representative UK eye care practices.</p> <p><b>Results:</b> Consecutive records for 524 patients at 29 sites were reviewed. Mean age at dispensing was 34 years (range 8-79), 68% were under 45 years and 61% female. Soft CLs were fitted to 98% of patients. After 12 months, 388 were still CL wearers, a retention rate of 74% (95% CI: 70.1-77.6). Of the 136 lapsed, 25% discontinued during the first month and 47% within 60 days. The main reasons cited for discontinuation included poor distance vision (26%; of whom, 37% were toric and 51% multifocal), poor near vision (16%), discomfort (14%) and handling problems (15%). In 32% of cases, the reasons for discontinuation were unknown. For 71% of dropouts, no alternative lens or management strategy had been tried. Significant factors associated with retention in univariate analysis were: age (younger), sphere power (higher), lens type (sphere vs multifocal) and purchase frequency (regular). Multivariate analysis showed lens sphere power, purchase frequency and lens material to be significant factors. There was a wide variation in retention rates between sites (40-100%).</p> <p><b>Conclusions:</b> During the first year of CL wear, the overall retention rate for neophyte CL wearers was 74% (spherical CLs 79%, torics 73%, multifocals 57%), with many lapsing during the first 2 months. Factors associated with retention and dropout in these patients include: lens power, material and type, and purchase frequency. While handling and comfort are the most commonly cited performance-related reasons for discontinuing in new spherical lens wearers, visual problems are the most common among new wearers of toric and, in particular, multifocal CLs.</p> <p style="text-align: right;">© 2016 British Contact Lens Association. Published by Elsevier Ltd. All rights reserved.</p>
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Sulley A, Young G & Hunt C. Factors in the success of new contact lens wearers. CLAE 2016 40(1):15-24

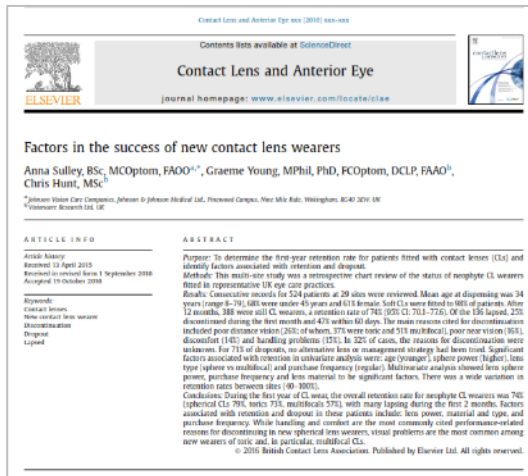
Sulley A, Young G, Hunt C et al. Retention rates in new contact lens wearers. ECL 2017 In press

# New CL wearer retention studies



## Objectives

Determine 1<sup>st</sup> year retention rate: overall and by CL type & modality  
Identify factors affecting CL retention rates



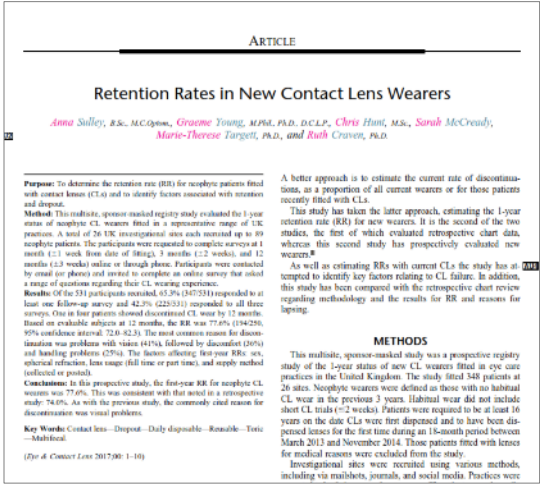
Cont Lens Ant Eye 2016

‘ECP view’

Retrospective  
Multi-centre  
Sponsor-masked  
ECP chart review

Prospective  
Multi-centre  
Sponsor-masked  
Wearer survey

‘Patient view’



Eye Cont Lens – In Press



# Study Methods

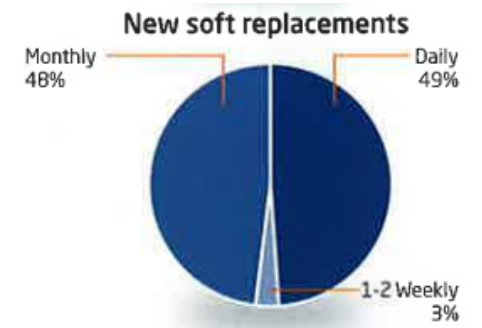
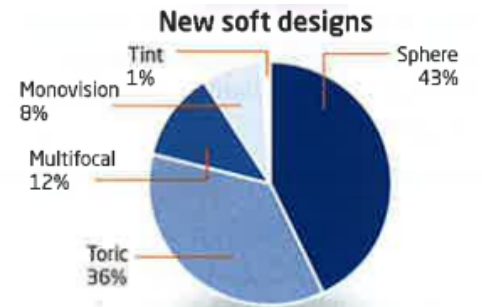
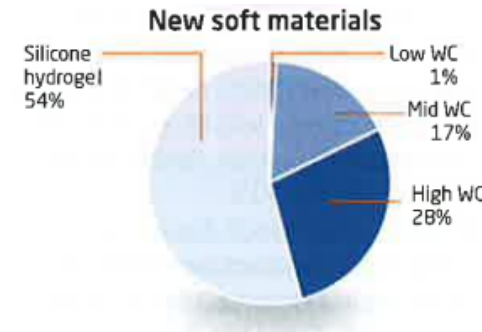
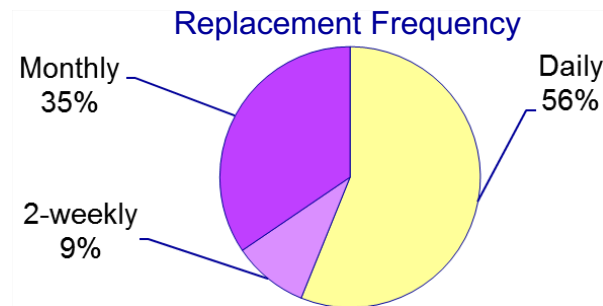
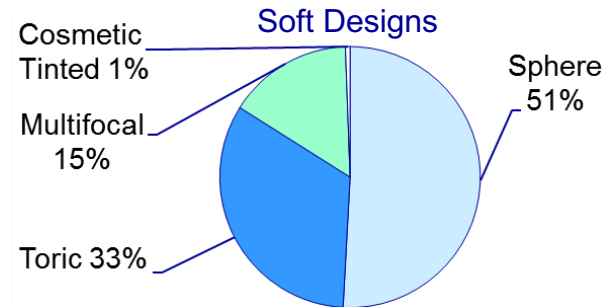
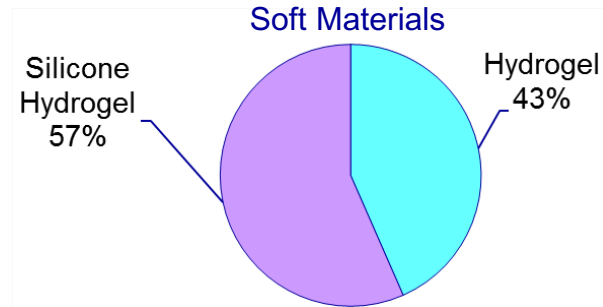


Retrospective 'Practitioner view'	Prospective 'Patient view'
<p>29 UK practices, 524 patient records</p>	<p>26 UK sites 58% independent/regional, 42% chains</p>
<p>Reviewed 10-25 sequential neophyte records. Current status neophytes fitted 09/11 – 03/13</p>	<p>Neophytes fitted 03/13 – 11/14</p>
<p>Site questionnaire: type of practice &amp; ECP details</p>	<p>532 surveys at 1, 3, &amp; 12 months</p>
<p>Neophyte CL pxs No habitual CL wear in the previous 3 years Aged ≥8 years</p>	<p>Neophyte CL pxs No habitual CL wear in previous 3 years Aged ≥18 years</p>
<p>Px questionnaire: CL type &amp; <b>Discontinuation</b> (Y/N, Reason)</p>	<p>Questions via online or telephone survey 348 responded to ≥ 1 survey 225 responded to all 3 surveys 71.8% (250/348) responded to 12 month survey</p>



# CL Retention Study – 2014

## Results – Lens Types



**Trends in UK contact lens prescribing**

For the 18th consecutive year, Professor Philip Morgan reports on the prescribing habits of British contact lens practitioners.

**Soft lens details**  
Silicone hydrogel remains the material of choice for most soft lens prescribers, with lenses made of this material rising to 54% in 2013. The large increase in the use of this material since 2012 is shown in Figure 2. Clearly, the use of silicone hydrogel has been approximately matched by the decline of conventional hydrogel materials used on a non-daily disposable basis. This year figures also indicate the ongoing low prescribing rate of soft lenses for extended wear (4 per cent of all lens fits). Also of note is the increase in daily disposable prescribing, with mean rates soaring from 15 per cent to 49 per cent in the past five years. Since the last survey...

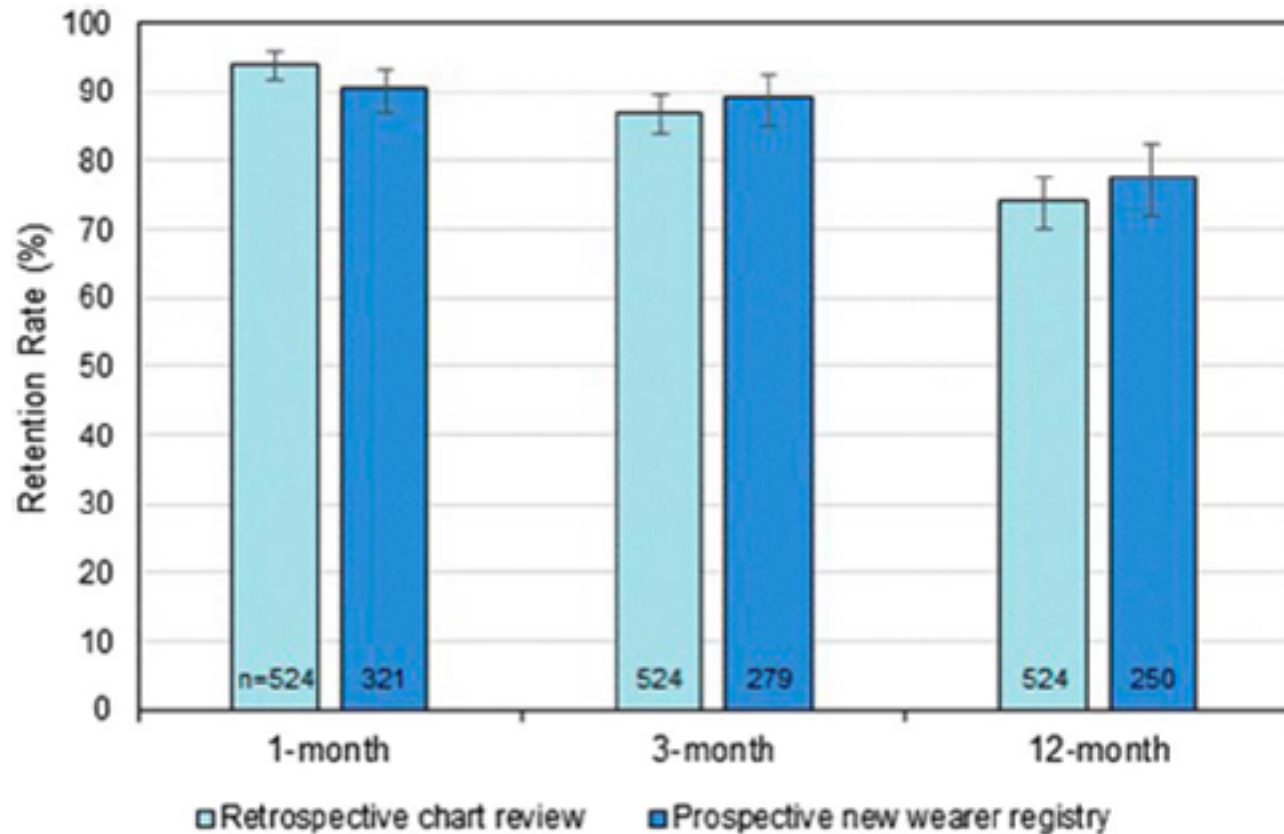
**Rigid vs soft lens fits**  
Rigid lenses remain rarely prescribed as a mere 1% (2 per cent) although higher numbers are fitted in existing wearers at 1.8 per cent (Figure 1).

**Overall Fits 1997-2013**

Figure 2: Lens type prescribed, 1997-2013

Legend: Blue = Soft lens, Green = Other soft (silicone hydrogel), Yellow = Daily disposable, Red = Rigid, Purple = Multifocal, Orange = New Prescription

# Overall new wearer retention rates



Retention rate  
at 12 months

*Retrospective 74%*

(95% CI: 70-77)

*Prospective 78%*

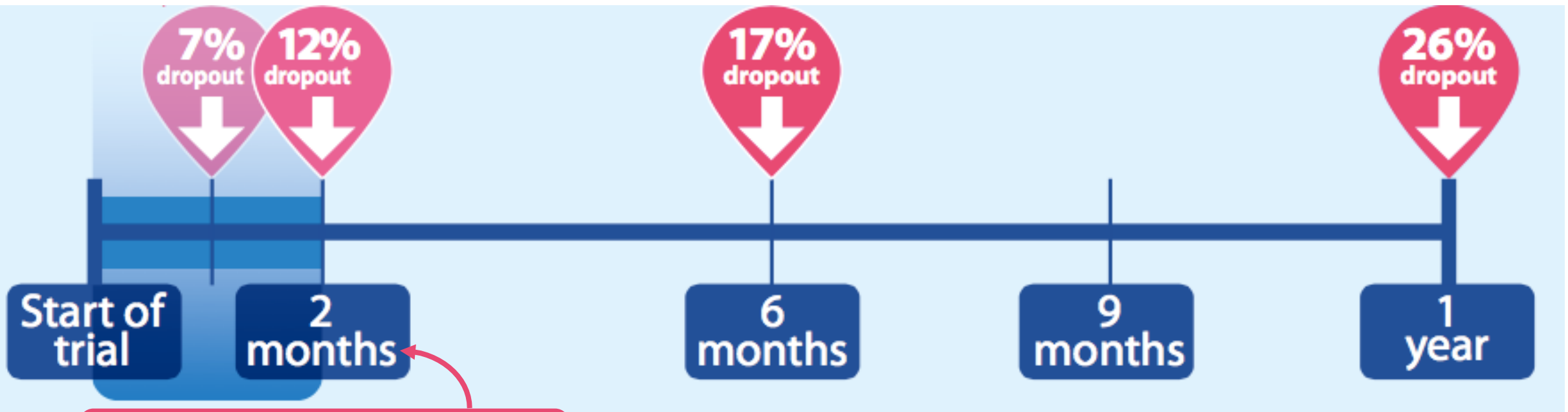
(95%CI: 72-82)

1 in 4  
wearers drop  
out in the first  
12 months



# Results: the practitioners' view

Proportion of Px who discontinued CLs by number of days since dispensing



Nearly half of those who dropped out did so in the first 2 months

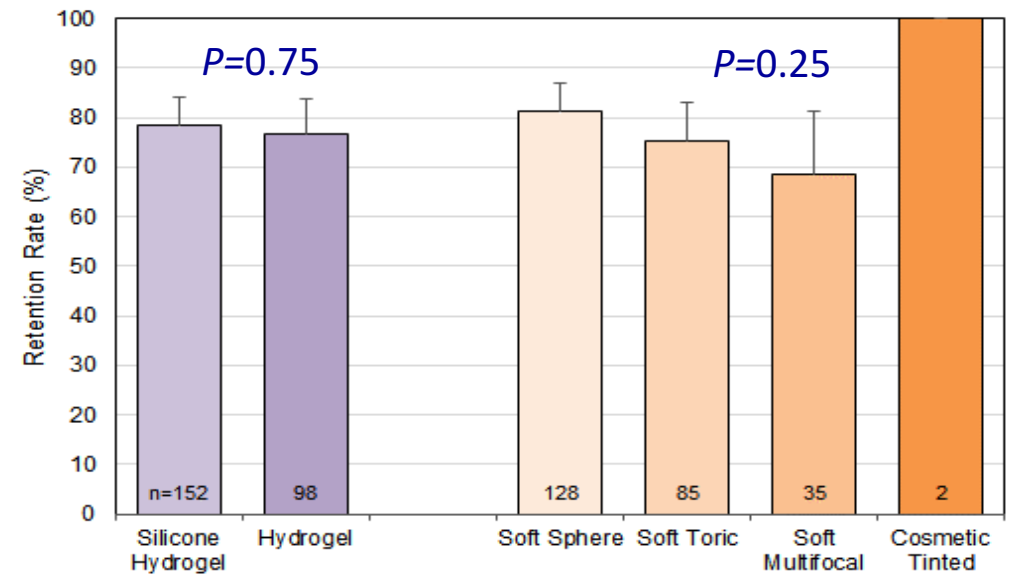
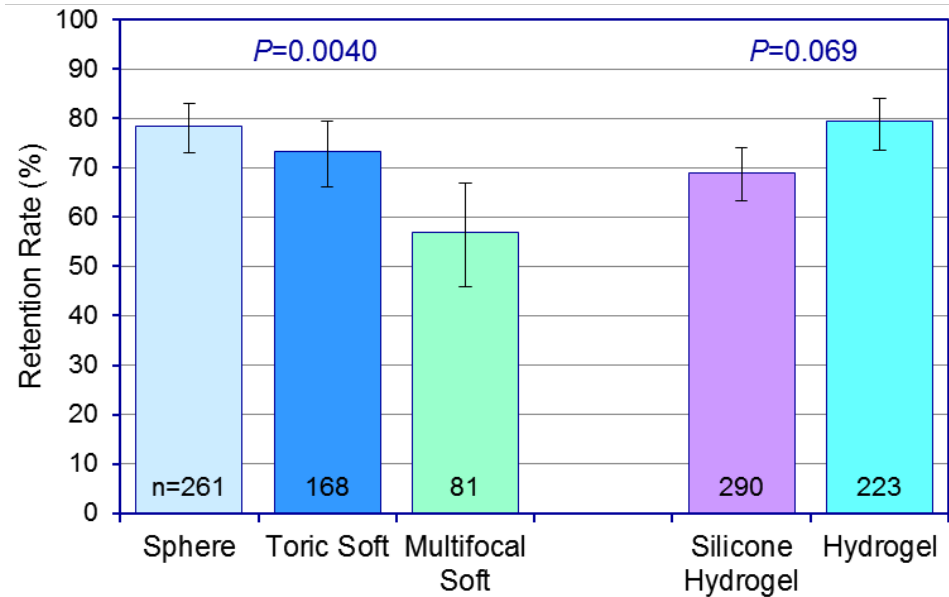
n=510, for 14 Px time discontinued unknown

# Results - Retention Rates by Lens Type

## Retrospective Study



## Prospective Study

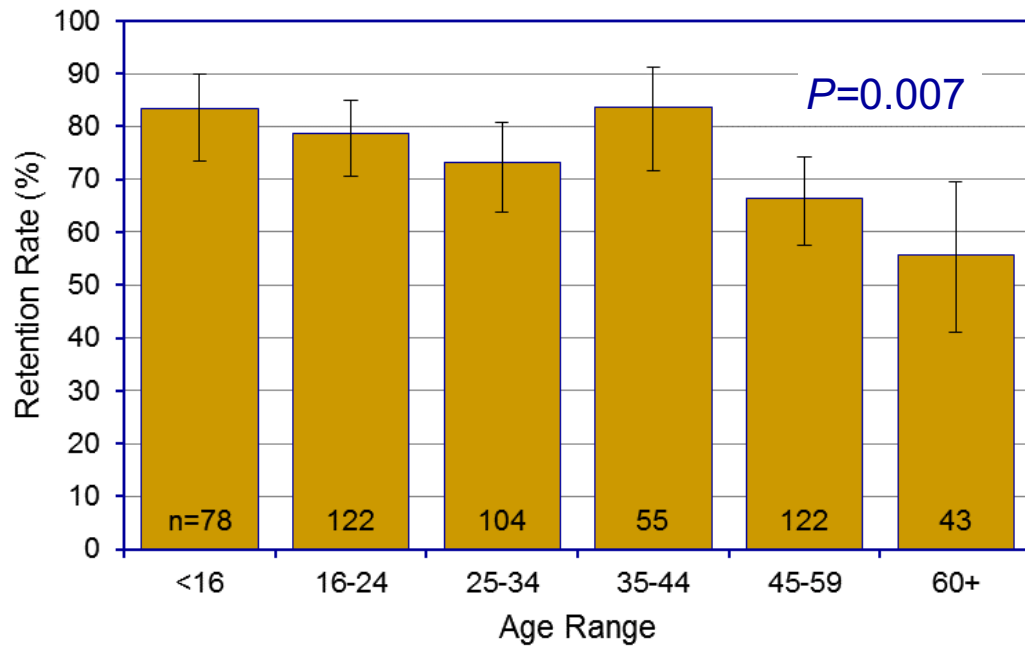


# Results - Retention Rates by Age & Gender

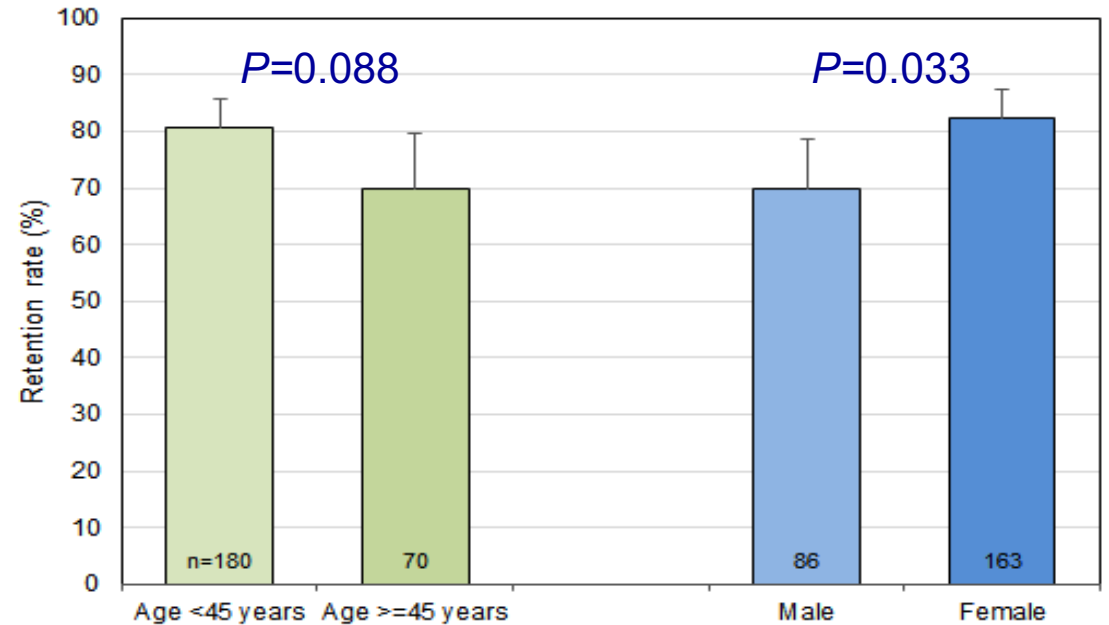
Retrospective Study



Prospective Study



Male: 72%, Female: 78%,  $P=0.11$

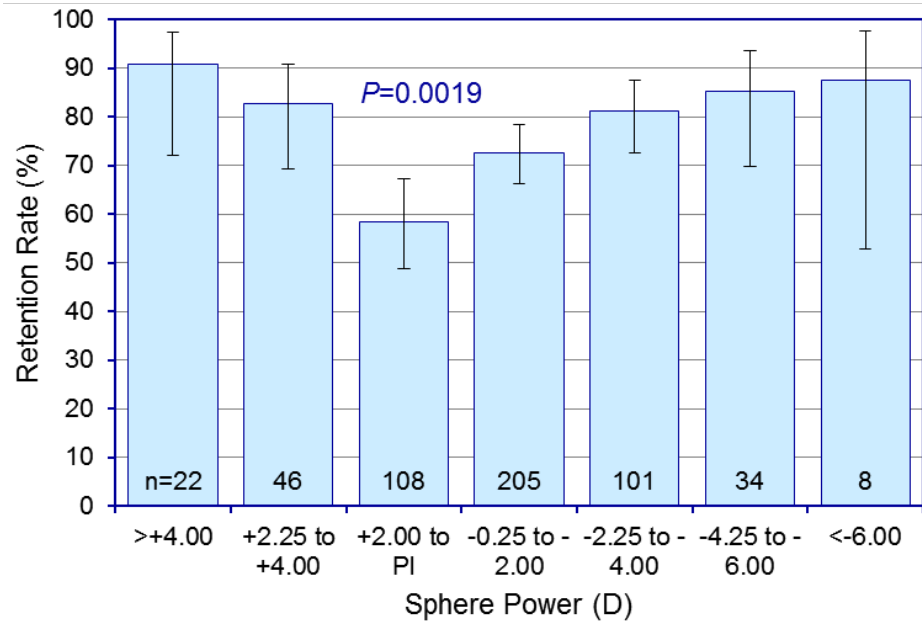




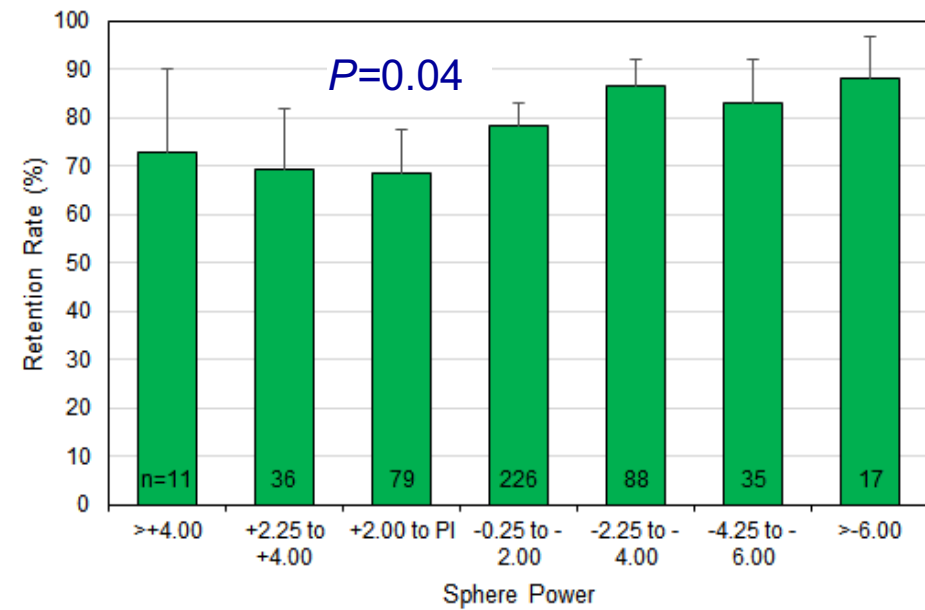
# Results - Retention Rates by Sphere Power



Retrospective Study

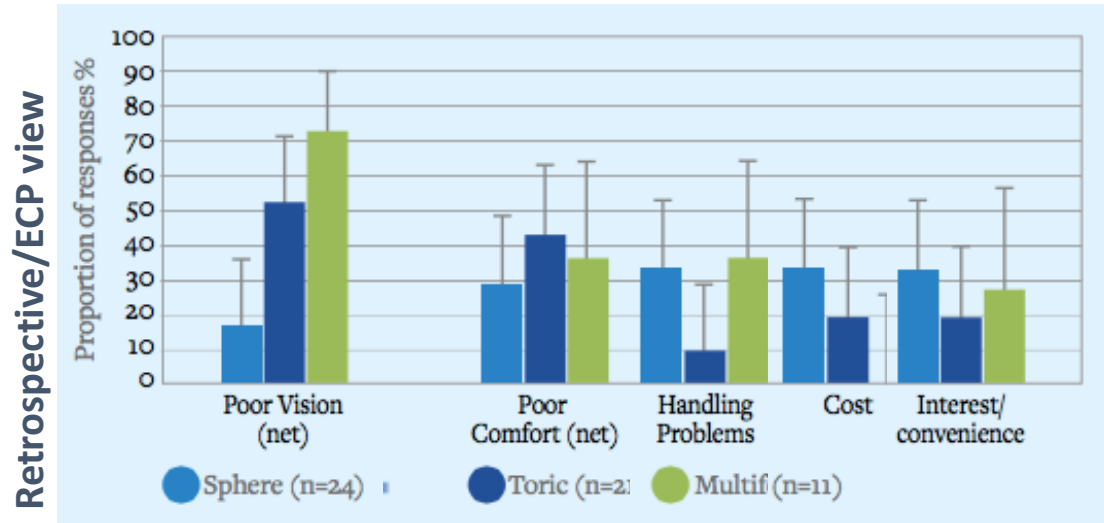


Prospective Study



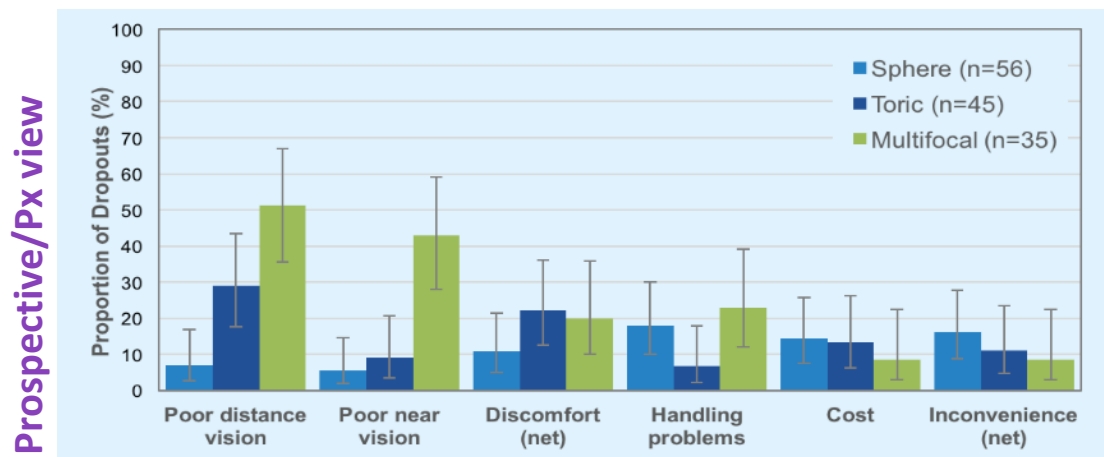
# Results: reasons for discontinuing wear

## Comparisons of reasons given in retrospective & prospective studies



Vision with toric and especially multifocals more of a factor for new wearers than previously thought

Comfort is still an important factor for all lens types

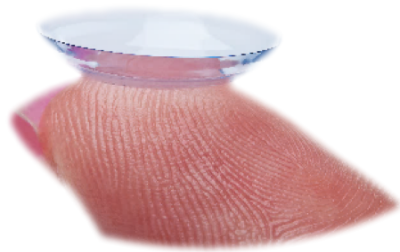


Handling for new wearers, especially spherical and multifocal is key

Cost can become an issue if lens performance poor

# Full vision correction: often compromised

How does prescribing for spectacles compare to prescribing for CLs?



Uncorrected astigmatism

Rounding of spheres \*

Latent hyperopia

Monovision

Highlight visual benefits of CLs, and similarities between spex & CLs - but if vision not fully corrected, it can impact CL success

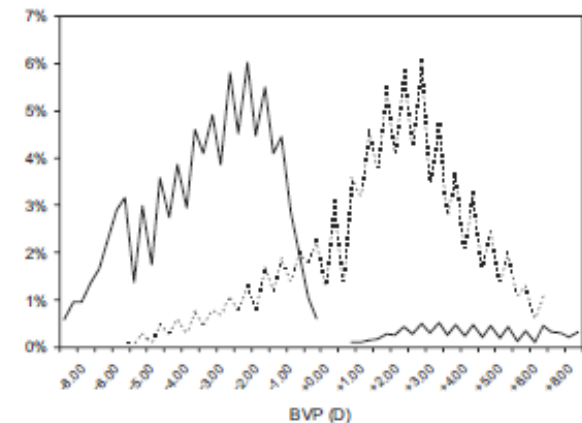
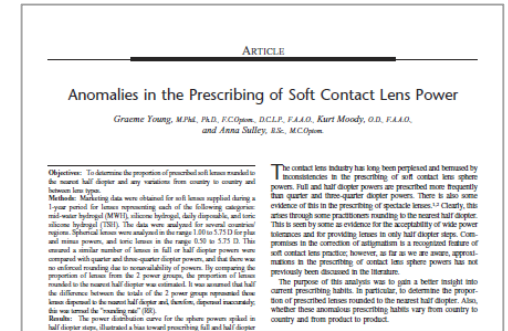


FIG. 1. Distribution of powers for mid-water hydrogel sphere contact lenses supplied in Europe (solid line). Historic data<sup>2</sup> for spectacle lenses prescribed in the United Kingdom are shown for comparison (dashed line).

\* Young G, Moody K & Sulley A, Anomalies in prescribing soft CL Power. ECL 2009 35:1 11-14

# Results: the practitioners' view

Patient characteristics who is significantly more likely to remain in CLs after 1 year



Retention was NOT influenced by...

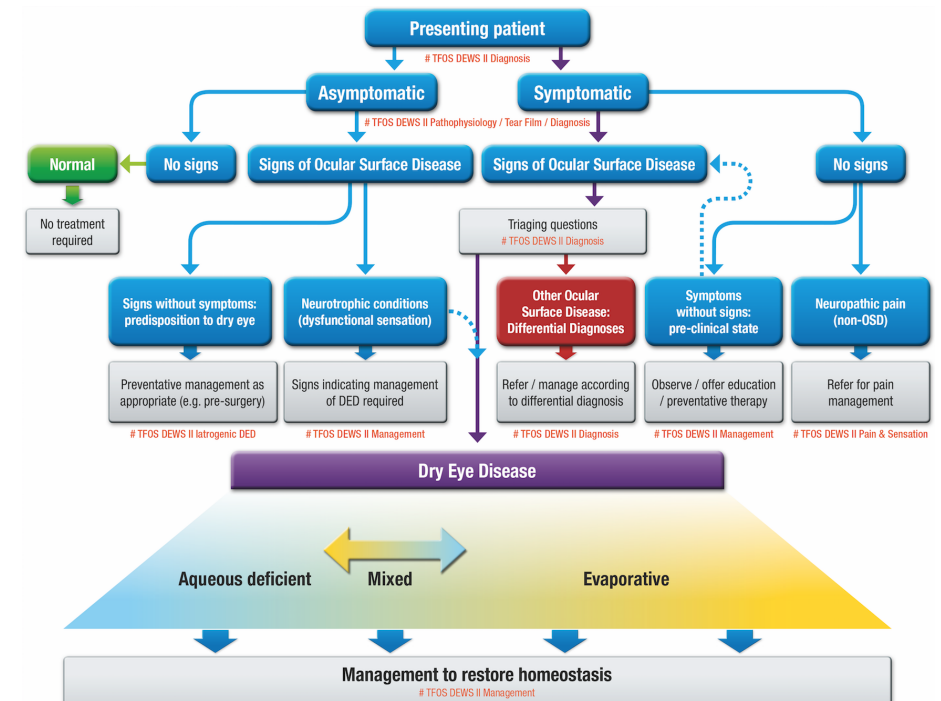
Type or location of practice

Although there were WIDE differences between individual practices...




# TFOS DEWS II Report

“Multifactorial disease of the ocular surface characterized by a loss of homeostasis of the tear film and accompanied by ocular symptoms, in which tear film instability and hyperosmolarity, ocular surface inflammation and damage, and neurosensory abnormalities play etiological roles.”



# DEWS II Prevalence

- DED prevalence for studies involving symptoms with or without signs 5% to 50%
- Up to 75% for studies based primarily on signs (higher and more variable rates)
- Review of 437 prevalence studies
- Prevalence of DED from 24 large studies



Contents lists available at ScienceDirect

The Ocular Surface

journal homepage: [www.theocularsurface.com](http://www.theocularsurface.com)

TFOS DEWS II Epidemiology Report

Fiona Stapleton, MCOptom, PhD <sup>a,1,\*</sup>, Monica Alves, MD, PhD <sup>b</sup>, Vatinée Y. Bunya, MD <sup>c</sup>, Isabelle Jalbert, OD, PhD <sup>a</sup>, Kaevalin Lekhanont, MD <sup>d</sup>, Florence Malet, MD <sup>e</sup>, Kyung-Sun Na, MD, PhD <sup>f</sup>, Debra Schaumberg, ScD, OD <sup>g,h</sup>, Miki Uchino, MD, PhD <sup>i</sup>, Jelle Vehof, MD, PhD <sup>j,k,l</sup>, Eloy Viso, MD, PhD <sup>m</sup>, Susan Vitale, PhD, MHS <sup>n</sup>, Lyndon Jones, FCOptom, PhD <sup>o</sup>

**Table 1**  
Summary of population based cross sectional epidemiological studies of dry eye, stratified by diagnostic criteria and racial group.

WHS Criteria (Severe symptoms of dryness and irritation either constantly or often, and/or a physician diagnosis of dry eye as volunteered by patient)

Authors	Country	N	Age (mean ± SD)	M:F (% (n))	Race	Sampling technique	Prevalence (% [95%CI])	Prevalence (% [95%CI]) (Symptoms only)	Prevalence (% [95%CI]) (Physician diagnosis)
Uchino 2008 [8]	Japan	3433	15–18	74.4:25.6 (2848:585)	1	Japanese high school students, 100% consent of those invited	n/a	Boys: 21 [20.1–21.8]; Girls: 8.0 [7.4–8.4]	Boys: 4.3 [3.9–4.6]; Girls: 3.0 [2.8–3.2]
Schaumberg 2009 [9]	USA	25444	50–59 (Median 64.4)	100% Male	3	Participants from longitudinal Physicians Health Studies I (N = 1850) and II (N = 6948). 50–54 100% (1–4); All physicians in AMA invited to participate	Age adjusted 4.34 [4.1–4.6]; 24.4 [23.9–25.0]	6.8 [6.5–7.1]	3.0 [2.8–3.2]
Uchino 2011 [10]	Japan	3294	≥40	46.2:53.8 (1221:1423)	1	Rural mountain town population sampled from residential registry. Self-administered questionnaire distributed and later collected from individual households	Men 12.5 [10.7–14.5]; Women 18.7 [16.5–20.8]	Men 11.3 [9.7–13.4]; Women 18.7 [16.7–20.8]	Men 3.0 [1.3–3.0]; Women 5.9 [6.0–6.5]
Zhang 2012 [11]	China	1885	n/a	50.8:49.2	1	Multistage stratified random cluster sampling of Chinese high school students	23.7 [21.8–25.7]	23.1 [21.3–25.1]	1.3 [0.9–2.0]
Ahn 2014 [12]	South Korea	11666	19–95 (49.9 ± 16.7)	42.8:57.2	1	Stratified, multistage, clustered sampling method based on 2009 National Resident demographics. Weighted prevalence calculated per 5th annual Korea National Health and Nutrition Examination Survey (KNHANES V)	16 [14.6–17.3] Men > 40 10.7 [8.1–12.2] Women > 40 20.6 [18.5–22.2]	14.4 [13.1–15.7]	8.0 [7.3–8.7]
Um 2014 [13]	South Korea	16431	≥30 (7033:9398)	42.8:57.2	1	Stratified multistage probability sampling subjects selected from KNHANES V	n/a	All 17.7 [17.09–18.31]; Men 9.84 [9.83–9.85]; Women 19.44 [19.42–19.46]	All 10.4 [9.92–10.88]; Men 4.60 [4.59–4.61]; Women 12.65 [12.63–12.67]

Authors	Country	N	Age (mean ± SD)	M:F (% (n))	Race	Sampling technique	Diagnostic criteria	Prevalence (% [95%CI])
<b>Symptomatic disease</b>								
Li 2008 [14]	China	2632	≥40 (56.3 ± 12.3)	56:44	1	Stratified, clustered, random sampling	One or more symptoms of dry eye often 52.4 [50.2–54.7]; Men 52.1; Women 52.9	All 21.1 [19.9–22.3]; Men 17.2; Women 25.0
Moss 2008 [15] = INCIDENCE STUDY	USA	2414	49–91 (63 ± 10)	44:56	3	5 and 10 year follow up examinations in Beaver Dam Eye Study population	Positive response to the question, "In the past 3 months or longer, have you had dry eyes?" "Foreign body sensation with itching and burning, sandy feeling, not related to allergy"	21 [19.2–22.8]
Je 2009 [16]	China	1957	49–84 (56.5 ± 9.3)	835:1112	1	From the 419 participants in the Beijing Eye Study 2001, a random sample of 1957 were selected (91 of the larger population from Jiangning District, Shanghai, was randomly selected [1266 subjects] using randomized block methods)	One or more of 6 dry eye symptoms (constant/dryness, irritation, burning sensation, redness, deposits, heavy eyelid sensation)	32.81 [30.08–35.66]
Tan 2009 [17]	China	1985	20–95 (51 ± 18)	38.6:61.4 (419:666)	1	Age-stratified (by 10-year age group) random sample of the Malay populations residing in 15 residential districts in Southwestern Singapore drawn from a random list of 16,000 Malay names provided by the Ministry of Home Affairs	One or more of 6 listed symptoms of dry eye often or all the time	6.5 [5.7–7.4]; Men 8.2 [6.9–9.7]; Women 4.9 [3.9–6.0]
Tong 2009 [18]	Singapore	3280	40–80 (54.9 ± 11.7)	1576:1704	2	Stratified, clustered, random sampling method in Henan County China. Native Mongolian population living at high altitude	One or more of the 6 symptoms of dry eye often or all the time	50.1 [47.8–52.4]; Men 49.9/46.8 [46.8–53.1]; Women 50.2/46.8–53.6]
Guo 2010 [19]	China	1816	≥40 (72 ± 5.9)	48.2:51.8	1	10% of the population chosen through systematic random sampling based on residential rosters; 1060 invited to participate, 657 consented	One or more symptoms of dry eye often or all the time (dry, gritty/ sandy, burning, sticky, watery/tearing, redness)	30.3 [26.9–33.9]; Men 25.6; Women 34.7

(continued on next page)

# Dry Eye Prevalence

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- Prevalence is much higher among women
- Aging is a risk factor
- Sex hormones are key factors
- Changing hormone levels / decreased androgens are contributory

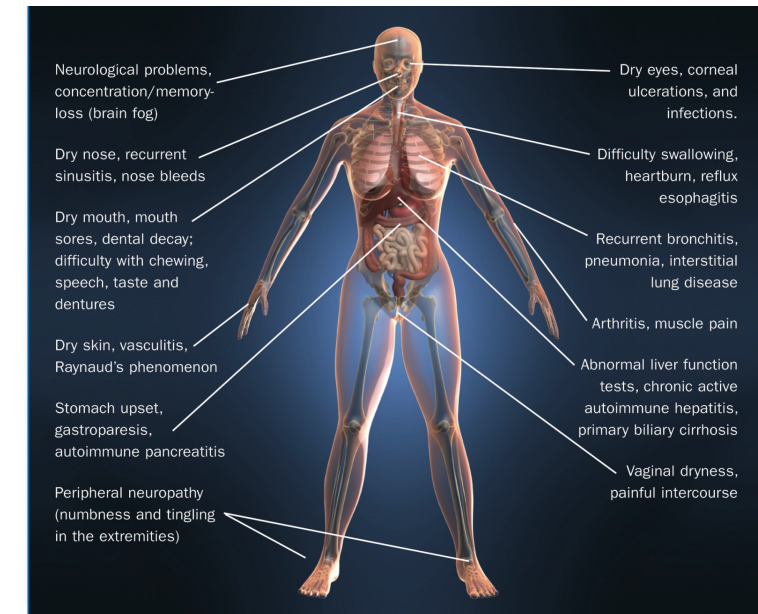


# Dry Eye Workshop 2007

## Delphi Panel 2006

### *Intrinsic Risk Factors for Dry Eye*

- Female gender
- Older age
- Altered hormone levels / decreased androgens
- Hormone replacement therapy
- Autoimmune disorders and dry eye
  - Rheumatoid arthritis
  - Sjögren's Syndrome





# Dry Eye Workshop 2007

## Delphi Panel 2006

### *Extrinsic Risk Factors for Dry Eye*

- Postmenopausal estrogen therapy
- Medications
- Vitamin A deficiency
- Environment
- Diet low in Omega 3 / 6
- Refractive surgery
- Contact lens wear\*



# Contact Lens Wear An Independent Risk Factor for DED

- Presence of a CL on the eye may lead to dryness
- CL segregates tear film into:
  - Pre-lens & post-lens layers
  - Bulk of tear behind lens

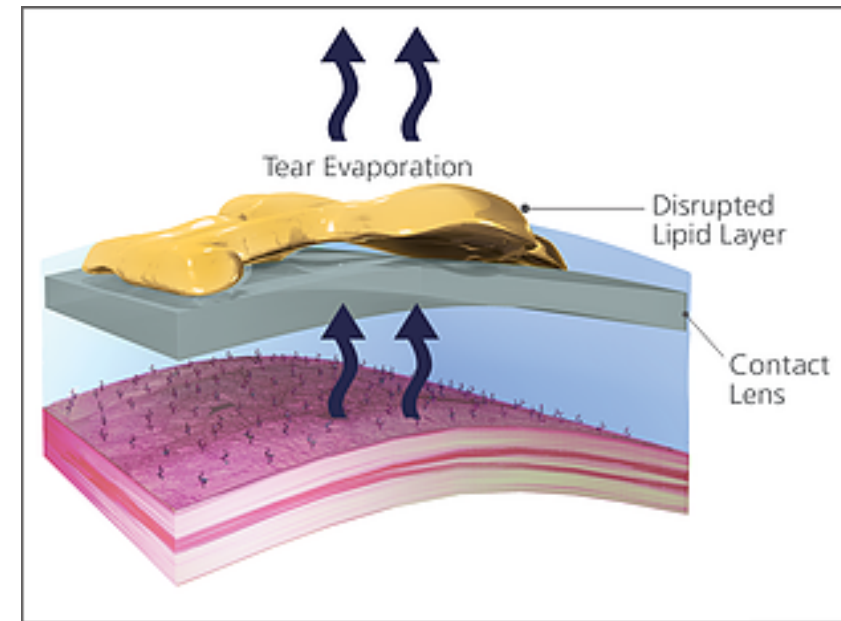


Photo Credit: Tangible Science

# A Day Full of Activities can Destabilize the Tear Film

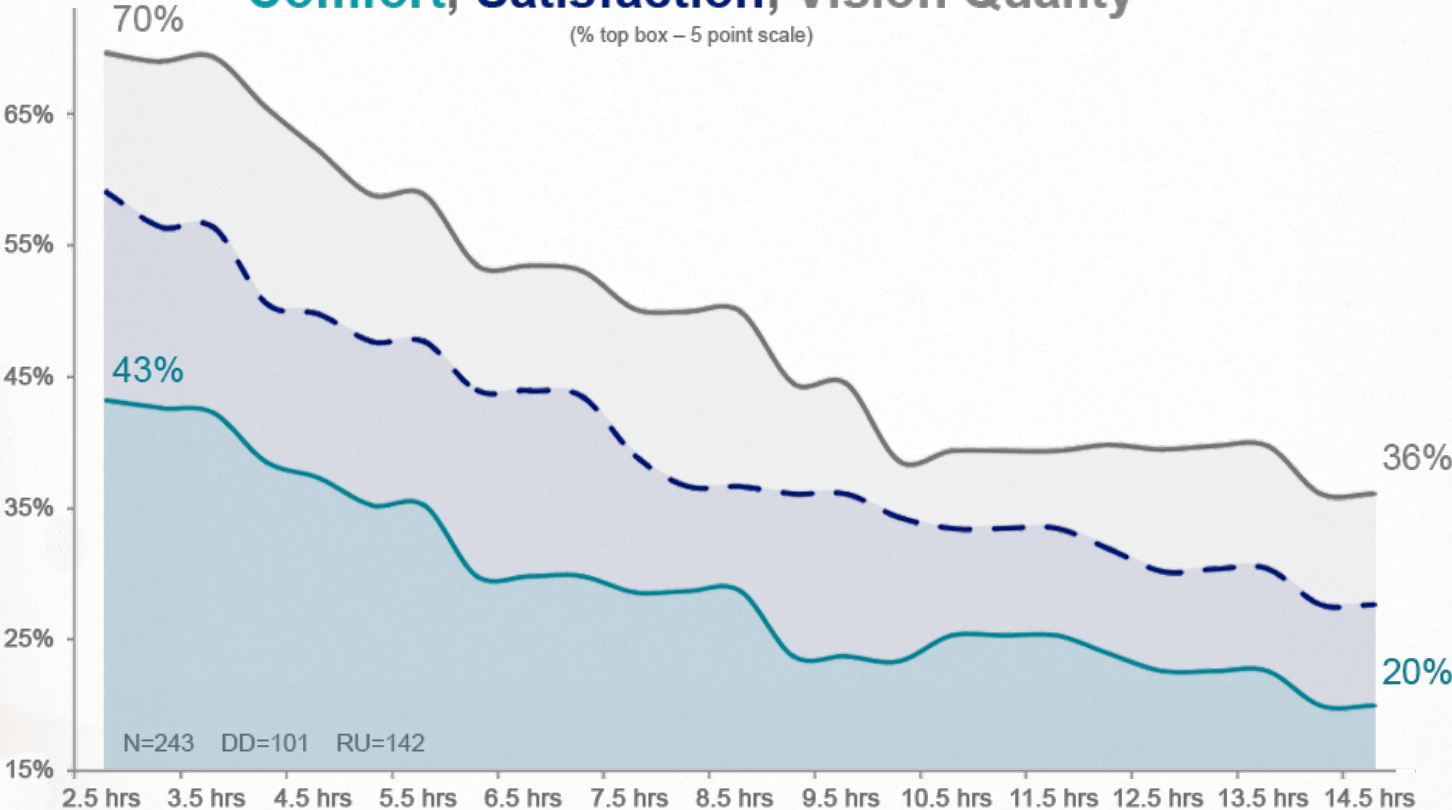
59% of ALL wearers showed a pattern of declining performance

Decliners more likely to have MORE activities and MORE changes in demands

**78%** OF CONTACT LENS WEARERS REPORT FEELINGS OF TIRED EYES<sup>1</sup>

## Comfort, Satisfaction, Vision Quality

(% top box – 5 point scale)



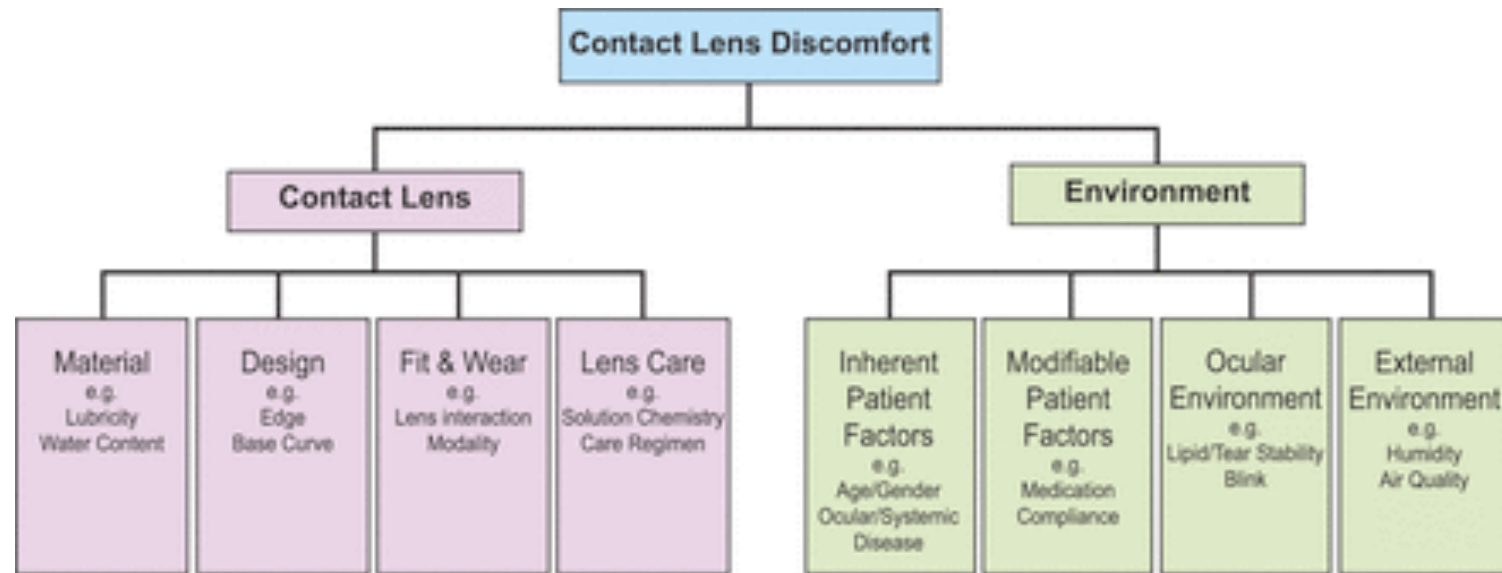
N=243 DD=101 RU=142

\*Data on file. In a patient survey, 59% of patients experienced an overall decline in lens performance throughout the day.  
1. JJVC data on file 2015. Performance throughout the day for ACUVUE OASYS® with HydraLuxe™ Technology 1-Day.

Slide courtesy of JJVCI

\*Performance was based on 243 patients who reported vision, comfort, and satisfaction as assessed on a 5-point scale every 2 hours throughout the day.

# TFOS CL Discomfort Classification



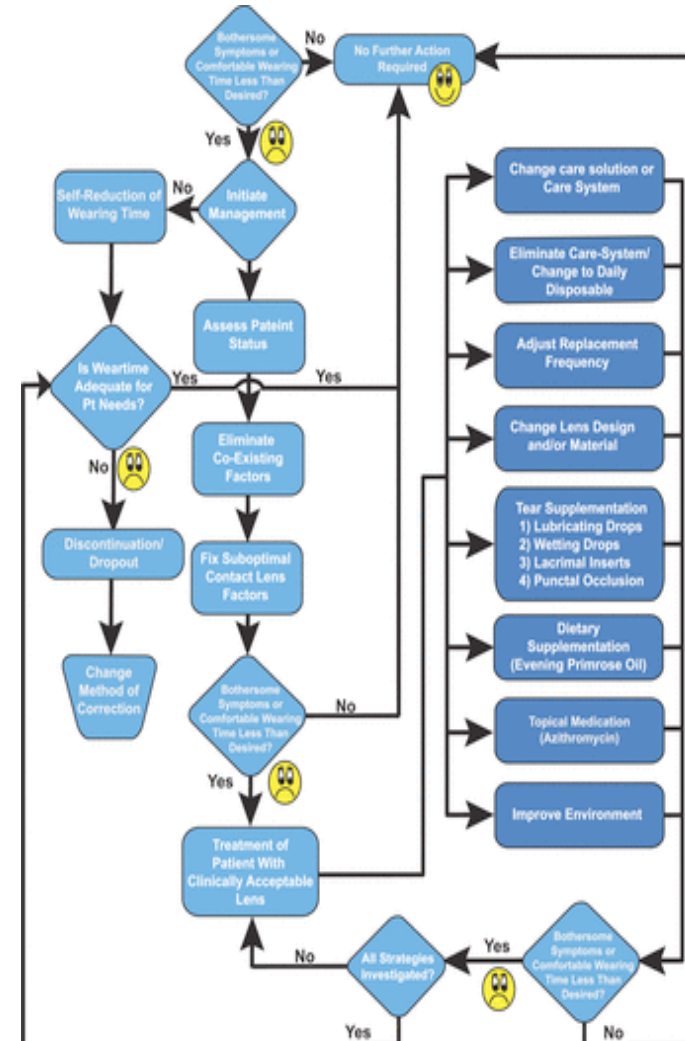
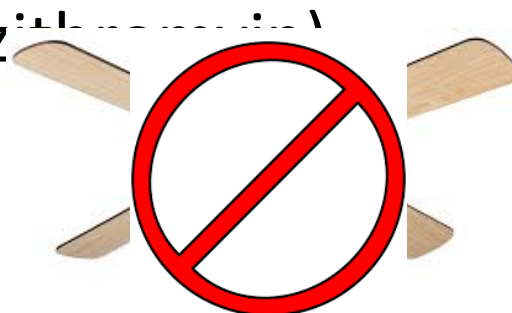
## Progression of CLD





# TFOS CL Discomfort Management

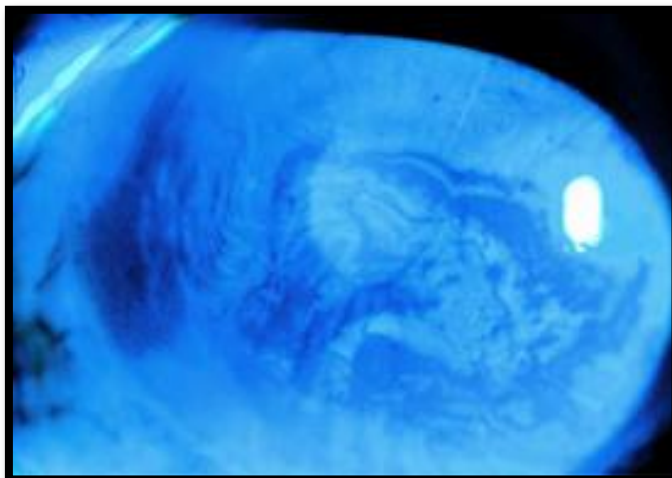
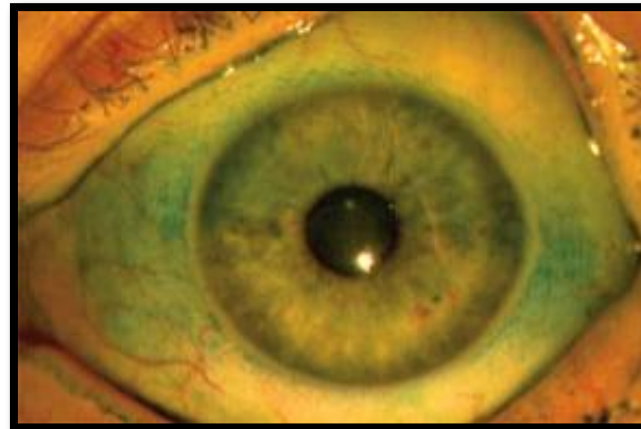
- Change care solution or care system
- Eliminate care-system / change to daily disposable
- Adjust replacement frequency
- Change lens design and / or material
- Tear supplementation
- Dietary supplementation
- Topical medication (Azithromycin)
- Improve environment



# Identify & Treat DED Prior to Fitting Patient in CLs – Making the Diagnosis

- Symptoms – often poor correlation between symptoms & severity dry eye disease (DED)
  - Sullivan et al: Only 57% of individuals w/ clinical signs of DED were symptomatic
- Evaluate the ocular surface & tear film

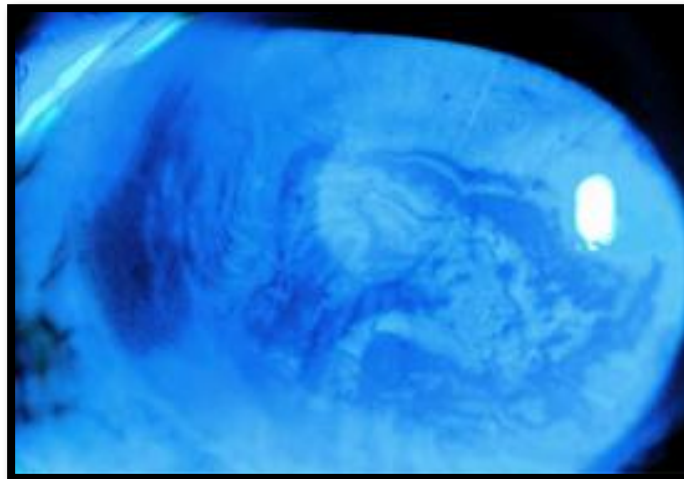
# Ocular Testing



# Tear Film Stability

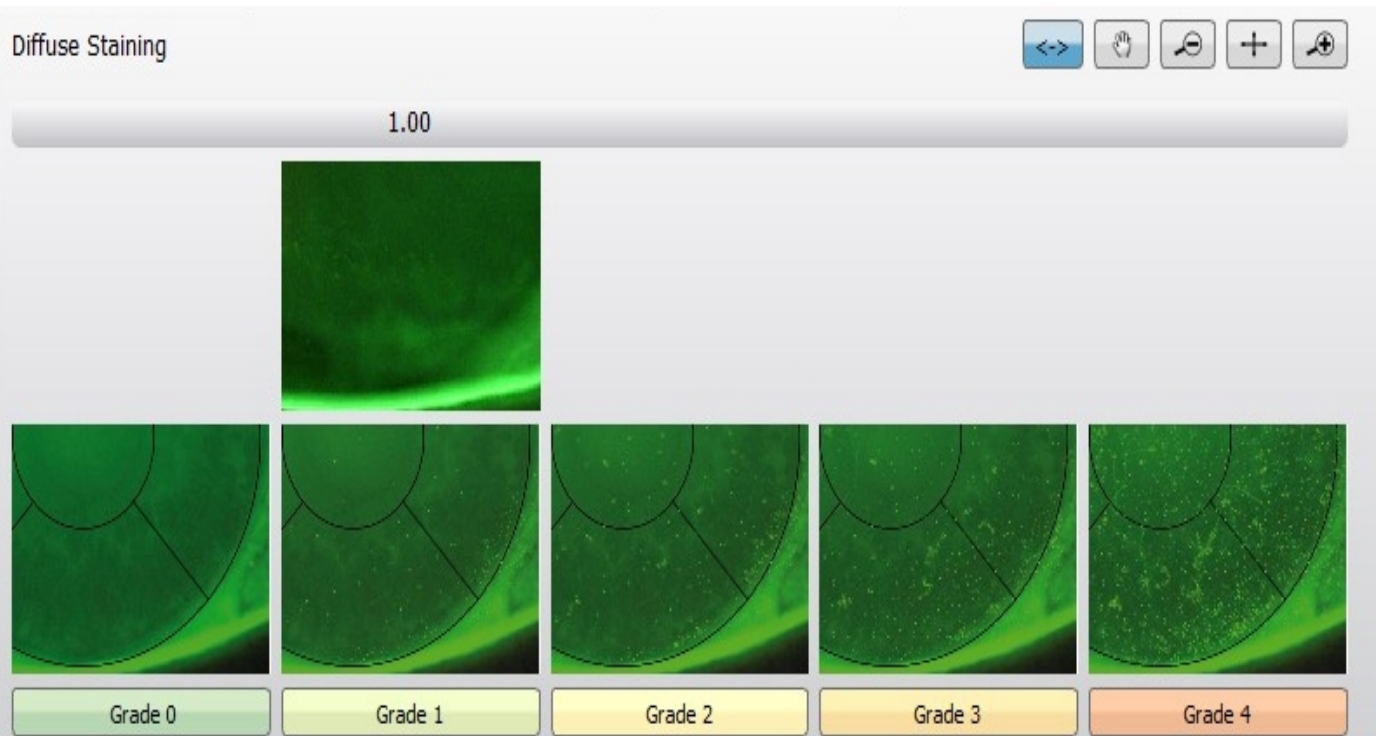
- **Tear Film Stability – TBUT**

- Correlates with aqueous and evaporative tear deficiency
- Fluorescein strip
- Time to blink until first dry spot
- Less 10 seconds abnormal
- Note - anesthesia decreases TBUT





# Oculus Keratograph 5M Non-Invasive Technology - Observe, Document & Grade Staining Patterns

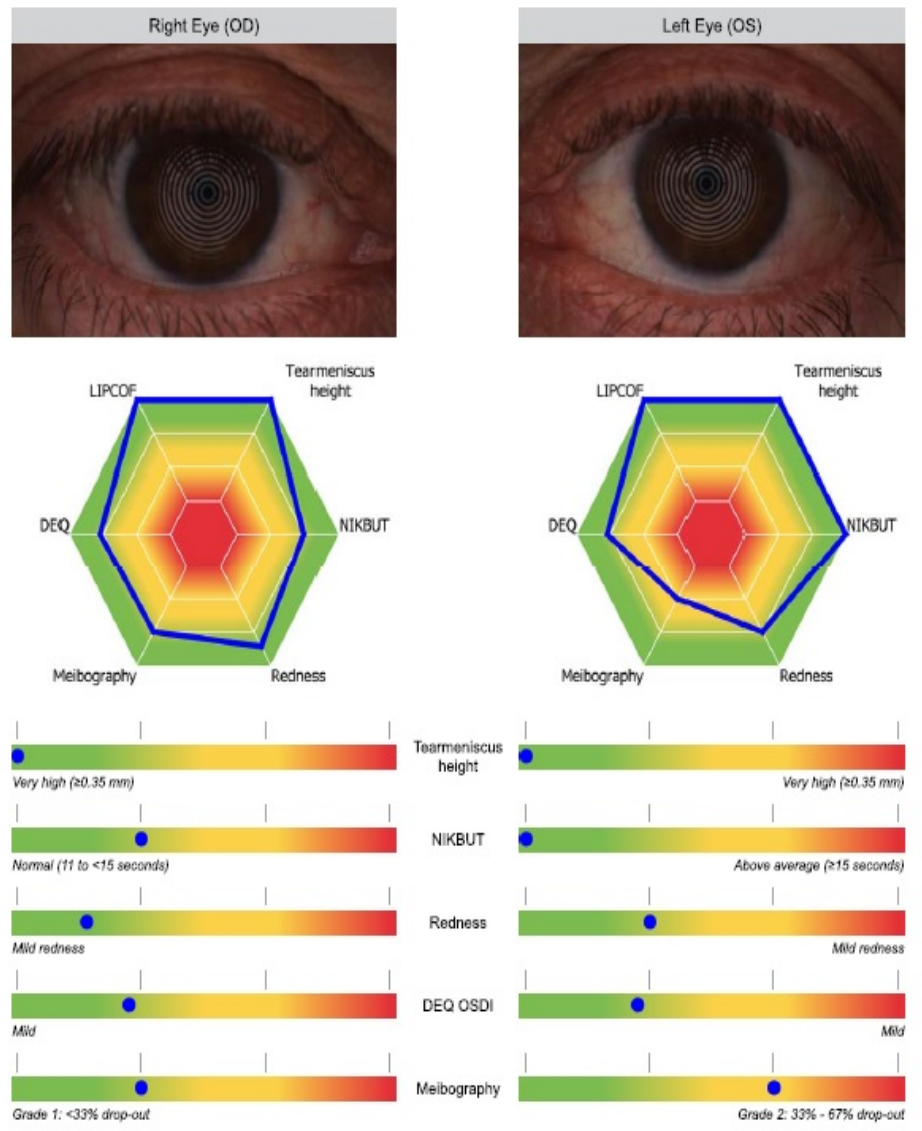


Cause	Toxic reaction to contact lens solution
Normal	Up to Grade 1
Advice	Stain with fluorescein, monitor with blue li...



## DRY EYE REPORT

Summary of Findings  
Easy to Understand



# Allergies

- Increasingly prevalent
- Affect as many as 30% of adults and 40% of children
- 5<sup>th</sup> leading chronic condition in industrialized countries for all ages
- 3<sup>rd</sup> most common chronic disease in children under 18 years old
- Eye-related allergies may affect contact lens wear



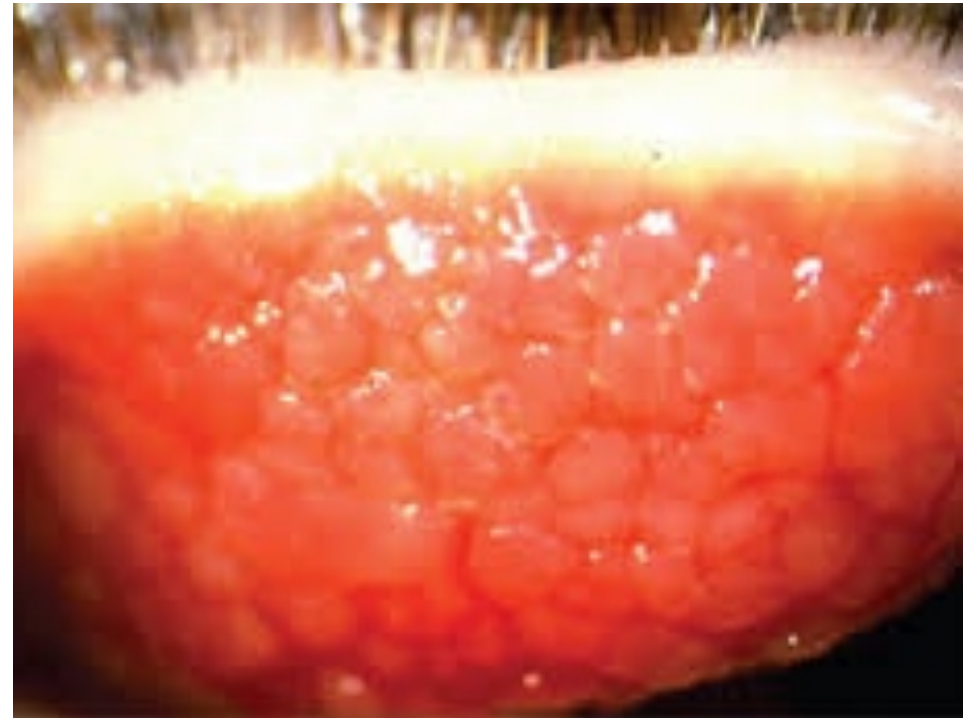
# GPC

- Giant Papillary Conjunctivitis
- Primary and secondary forms
  - Vernal keratoconjunctivitis (VKC)
  - Atopic keratoconjunctivitis (AKC)
- Secondary
  - Contact lenses
  - Ocular prostheses
  - Exposed sutures
- All forms at least partially caused by chronic ocular allergy



# CL related GPC

- Symptoms
  - Redness
  - Heaviness
  - Swelling of the lids
  - Mucopurulent discharge
  - Excessive contact lens movement
  - CL intolerance
- Treatments
  - Topical
  - Avoid allergen
  - Wash face / shower
  - Remove shoes



# Lid Wiper Epitheliopathy

- 100 patients
- Two groups with or without dry eye symptoms
- TBUT of 10 seconds or more
- Schirmer test value of 10mm or more
- Absence of fluorescein corneal staining





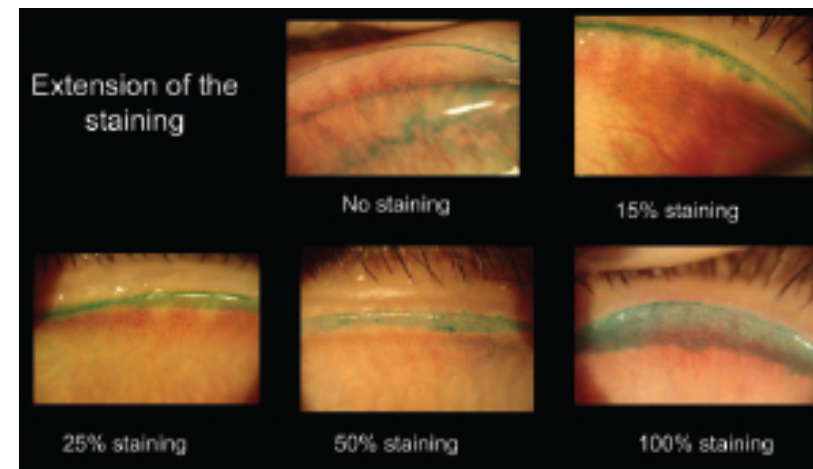
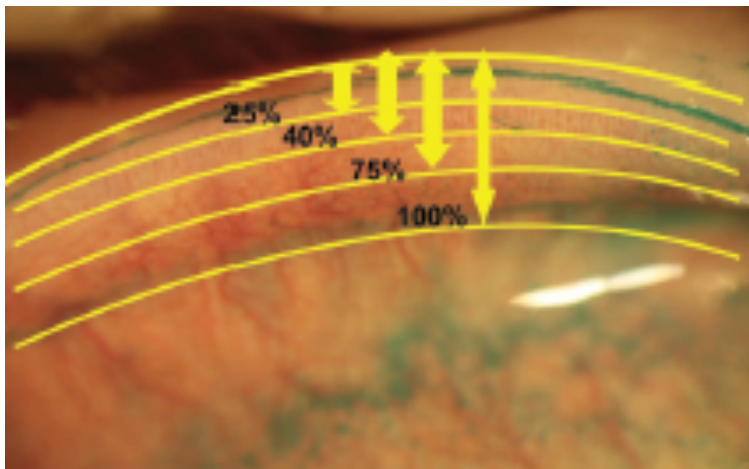
# Lid Wiper Epitheliopathy

- In symptomatic patients – 76% staining of lid wiper
  - 44% grade 1
  - 22% grade 2
  - 10% grade 3
- Asymptomatic patients – 12% staining of lid wiper
  - 8% grade 1
  - 4%, grade 2
  - 0% grade 3
- Difference in prevalence of lid wiper staining between the symptomatic and asymptomatic groups was significant ( $P < 0.0001$ )



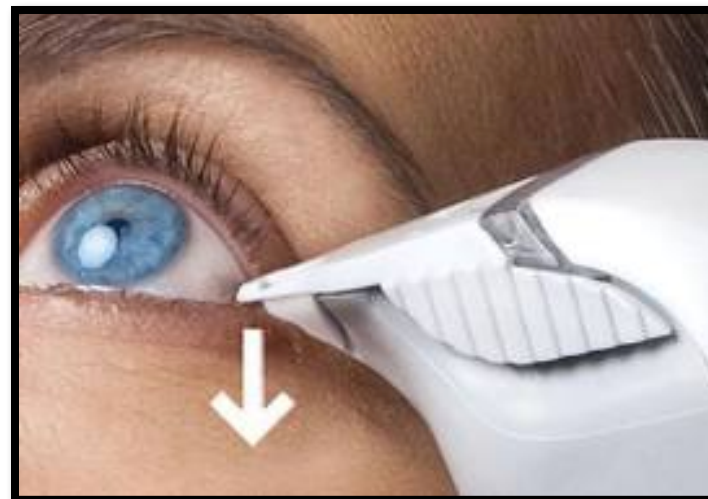
# Lid Wiper Epitheliopathy

- Conclusion - lid wiper epitheliopathy
- Diagnosed by staining with fluorescein and rose bengal dyes
- Frequent finding when symptoms of dry eye are experienced in the absence of routine clinical dry eye findings.



# TearLab Osmolarity

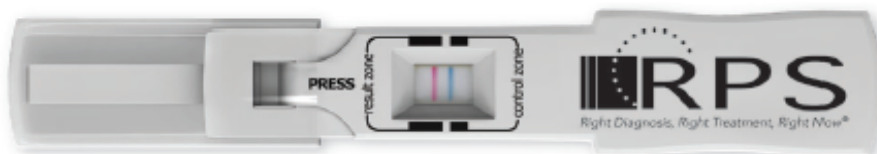
likely pathogenic >308



*InflammaDry*<sup>®</sup> Limit of Detection

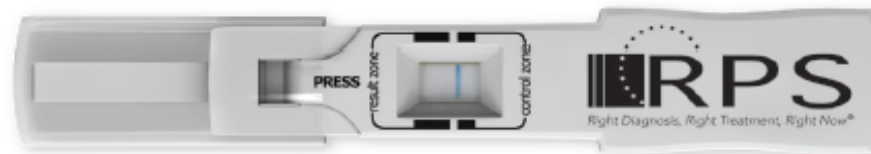
**POSITIVE TEST RESULT**

MMP-9  $\geq$  40 ng/ml



**NEGATIVE TEST RESULT**

MMP-9 < 40 ng/ml

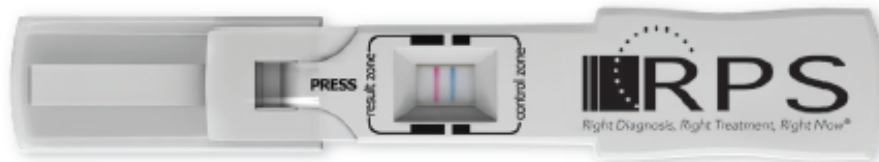


# *InflammaDry*<sup>®</sup> Limit of Detection

- Test similar to an at-home pregnancy test
- Takes a sample of tears
  - Positive result = ocular surface disease
  - Negative result = no ocular surface disease
- Test takes 10 minutes
- Test based amount of MMP-9 in the tears (normal levels MMP-9 in human tears ranges from 3-41 ng/ml)
- Red line indicates elevated MMP-9
- If positive, over 40 ng/ml of MMP-9

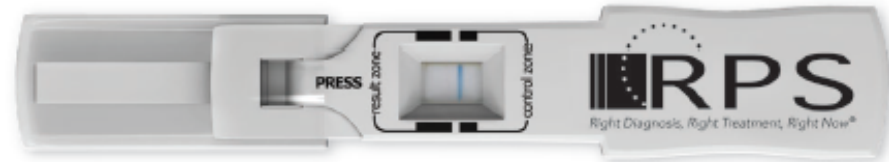
## **POSITIVE TEST RESULT**

MMP-9  $\geq$  40 ng/ml



## **NEGATIVE TEST RESULT**

MMP-9  $<$  40 ng/ml





# Contact Lens Wear An Independent Risk Factor for DED, Especially MGD

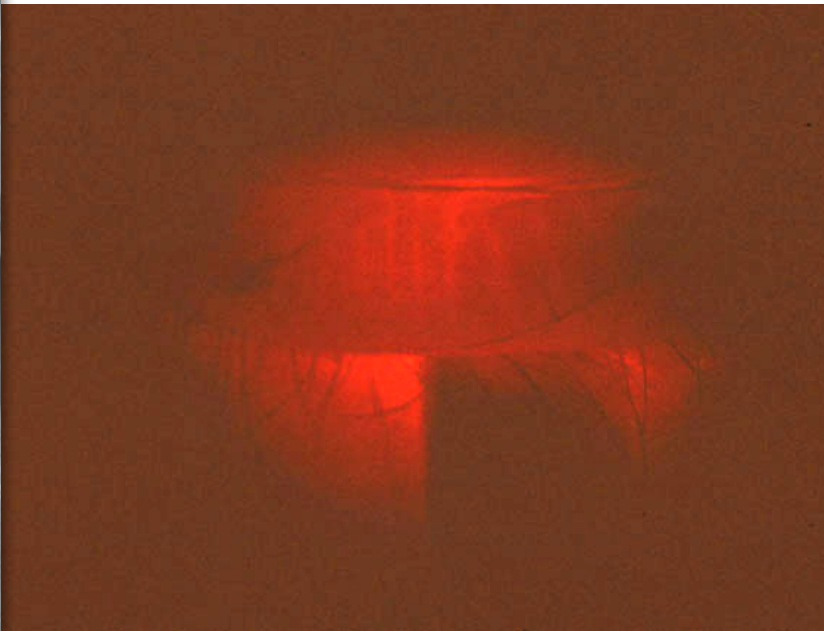
- Evaluate
  - Number of glands present
  - Increased lid telangiectasia
  - MG orifice obstruction
  - Decreased quality of meibomian gland secretions
  - Meibomian gland dropout (transillumination or IR photo imaging)





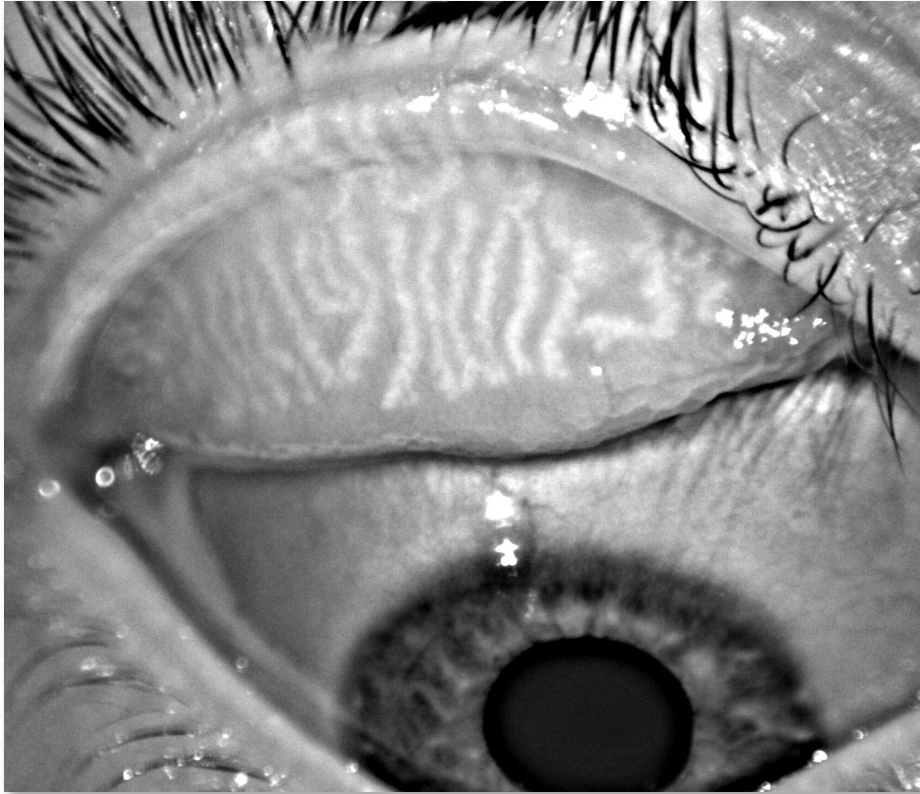
# Meibomian Gland Evaluation

## Normal Appearance



# Meibomian Gland Evaluation

**Incipient Dropout**















**Severe Dropout**



# Preparing the Dry Eye for CL Wear Educate

- Vital when managing chronic complex diseases
- DED – a great extent, self treated
- Patients must do much of the therapy
- Treatment lasts for weeks or months, longer

Rat	Ox	Tiger	Hare	Dragon	Snake	Horse	Sheep	Monkey	Rooster	Dog	Pig
											
1900	1901	1902	1903	1904	1905	1906	1907	1908	1909	1910	1911
1912	1913	1914	1915	1916	1917	1918	1919	1920	1921	1922	1923
1924	1925	1926	1927	1928	1929	1930	1931	1932	1933	1934	1935
1936	1937	1938	1939	1940	1941	1942	1943	1944	1945	1946	1947
1948	1949	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959
1960	1961	1962	1963	1964	1965	1966	1967	1968	1969	1970	1971
1972	1973	1974	1975	1976	1977	1978	1979	1980	1981	1982	1983
1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995
1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043
2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055
2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067
2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079
2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091
2092	2093	2094	2095	2096	2097	2098	2099	2100	2101	2102	2103

# Preparing the Dry Eye for CL Wear Encourage

- Chronic condition affecting quality of life, long term therapy, discouraging
  - Review why contact lens wear has been delayed and expected benefits
  - Report the results of the treatment (progress)
  - Expected duration of treatment prior to CL- “light at the end of the tunnel”
  - Once lens wear initiated or resumed, keep the ocular surface healthy- ongoing treatment





# Management – discomfort and dryness

- CL types – material, replacement frequency
  - DD vs RU
  - Hyd vs SiH
  - RGPs
- Care regimens
  - MPS vs H<sub>2</sub>O<sub>2</sub>

# Examples of daily disposable lenses



# TEMPO Registry

- Rates of adverse events with hydrogel and silicone hydrogel daily disposable lenses in a large post-market surveillance registry: the TEMPO Registry.
- Adverse events including corneal infiltrative events
  - 171 subjects (31.8 ± 13.5 years, 68% female)
  - 601 SiHyDD
  - 570 HydDD
- Over 1 year

# TEMPO Registry

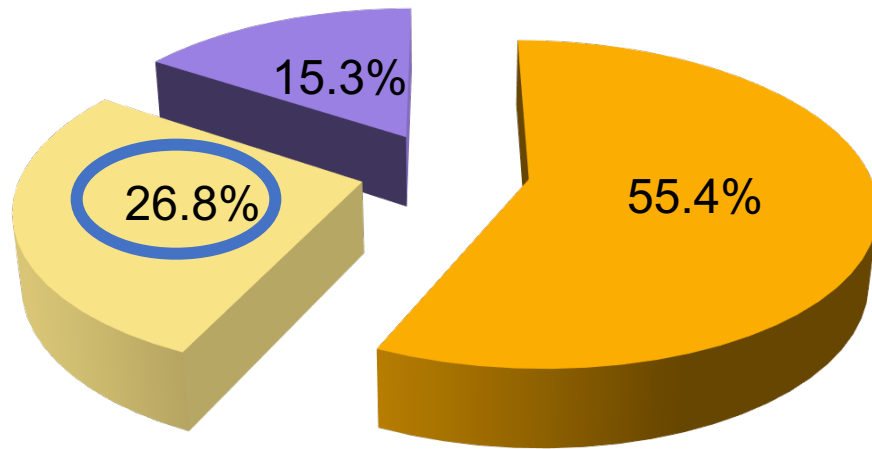
- Rates of CIEs with DD lenses
  - SiHyDD 0.4% per year
  - HyDD 0% per year
- Rates significantly lower than rates with reusable SCLs (3%-4% per year)
- Improved safety outcomes with DD lenses.



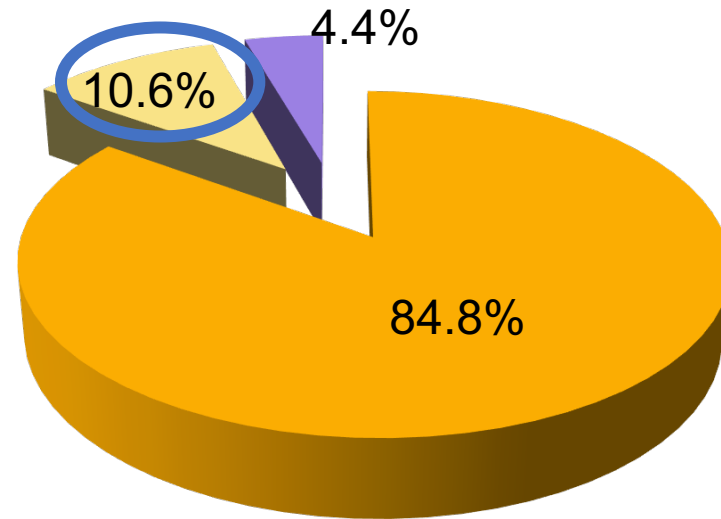
Combat digital  
eyestrain



Monthly Lenses



1 Day Lenses

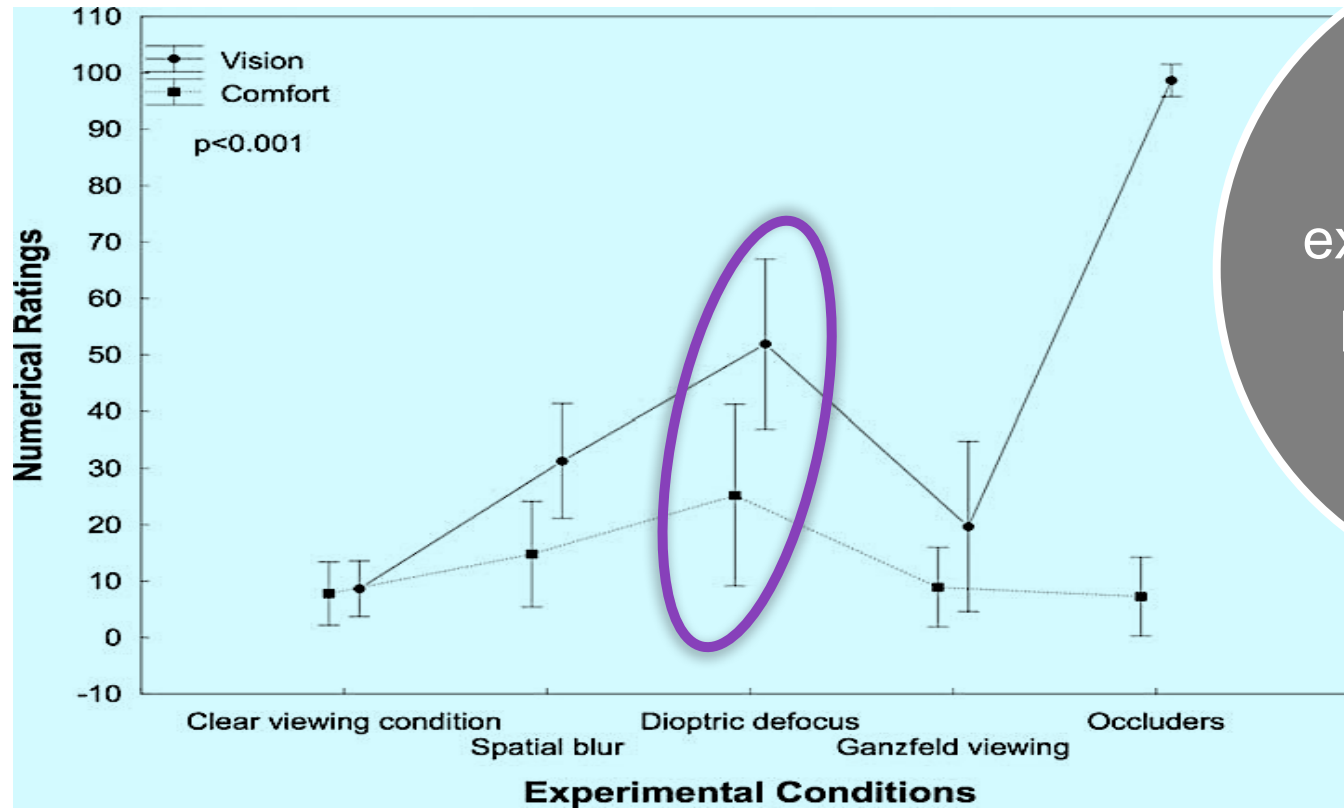


■ Sphere    ■ Toric    ■ Multifocal

# Fits By Category

# Importance of vision

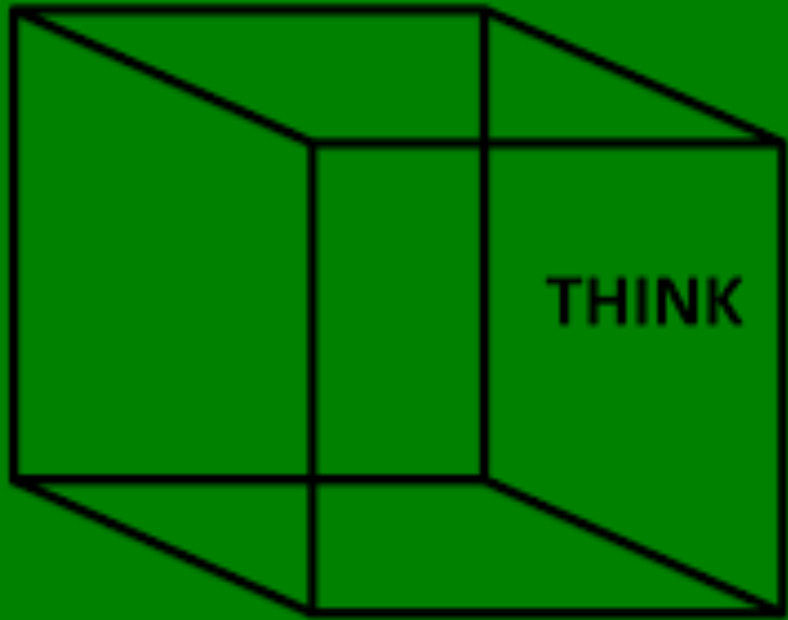
Association shown between ocular surface sensation and quality of vision<sup>1</sup>



Must fully understand Px experience of visual performance of lenses

After discomfort, **poor vision** is next most common reason for drop out with established wearers<sup>2-4</sup>

1. Rao SBS and Simpson TL. Influence of Vision on Ocular Comfort Ratings OVS 2016 93:8 793-800
2. Young G et al. A multicentre study of lapsed contact lens wearers. OPO 2002;22:516-527
3. Rumpakis J. New data on contact lens dropouts: An international perspective. Rev Optom 2010;147:1 37-40
4. Dumbleton K, Woods CA, Jones LW et al. The impact of contemporary contact lenses on contact lens discontinuation. ECL 2013;39:93-9



THINK

OUTSIDE.



# Astigmatic Annoyances

## 85% of Patients Must Manually Reorient Toric Lenses to Regain Vision<sup>2</sup>

- Rub eyes
- Stick finger in eye
- Blink a lot
- Push on eyelids

### While Engaged in Critical Activities

- Driving
- Working at a computer
- Participating in athletic activities
- Reading
- Laying down to read or watch TV
- Simply changing their head position

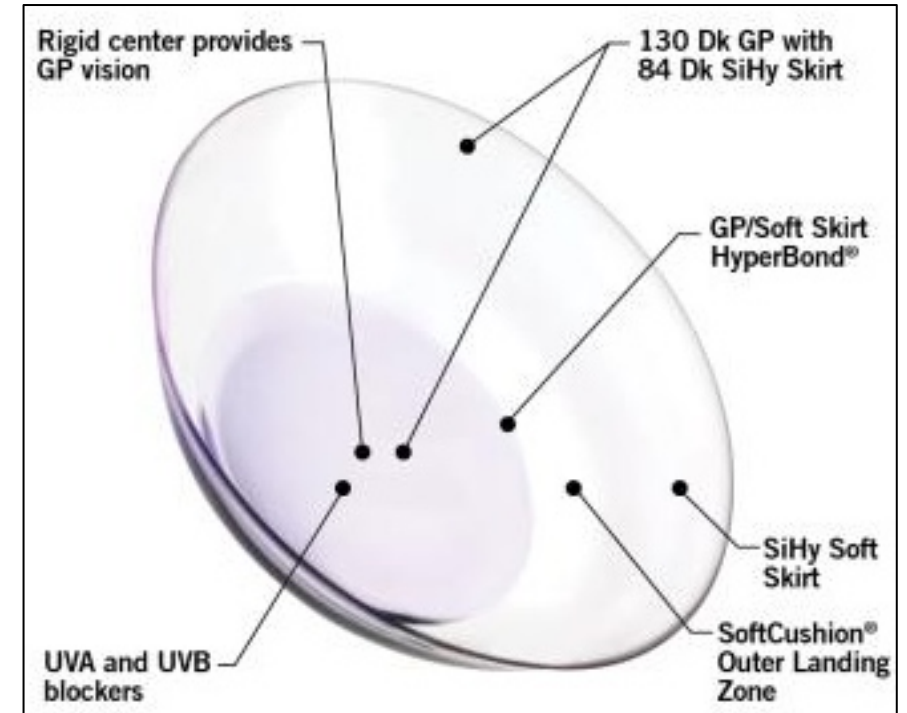


# Duette Patient Candidates

- Astigmats
  - Any patient seeking better vision
  - Patients who:
    - notice blur due to soft toric lens rotation
    - would like to eliminate halos and glare at night
    - want to see as well in their contacts as they do in their glasses
  - Contact lens dropouts due to poor acuity
  - Occupations or hobbies that demand great vision
    - Anybody whose work requires them to look above their head (mechanics, carpenters, medical assistants)
    - People who do a lot of computer work (engineers, architects, graphic designers)
    - Anyone whose hobby requires precision (athletes, hunters)

# Duette

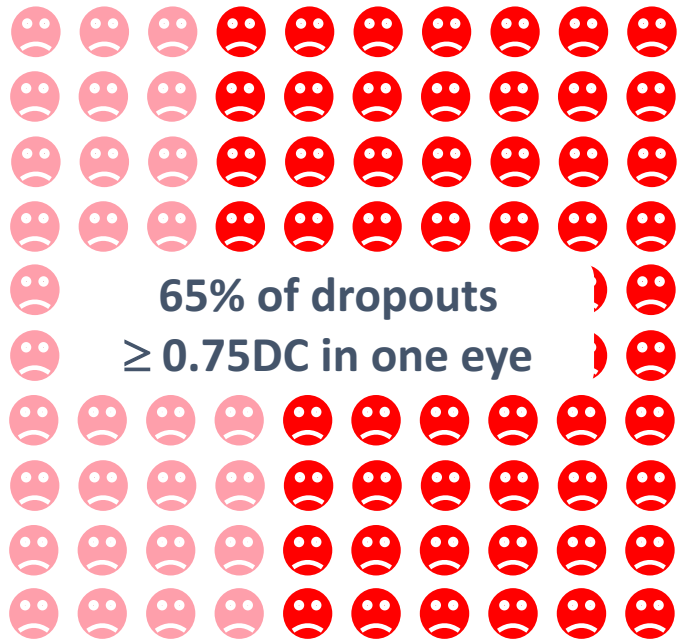
- Hybrid platform offers centration and stability;  
Vision Not Affected by Lens Rotation\*
- Uncompromised GP Optics
- SoftCushion® Comfort Technology
- Excellent Ocular Health: 130-Dk GP center;  
84-Dk silicone hydrogel soft skirt
- UVA and UVB blocker
- Straightforward Empirical Fitting
- 100% Retention of Repeat Business



\*GP optics negates corneal astigmatism; rotation of lens inconsequential

# Importance of vision in astigmatists

*What happens when astigmatists are not optimally corrected with CLs?*



Historically, **high** % drop outs astigmatic<sup>1</sup>

Astigmatists remain **over-indexed** in the dropout population<sup>1-3</sup>  
and toric CLs are still **under-prescribed**<sup>4</sup>

**However:** a very high proportion of astigmatists (including dropouts) can be **successfully refitted**<sup>5</sup> and toric lenses can deliver additional **visual quality of life benefits**<sup>6</sup>

1. Young G, Veys J, Pritchard N et al. A multicentre study of lapsed contact lens wearers. *Ophthalmic Physiol Opt* 2002;22:516-527 2. Young G. Why one million contact lens wearers dropped out. *Contact Lens Anterior Eye* 2004;27:83-85 3. Canavan K, Coles-Brennan C, Butterfield R et al. Multi-center clinical evaluation of lapsed wearers refitted with senofilcon A contact lenses. *Optom Vis Sci* 2014. E-abstract 145180 4. Young G, Sulley A and Hunt C. Prevalence of astigmatism in relation to soft contact lens usage. *Eye & Contact Lens* 2011;37: 20-25 5. Sulley A, Young G, Lorenz KO et al. Clinical evaluation of fitting toric soft lenses to current non-users. *Ophthalmic Physiol Opt* 2013;33:2 94-103. 6. Nichols J, Berntsen D, Bickle K et al. A comparison of toric and spherical soft contact lenses on visual quality of life and ease of fitting in astigmatic patients. Paper presentation at Nederlands Contactlens Congres, March 2016

# Correct the Cylinder

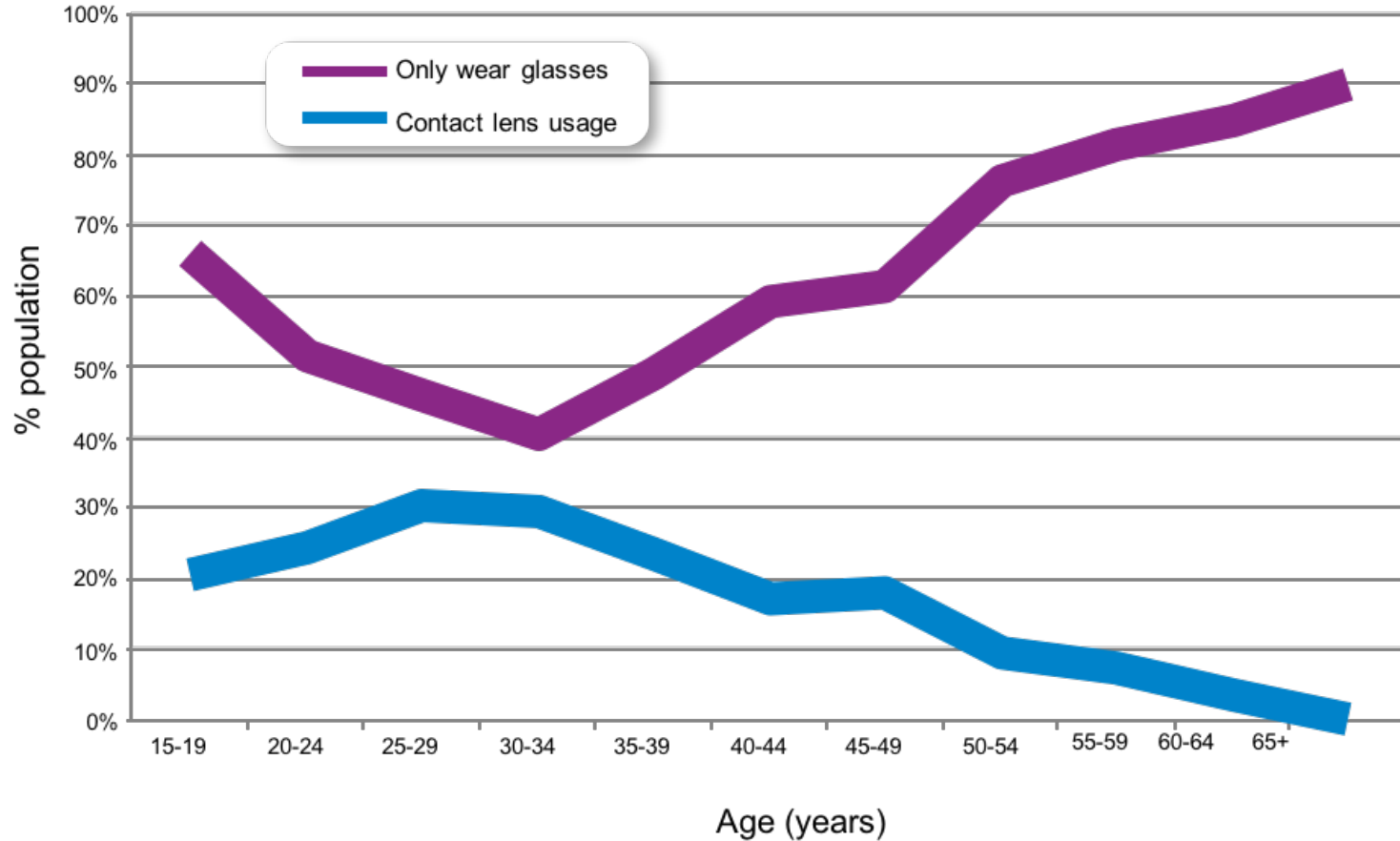
- Low astigmatic eyes
  - 3 to 5.5 letters of acuity gained with toric contact lenses vs. spherical lenses
- Moderate astigmatic eyes
  - 8 to 12.5 letters of acuity gained with toric lenses
- Both groups showed improvements in acuity with toric contact lenses



# Correct the cylinder

- Compared the visual outcome of spherical and toric lenses in patients with low astigmatism
- 41 subjects
- Monocular and binocular high and low contrast logMAR visual acuities were significantly better with toric lenses compared with the spherical lenses ( $p < 0.01$ ).
- Significant improvement in both subjective and objective vision with toric lenses compared with spherical lenses.

# Huge opportunity for CLs as ametropia increases



Ametropia  
**doubles**  
past 45 years<sup>1</sup>

**Half**  
of CL wearers  
drop out past  
45 years

1. Independent market research, 2014/15 in 7 markets including Europe and Russia N=28,700 (2014); N= 14,000 (2015)

# Presbyopia: impacting everyday life



Long arm syndrome



Can't read menu



Magnifying mirror



Missing moments



Squinting at screens



Lost glasses/too many pairs

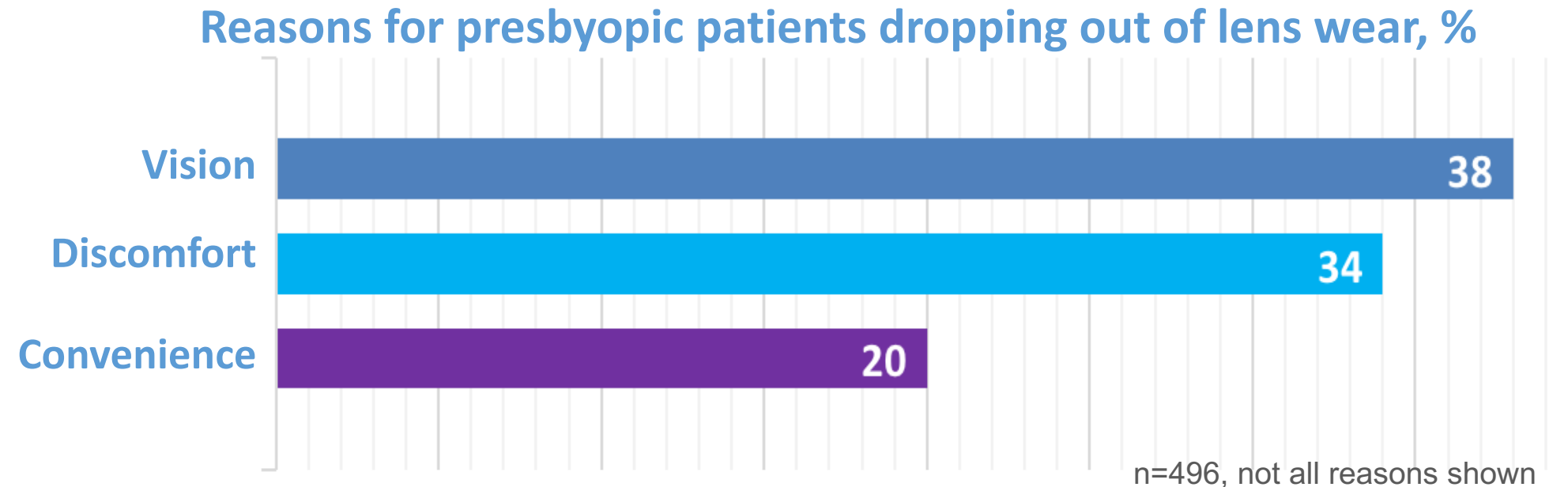


Font too big!

Seemingly small issues put together become significant

# Drop out among emerging presbyopes

Recent survey 496 presbyopic patients

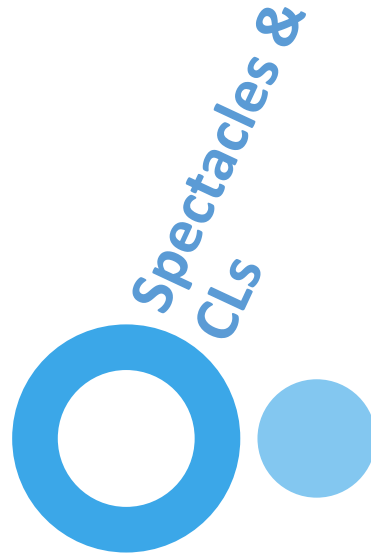


**Those new to CL after presbyopia no more or less likely to lapse than long term wearers**

# How to make a difference: emerging presbyopes



Let 40 year olds  
know vision  
changes and there  
are CL available to  
help



Provide both  
optical solutions to  
meet spectrum of  
patient needs;  
remember choice &  
convenience  
important



Use latest MF design  
and material  
technology and set  
realistic expectations

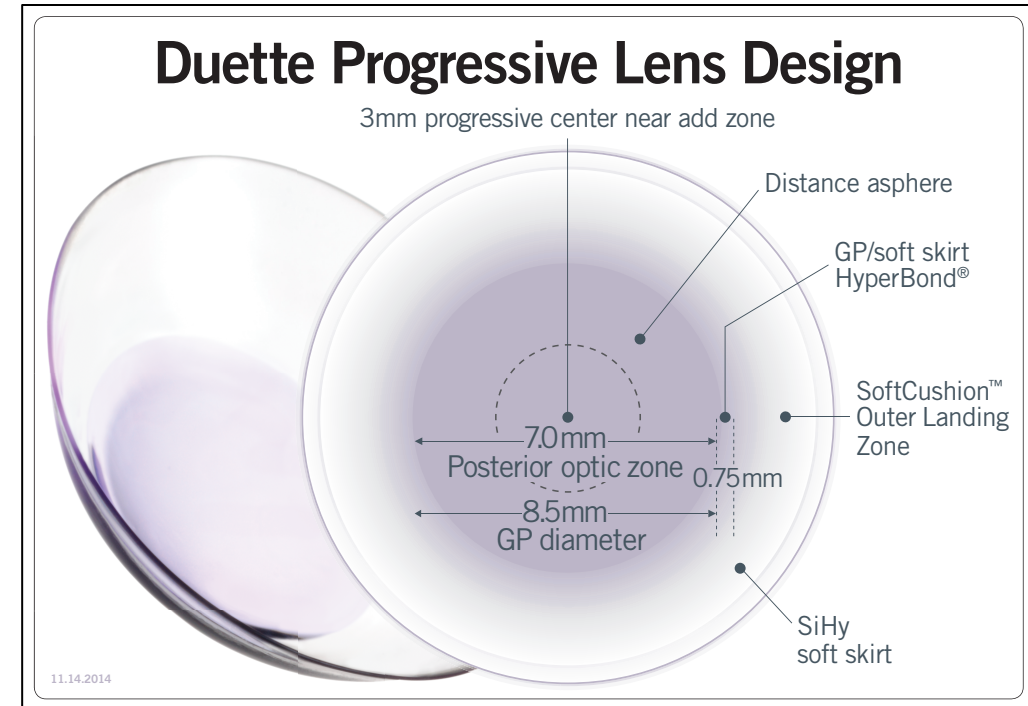


# Daily Replacement Multifocals



# Duette Progressive

- High performance vision for astigmatic presbyopes
- Hybrid platform offers centration and stability; Vision Not Affected by Lens Rotation\*
- Uncompromised GP Optics provide a seamless progression of power from near to distance; available in three add powers
- SoftCushion® Comfort Technology
- Excellent Ocular Health: 130-Dk GP center; 84-Dk silicone hydrogel soft skirt
- UVA and UVB blocker
- Straightforward Empirical Fitting
- 100% Retention of Repeat Business



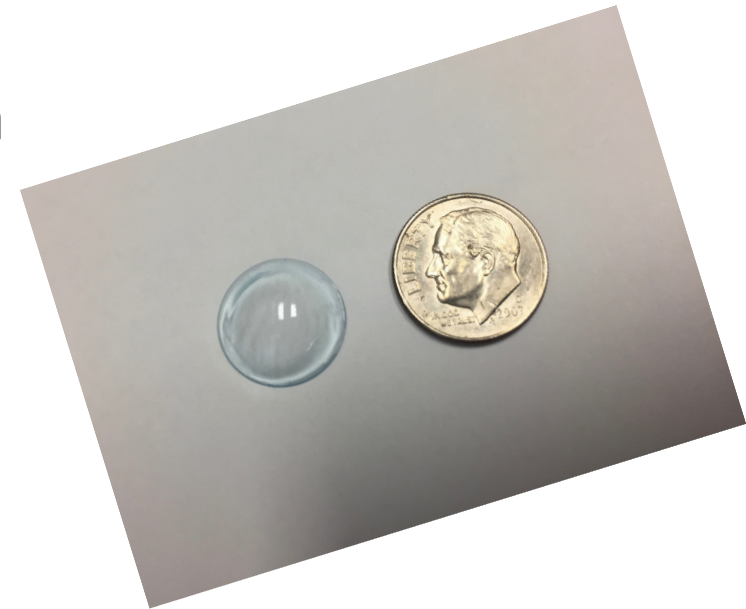
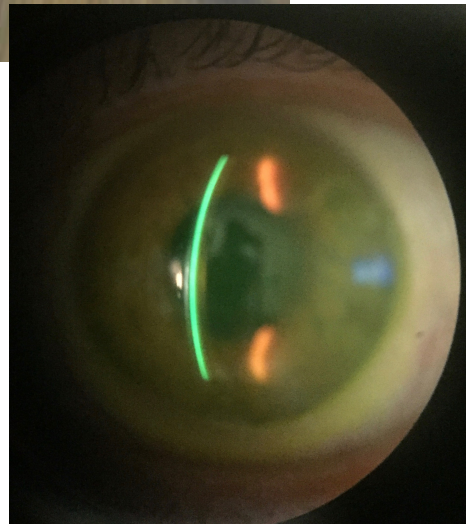
+1.00, +1.75 and +2.50 powers available

\*GP optics negates  
corneal astigmatism;  
rotation of lens  
inconsequential

# Newly emerging scleral lens indications



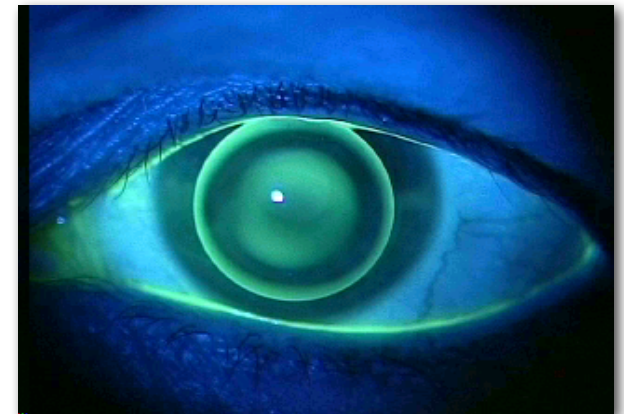
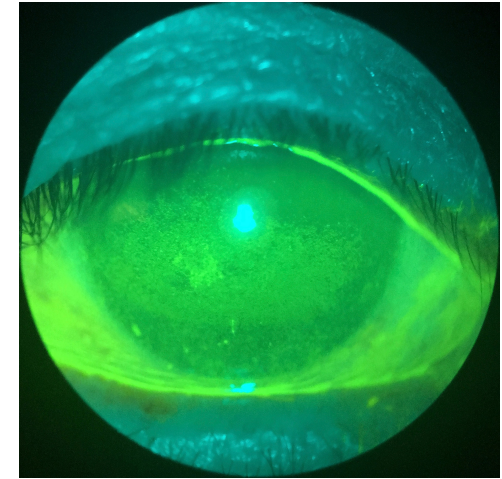
- Soft lens wearers experiencing discomfort/dryness/fluctuating vision
- High refractive errors
- Presbyopia (especially with astigmatism)
- Sports/occupation
- Allergy control



# Fitting Normal Eyes

- Indications

- Refractive error
- Astigmatism
- High myopia
- High hyperopia
- Presbyopia
- Aphakia
- Dry eye
- Gas permeable contact lens intolerance
- Piggyback patients
- Athletes





# Fitting Commonalities

- Preservative-free solutions
- Minimal conjunctival compression
- Minimal to no conjunctival impingement
- Optimized materials for oxygen
- Daily wear
- Nightly disinfection





# Alice, 21 year old female

- History of soft toric contact lens wear
- Unknown brand and prescription information of contact lenses
  
- Negative medical history
- No ocular medications
- No systemic medications

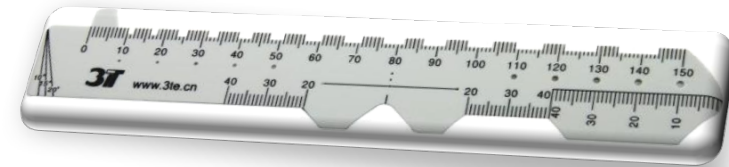
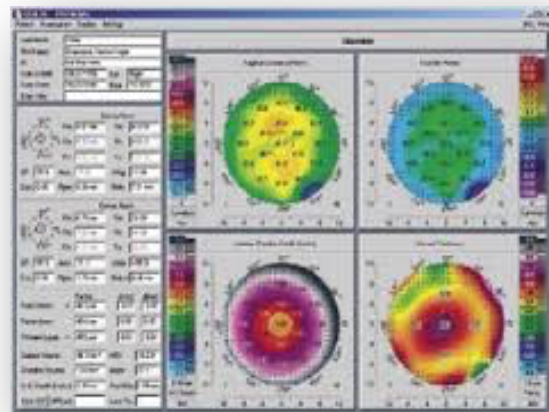
OD		OS
20/40-2	VA (CLs)	20/25-2
43.50/48.50/177	Keratometry	43.00/46.75/003
-12.50+4.50x091 20/25-2	Refraction	-8.25+6.00x112 20/30+1
	CT 6D alt XT D and N	
16 mmHg	IOP icare @ 11:16am	17 mmHg



OD		OS
1+ mgd	L/L	1+ mgd
1+ superior and inferior papillae	Conj	1+ superior and inferior papillae
1+Inferior PEK	K	2+ Inferior PEK
Deep and Quiet	A/C	Deep and Quiet
Clear	Lens	Clear
0.50	C/D	0.55
Normal	Macula	Normal
Normal	Peripheral Retina	Normal

# Evaluation Prior to Contact Lens Fitting

- Measure corneal diameter
  - Pd ruler
  - Topography
  - Pentacam
  - Slit lamp reticle



# Alice Scleral Lenses

Scleral lenses Boston XO<sub>2</sub> material (B+L)

OD 43.00 / -6.00 / 14.9 / 9.0      20/20-2

Sag 4.11

OS 41.00 / -5.75 / 15.0 / 9.0      20/20-1

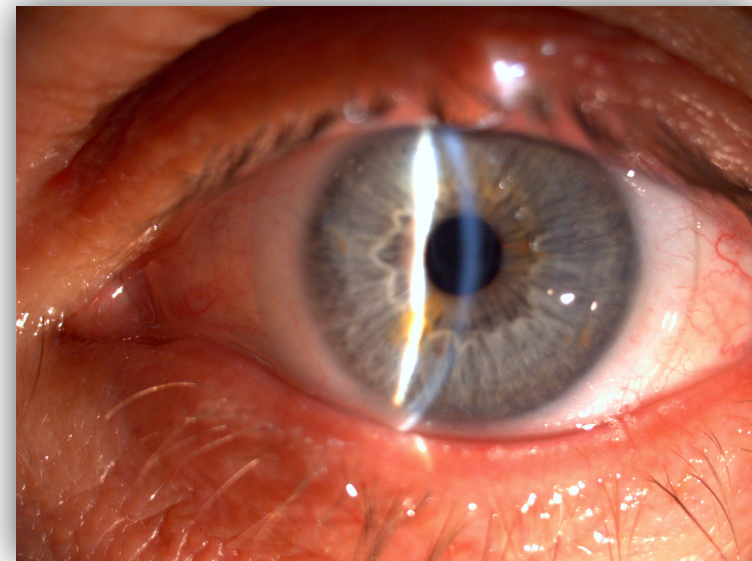
Sag 4.05

Binocular 20/20+2



# Alice Scleral Lenses

- Fit OU
- Good central apical clearance, good peripheral fit, no blanching, no sebaceous tear debris, no surface debris
- “Everything is clear now!”
- Even driving at night is clear.



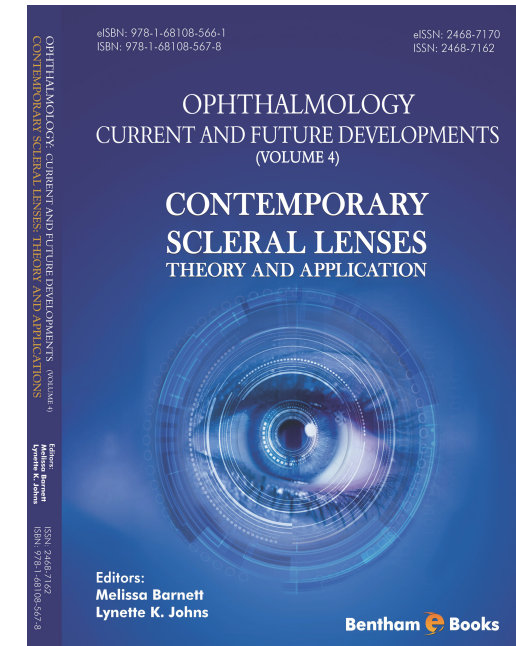
## Scleral Lenses for the Regular / Normal / Non-Diseased Cornea

Langis Michaud\*

*École d'Optométrie, de l'Université de Montréal, Québec, Canada*

**Table 3. A summary of the wide range of multifocal scleral lenses that are available.**

Type	Designs	Power Range	Add Range	Diameter	Base Curve
<b>Acculens:</b> Maxim, Comfort SL, Easy Fit	Center near Center distance	+20.00 to -20.00D cylinder to -6.00D	+1.00 to +3.50D	14.5 to 20.5 mm	Custom
<b>Art Optical:</b> Ampleye	Center near	Custom	+1.00 to +3.50D	16.5mm, 16.0mm, 17.0mm	6.04 to 8.44mm
<b>Art Optical/Dakota Sciences:</b> SO <sub>2</sub> Clear	Center near	+20.00 to -20.00D in 0.25D steps	+1.00 to +3.50D in 0.25D steps	13-15mm	5.83-9.00mm
<b>Advanced Vision Technologies:</b> SST	Center distance	Custom	+1.00 to +3.00D	Custom	Custom
<b>Blanchard:</b> Onefit 2.0	Center near	+20.00 to -20.00D in 0.25D steps	Standard add of +2.25D	14.6-15.2mm	6.80-9.00mm
<b>Essilor:</b> Jupiter Plus	Center distance	+20.00 to -20.00D	Up to +1.75D	15-18.2mm	Custom
<b>EyePrint Prosthetic</b>	Center distance	Custom	Custom	Custom	Custom



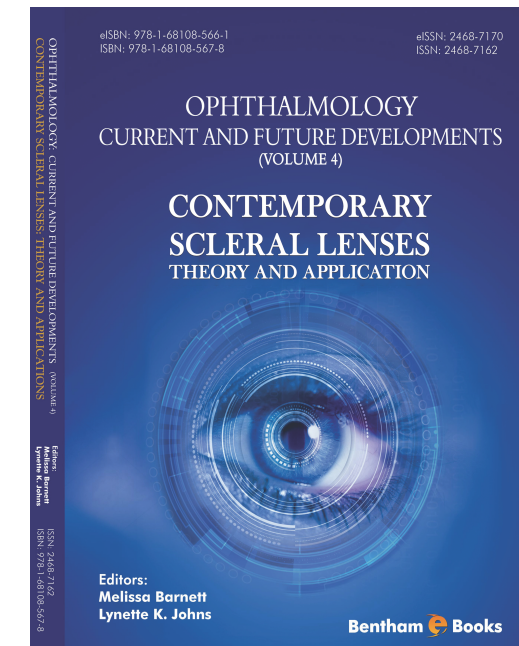
## Scleral Lenses for the Regular / Normal / Non-Diseased Cornea

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(Table 3) contd.....

Type	Designs	Power Range	Add Range	Diameter	Base Curve
<b>Falco</b>	Simultaneous or alternating	Custom	+0.12 to +5.00D	15-17.5mm	Custom
<b>GP Specialists: iSight</b>	Center near or center distance	+20.00 to -20.00D in 0.25D steps	+0.50 to +5.00D	14.2-24mm	Custom
<b>Lens Dynamics: Dyna semi-scleral</b>	Front aspheric	+12.00 to -20.00D	Up to +2.75D	13-16mm	5.50-8.50mm
<b>Lens Dynamics: Dyna scleral</b>	Front aspheric	+12.00 to -20.00D	Up to +2.75D	16.1-19mm	7.00-9.50mm
<b>Metro Optics: InSight scleral</b>	Center distance	Custom Cyl to 8.00D	Custom	15.2-20mm	Custom
<b>Northern: semi-scleral</b>	Center near for hyperopes and center distance for myopes	Custom	Up to +5.00D	14mm – 18mm	Custom
<b>Procornea: Senso</b>	Semi-scleral Center near or center distance	+20.00 to -25.00 in 0.25D steps	+1.00 to +2.50D in 0.50D steps	13-15mm in 0.2mm steps	6.50-9.80mm in 0.05mm steps
<b>TruForm Optics: DigiForm</b>	Center near	+30.00 to -30.00D	Up to +3.50D in 0.25D steps	15.0 – 18mm	Custom
<b>Valley Contax: Custom Stable Aurora</b>	Center near	+30.00 to -30.00D	+1.00 to +3.50D	14.8-17.8mm	Custom
<b>Visionary Optics: Europa for Presbyopia</b>	Center near	Custom	+1.00 to +3.50D	16.0-20.0 mm	Custom
<b>Wave: Multifocal</b>	Center near and center distance	+30.00 to -30.00D	Up to +5.00D	12.5-18.0mm	Custom
<b>X-Cel Specialty Contacts: Atlantis Multifocal</b>	Center distance	+20.00 to -20.00D	+0.75 to +4.00D	15.0 to 17.5mm	6.5 to 9.12mm







# Clear care

- Berntsen DA, Hickson-Curran SB, Jones LW, et al.
- Optom Vis Sci. \_2016 Aug;93(8):809-19. **Subjective Comfort and Physiology with Modern Contact Lens Care Products.**
- Compared 3 MPS solutions to peroxide-based system with 3 different soft contact lens materials.
- Compared subjective comfort and ocular physiology
- Habitual soft contact lens wearers (n = 236) - 3 sites
- Washout period  $\geq 4$  days (no contact lens solution)
- New lens worn 10-14 days (washout period ( $\geq 4$  days) between each solution)
  
- Compared levels of comfort between MPS compared to peroxide disinfection.
- ★ 6 MPS/material combinations – no change in corneal staining vs. peroxide
- ★ 3 MPS/material combinations – increased corneal staining of up to 0.57 units versus peroxide solution.

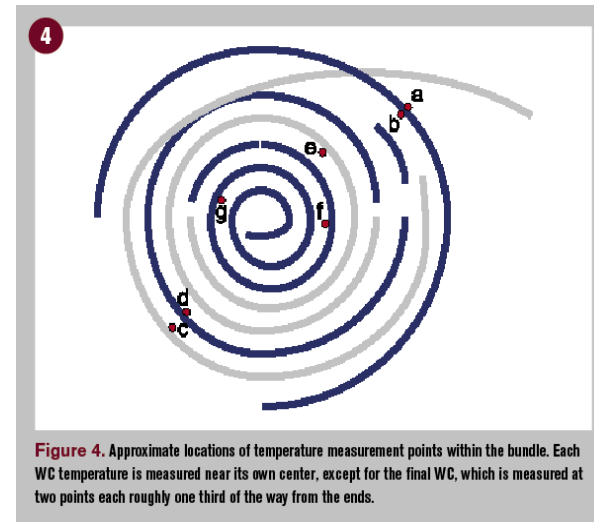


# Peroxiclear

- Schafer, J, Steffen R, Rah MJ
- Clin Ophthalmol 2014 Oct 6;8:2035-40. doi: 10.2147/OPHTH.S69701. eCollection 2014.
- **Patient satisfaction with a novel one-step hydrogen peroxide solution.**
  
- Evaluated product performance of a hydrogen peroxide cleaning and disinfecting solution
- Used by habitual Clear Care users
- 2 week study – evaluated at screening and 2 week follow up visit
- 297 subjects
- 21 sites by 21 investigators in the US
- Test solution was better overall (85.9%) than habitual contact lens solution (14.1%) (P<0.001).
- ★ Significantly higher for
  - Comfort (85.4% vs 14.6%)
  - Moistness (90.0% vs 10.0%)
  - Cleanness (91.6% vs 8.4%)
  - Clarity of vision (85.8% vs 14.2%)

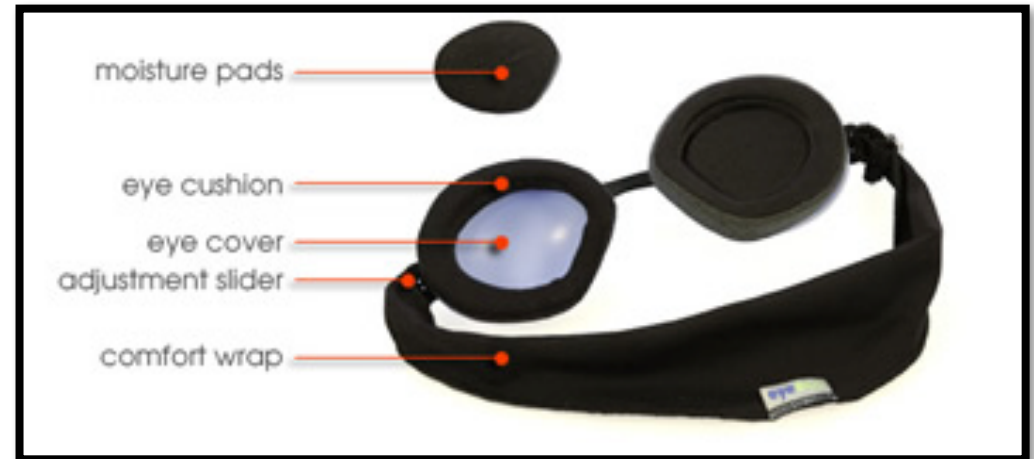
# Management strategies





Optom Vis Sci. 2015 Sep;92(9):e327-33. All Warm Compresses Are Not Equally Efficacious. Murakami DK1, Blackie CA, Korb DR.









# Warm Compress Devices

Heated Eye Pad by Digital Heat Corp.

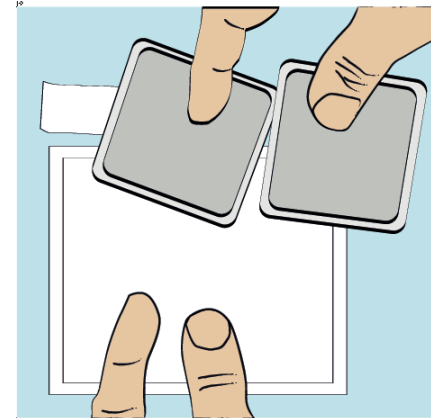
MiBo Thermoflo



Lipiflow



Eyegiene



# New wearer experience

## Poor technique leads to problems with CL application

Attempting to lift eyebrow rather than pulling upper lid open



Blinking just as lens approaches – lens falls off finger or gets stuck to bottom lid/lashes

## How do patients feel during trial and application & removal training?



Possibly overwhelmed?  
# steps to apply and remove CL:

19

# Handling, Wear & Care training



**Clean, comfortable, private teaching area**

**Break process down into small steps**

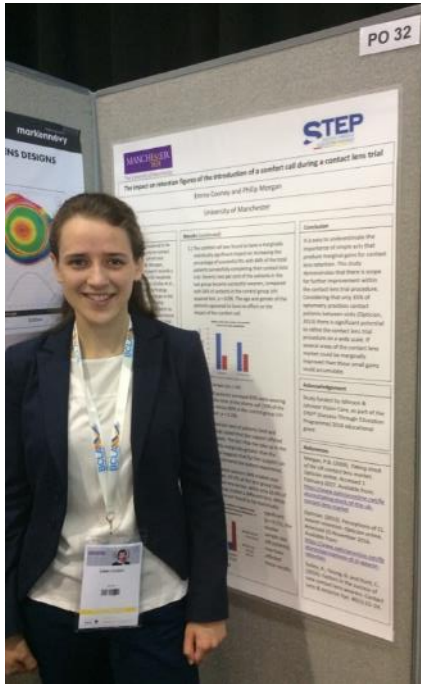
**Positively encourage at each stage**

**Speak slowly and softly, actively listen**

**Build trust and confidence**



# Early Intervention – Follow-up / Progress Call



Prospective study, 100 neophytes

50 received **follow-up call** (Test Group)

50 did **not** receive a call (Control Group)

	Test	Control
% who became successful wearers	<b>72</b>	56
% of unsuccessful fits who returned to trial other CLs	<b>44</b>	21

Cooney E & Morgan P. The impact on retention figures of the introduction of a comfort call during a contact lens trial. Poster, BCLA Conference, June 2017.



# How to make a difference: new wearers

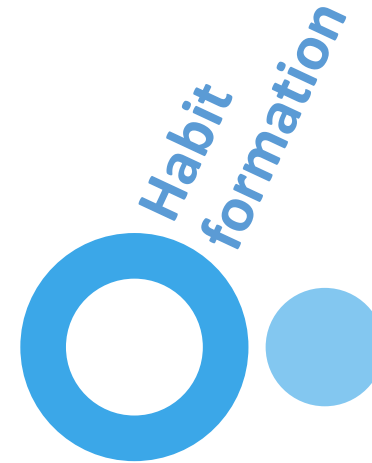


**Recommend optimum lens first time** to meet both vision and lifestyle needs.

**Offer alternatives** where needed



**Provide comprehensive novice support:** take home information, video links, apps and **progress call**



**Encourage habit formation:** regular wear, regular purchase and convenient regular supply along with **regular follow up**

# Conclusion

When an individual w/dry eye disease (DED) presents for contact lens evaluation.....

- The temptation may be to proceed, hoping that the patient will “adapt,” or “get better”
- Don't do it!!
- Prepare the dry eye prior to CL wear; it can improve long-term better outcomes.



- You will be the hero!

