

Impact of diabetic retinopathy screening program in a multi- site primary care practice – *Healthcare from the Eye™*

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- 30+ years of clinical leadership, including Chief of Family Medicine at Henry Ford Allegiance
- 100+ articles and chapters in peer review literature

The Compliance Gap

- Fewer than **50%** of Americans with diabetes receive annual eye exams
- **25%** already have diabetic retinopathy
- **5%** have advanced, vision-threatening complications
- Yet **over 90%** of diabetes-related vision loss is preventable
- Barriers include:
 - Limited access to care
 - Economic disparities
 - Gaps in patient awareness and education

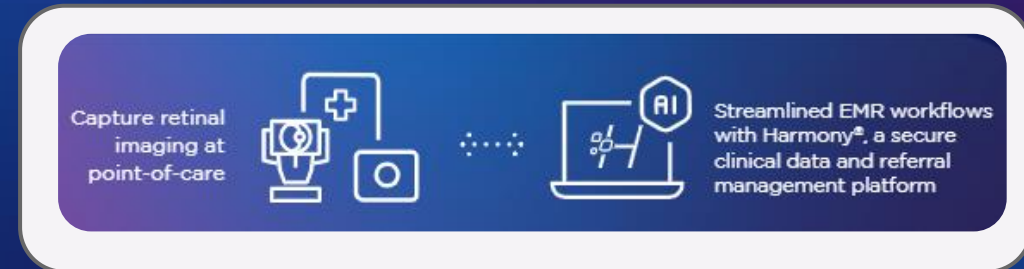
Current screening challenges

- Manual processes and complex equipment
- Workflow disruption in busy practices
- Delayed reporting from reading centers
- Training demands for staff
- Difficulty tracking patients for follow-up
- Inconsistency in care gap closure



The Topcon Healthcare Screening Advantage

- Streamlined, automated workflow
- Robotic camera with instant AI results
- Minimal training needed (~4 hours)
- Optimized for primary care
- Proactive detection and faster referrals
- Improves quality scores and closes gaps



Pilot Program Overview

Study Parameters

Study type	Retrospective chart review
# diabetic patients	806
# (%) successfully screened	643 (80%)
Study duration	5 months (5/6/24 – 10/4/24)
Average age	59.8 years (range: 14 – 95)
Gender distribution	Female: 49.5% vs Male: 50.4%
Insurance providers	Medicare, Medicare Advantage & Commercial, Medicaid

Data by Site

Site*	# of Patients Imaged	# Successfully analyzed	Success Rate	# with mmDR**	Referral Rate
1	358	300	84%	46	15%
2	352	276	78%	66	24%
3	81	53	65%	14	26%
4	15	14	93%	3	21%
All	806	643	80%	129	20%

*Sites: 1. Mid-Michigan Health Center, Jackson, MI, 2. ProCare Medical Group, Milwaukee, WI, 3. Khatib Family Practice, Bullhead City, AZ, 4. Consolidated Medical Practices of Memphis, Memphis, TN.

**mmDR = more than mild DR, these patients were referred to eyecare.

Retrospective review outcome

- 806 patients screened in 5 months across 4 sites
- Exams completed in under 2 minutes
- Instant AI-based results increased efficiency
- Sites with strong staff engagement had highest screening rates
- Value-based performance improved from 65% to 93%
- 20% referral rate (129 of 643 patients) for follow-up care
- Positive clinician/patient feedback on ease of use

Lessons to Drive Future Success

- **Site Variability:** Screening success rates ranged widely from 65% to 93%, with an overall success rate of 80%.
 - **Site 1** reported the highest success (84%) on a large volume of patients (over 100). That site is imaged in triage at the beginning of the visit, along with other vital signs captured.
 - **Site 2** imaged in a dedicated exam room at the end of the patient visit and also reported a strong success rate (78%).
 - **Site 3** was a lower-volume practice with no triage area. Imaging was done in the exam rooms. Due to the low patient volume, the staff never became comfortable with the process, which is evident in the lower success rate (65%).
 - **Site 4** had excellent success during the initial training phase. However, due to staff resistance, they discontinued the program after the first phase.

The Topcon Customer Success Program will help address these factors and ensure scalability.

Key Takeaways from the Pilot

- Topcon robotic camera saved time for both staff and patients
- AI-driven instant results streamlined diagnosis
- Point-of-care integration minimized delays
- Click-to-refer tools simplified collaboration with specialists
- Educational referrals increased patient engagement
- Process must adapt to each practice. One size does not fit all



Enabling Preventative Care in Primary Care

- Embed eye care directly into PCP workflow
- Enhance access for underserved populations
- Improve compliance with care protocols
- Support quality programs and bonus incentives
- Reduce travel barriers and healthcare costs

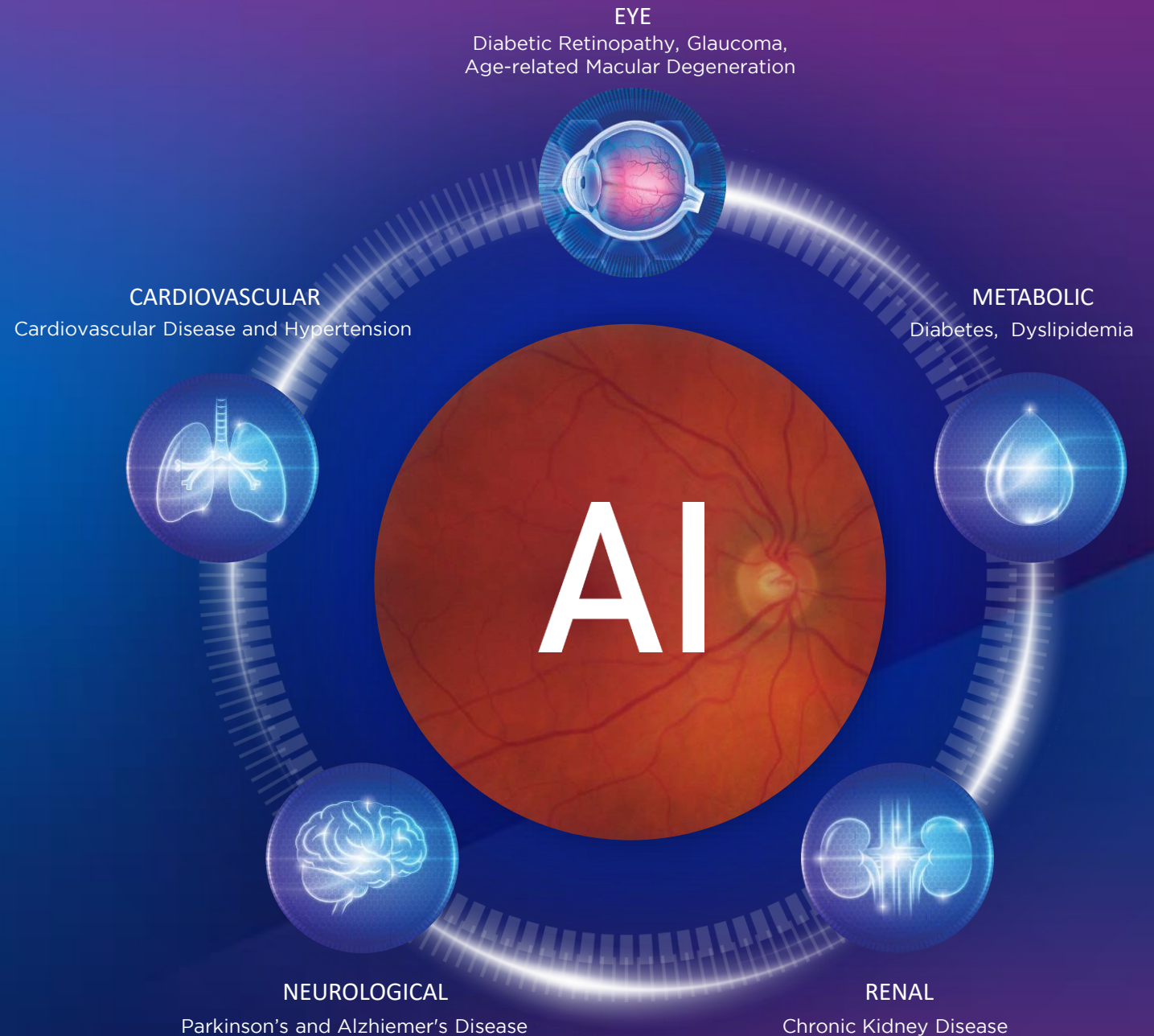


The Eye is a Window to the Body

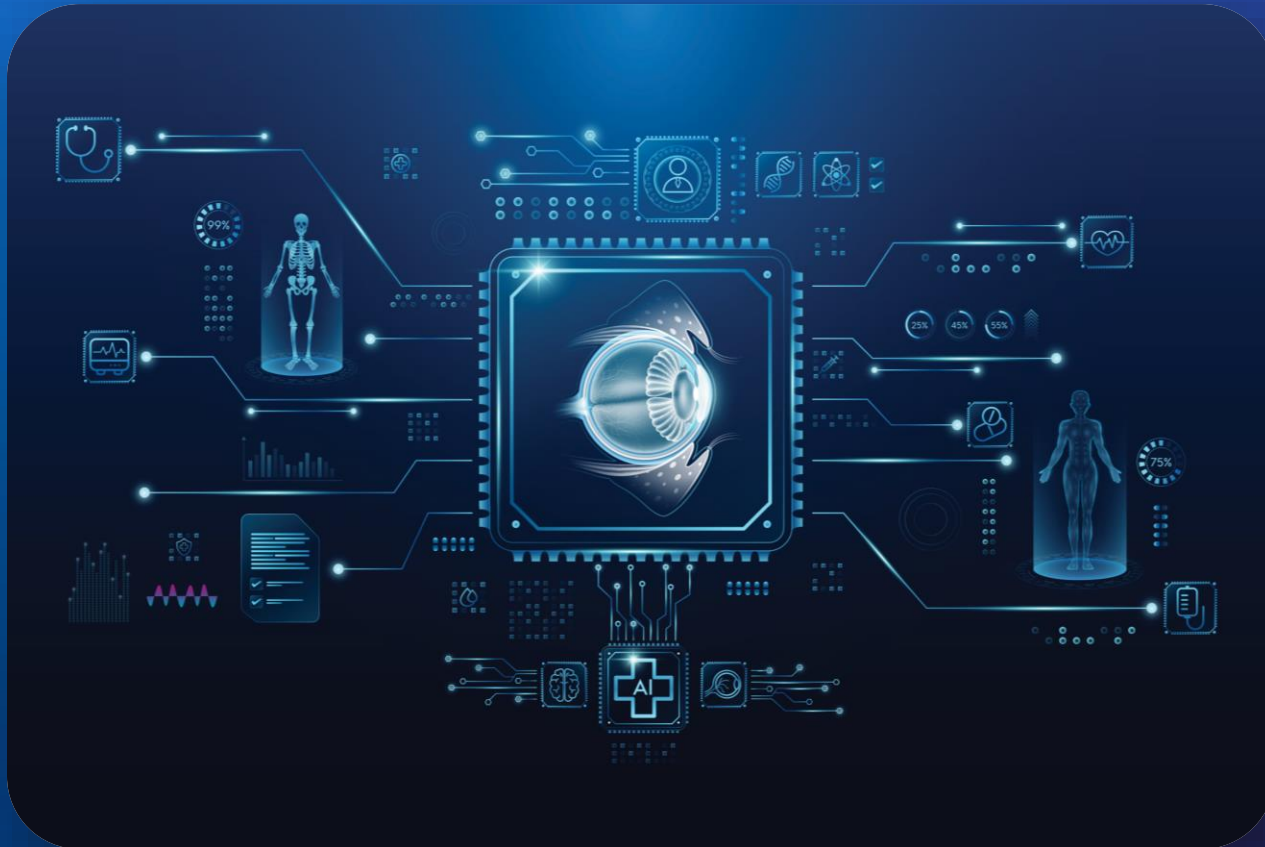
An image capture of the eye can be analyzed with unparalleled resolution providing valuable health insights using 2-minute robotic retinal photography and a 3D optical biopsy of both eyes.



AI models in development for *Healthcare from the Eye*[™] Screening



Bridging Eyecare and Primary Care



1

Eye Exam Data
Comprehensive information
from eye scans

2

Health Assessment
Identifying potential health
issues early

3

Proactive Management
Timely interventions based
on eye data

4

Improved Outcomes
Better patient health and
reduced costs

Recommendations

- Workflow Integration: Follow models like Mid-Michigan Health Centers by incorporating screenings into routine workflows alongside vital signs.
- Staff Training: Prioritize staff confidence and proficiency, particularly in smaller practices.
- Program Expansion: Launch in high-volume sites to maximize ROI, then scale as revenue grows to support broader implementations

Implementation Barriers

- Variable reimbursement: Inconsistent Medicare/Medicaid coverage
- Administrative overload: Primary care providers face staffing and paperwork fatigue
- System inertia: New processes require dedicated change management



Q&A

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