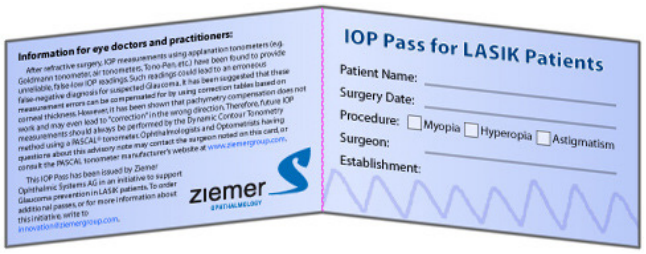
ziemer
OPHTHALMOLOGY

PASCAL® MEETS FEMTO LDV™
DYNAMIC CONTOUR TONOMETER FEMTOSECOND SURGICAL LASER

Offer your LASIK Patients a valuable added service -

- and win a free PASCAL® Tonometer!



1 General

Refractive Surgery (LASIK as well as all other corneal procedures such as surface ablation, epi-LASIK, etc) remove tissue from the cornea and therefore significantly alter the biomechanical properties of the cornea. One known, but not much talked about, consequence is that applanation tonometers are unable to correctly measure a patient's IOP after he's undergone refractive surgery. That is embarrassing, as it means that all refractive surgery patients cannot be screened for glaucoma as they regularly should past the age of 40. Routine screening with a Goldmann tonometer, TonoPen, air-puff tonometers and all the others will generate a false-low result. The IOP estimated with these devices will be several mmHg off. A gradual IOP increase, the early tell-tale sign of beginning glaucoma, may go unnoticed, putting the patient at risk for developing uncontrolled glaucoma. Some people have promoted using pachymetry and nomograms for correcting these false readings. However, it is an established fact that pachymetry nomograms do not work. They may even suggest corrections with the wrong sign.

We have been promoting the PASCAL as the only tonometer that is capable of measuring IOP correctly even in post-refractive eyes. Many refractive surgeons are aware of this and use the PASCAL for IOP measurement.

We want to encourage our FEMTO LDV users (and all other refractive surgeons!) to use the PASCAL, and to encourage practitioners who see refractive patients after the surgery, to use PASCAL for screening their patients for Glaucoma screening. By doing so, and by informing your patients about the importance of measuring IOP correctly particularly after refractive surgery, you can help your patients minimize their risk of missing early signs of beginning glaucoma.

2 The IOP Pass

We have created an IOP Pass for refractive surgery patients. The pass will be issued by the refractive clinic where the patient underwent LASIK or other corneal refractive surgery, and should then be presented by the Patient whenever he/she sees an ophthalmologist or optometrist once he/she is 40 or older. The pass will alert practitioners to the fact that their patient has had refractive surgery, and will remind them to use the PASCAL for a reliable glaucoma screening.

In the Pass, the patient's pre- and postop IOP/OPA measurements will be documented (demonstrating that the IOP reading with the PASCAL will essentially remain unchanged).

Information for the patient, explaining the purpose of the Pass, is printed on the Pass. Also, explanations for practitioners are printed on the Pass.

3 Why should I participate?

To motivate refractive surgeons to participate in this program and to use the PASCAL, **we will give one PASCAL system to every LDV user absolutely free**. The only condition is that you agree to participate in the program and to issue IOP Passes to all your patients. Unlimited quantities of blank IOP Passes will be made available to participating LDV users.

As a token of recognition for the extra effort you are making, Ziemer offers you two additional benefits:

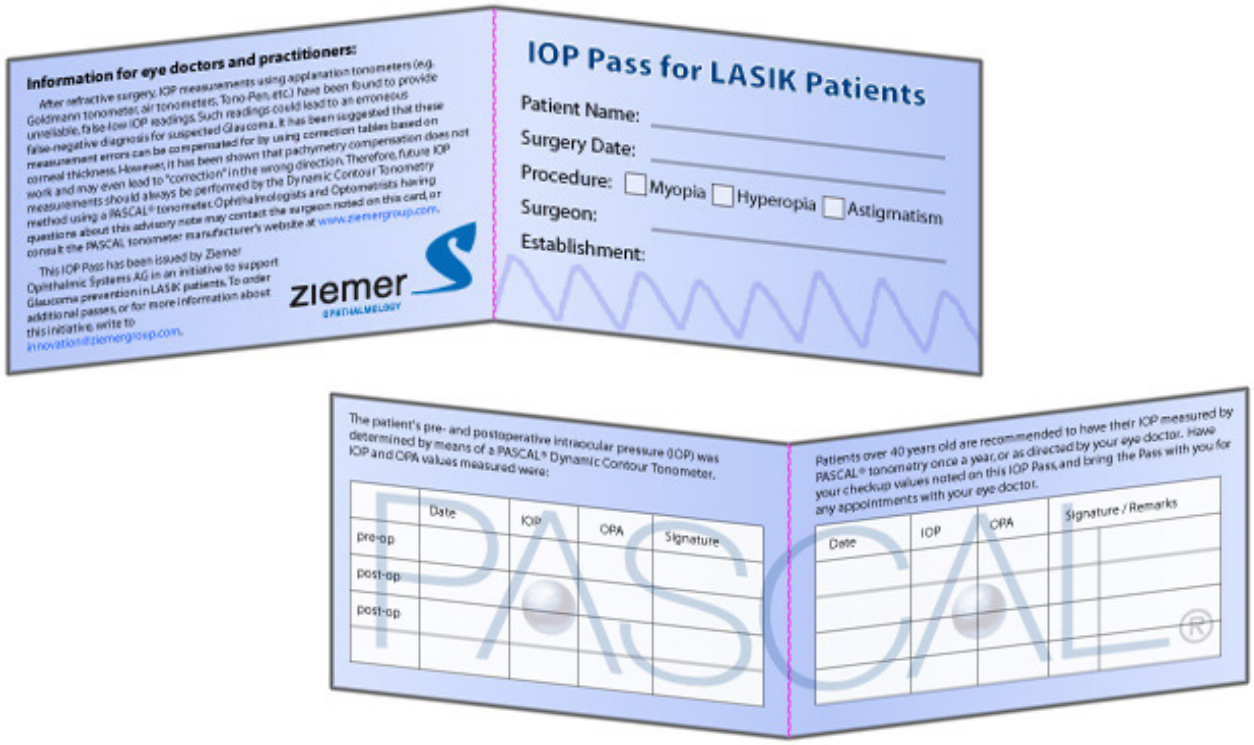
- For each IOP Pass completed, you receive one bonus coupon. You will actually not have to do anything; the PASCAL measurements can be done by trained office staff, and staff will also collect the evidence for Passes issued (photocopy of issued passes; patient name may be blacked out) and submit them Ziemer for a refund. **For 100 coupons** (i.e. 100 passes issued), **we will credit you with one box** (10 Packs) **of Procedure Packs.**
- We also want you to recommend PASCAL to your colleagues, particularly to those who co-manage your refractive patients. For each PASCAL we can sell to an optometrist or ophthalmologist at your recommendation, you will receive at no cost.

4 How can I qualify and receive a free PASCAL?

Just complete the form at the end of this document, confirming your intention to participate in the OP PASS program, and forward it to your Distributor. We will send you your PASCAL tonometer and an initial supply of IOP Passes.

And if you have convinced a colleague to purchase a PASCAL, too, to help ensure good IOP monitoring of the post-LASIK patient they see, just send an e-mail to iop-pass@ziemergroup.com and we will issue your earned credit.

5 IOP Pass details



Text on IOP Pass:
Outside Front: To issue the Pass, fill in Patient Name, Surgery Date, and tick the appropriate procedure(s) performed. Sign the pass and complete with the stamp of your practice or clinic.

Outside back: Contains information for co-managing eye doctors and practitioners and/or for any eye doctor the patient may see in the future:

> After refractive surgery, IOP measurements using applanation tonometers (e.g. Goldmann tonometer, air tonometers, Tono-Pen, etc.) have been found to provide unreliable, false-low IOP readings. Such readings could lead to an erroneous false-negative diagnosis for suspected Glaucoma. It has been suggested that these measurement errors can be compensated for by using correction tables based on corneal thickness. However, it has been shown that pachymetry compensation does not work and may even lead to "correction" in the wrong direction. Therefore, future IOP measurements should always be performed by the Dynamic Contour Tonometry method using a PASCAL® tonometer. Ophthalmologists and Optometrists having questions about this advisory note may contact the surgeon noted on this card, or consult the PASCAL tonometer manufacturer's website at www.ziemergroup.com.

Inside Left: Fill in patient's pre-and post-op IOP and OPA values as measured with the PASCAL in your practice. Normally, pre- and post-op readings should be close. Any substantial difference might be indicative of an inflammatory reaction or other problem.

> The patient's pre- and postoperative intraocular pressure (IOP) was determined by means of a PASCAL® Dynamic Contour Tonometer. IOP and OPA values measured were: *(values to be entered in table below)*

Inside Right: Patient should have future IOP readings recorded here. Patient should insist that all future IOP measurements should be made with the PASCAL, to avoid faulty readings. Information for patient:

> Patients over 40 years old are recommended to have their IOP measured by PASCAL® tonometry once a year, or as directed by your eye doctor. Have your checkup values noted on this IOP Pass, and bring the Pass with you for any appointments with your eye doctor.

6 Issuing IOP Passes

An initial supply of passes will be issued, together with the free PASCAL unit, to LDV customers who have submitted a completed order form. Additional copies are available from Ziemer USA (US customers) or from Ziemer Switzerland (international customers; to be ordered through your distributor) upon request.

7 Terms and Conditions

Only one free PASCAL will be given away per LDV system.

Installation instructions and a free training video are included with the PASCAL tonometer. On-site installation and user training are not included, but can be provided as a billable service.

Offer includes a standard PASCAL tonometer. Any optional extras, accessories, and disposables may be ordered as per our price list.

Any delivery charges, duties and taxes are the responsibility of the customer.

International (all countries except USA): all correspondence, deliveries, and customer support will be provided by your local distributor.

For any bonus coupons requested, Ziemer reserves the right to examine proof records substantiating the number of Passes issued.

This program will be in effect until further notice. Ziemer reserves the right to discontinue this program, or to modify conditions, at any time.

Enclosure: Order Form & Declaration

30.3.2009 AWI

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PASCAL® DYNAMIC CONTOUR TONOMETER MEETS FEMTO LDV™ FEMTOSECOND SURGICAL LASER

Order Form

I, ……., hereby confirm that I will be using the PASCAL Dynamic Contour Tonometer to perform pre- and post-op IOP measurements on my refractive patients. I will issue a Ziemer IOP Pass for LASIK Patients to each patient.

I hereby request the delivery of a PASCAL Dynamic Contour Tonometer, and an initial supply of IOP Passes, free of charge to my address.

Name:	
Name of Practice/Clinic	
Address: Street:	
Address: City and Zip	
Country	
e-mail	
Phone:	

I expect to be issuing approximately ……. IOP Passes per week.

Program details and Terms & Conditions are as per the attached document "PASCAL meets FEMTO LDV".

…….
City & Date

……
Signature