

Alcon Open Payments Analysis Report

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Executive Summary

This report analyzes payments from Alcon Inc., a global leader in eye care and ophthalmology products, to healthcare providers through the CMS Open Payments database. Alcon manufactures and markets surgical equipment, contact lenses, and pharmaceutical products for eye care.

Key Metrics

- **Total Providers Receiving Payments:** 47,511
- **Total Number of Payments:** 378,790
- **Total Payment Amount:** \$78.95M
- **Average Payment:** \$208.43
- **Median Payment:** \$21.77
- **Maximum Single Payment:** \$5.66M

Payment Trends Over Time

Year	Providers	Payments	Total Amount	Avg Payment
2024	28,335.0	95,145.0	\$20.20M	\$212.34
2023	28,369.0	95,324.0	\$15.33M	\$160.83
2022	27,198.0	88,566.0	\$21.39M	\$241.54
2021	21,287.0	64,179.0	\$12.71M	\$198.11
2020	14,994.0	35,576.0	\$9.31M	\$261.74

Trend Analysis: Payment volume has increased by 117.0% from 2020 to 2024.

Payment Categories

Alcon’s payments span various categories, reflecting different types of provider engagement:

Category	Payments	Providers	Total Amount	Avg Payment
Royalty or License	178	17	\$20.10M	\$112,946.39
Consulting Fee	9,463	774	\$19.66M	\$2,077.40
Food and Beverage	349,017	47,204	\$13.61M	\$39.01
Acquisitions	25	22	\$11.54M	\$461,591.51

Category	Payments	Providers	Total Amount	Avg Payment
Compensation for services other than consulting, including serving as faculty or as a speaker at a venue other than a continuing education program	5,132	1,419	\$6.05M	\$1,178.42
Travel and Lodging	14,476	2,535	\$4.15M	\$286.46
Grant	146	17	\$2.86M	\$19,613.48
Gift	30	12	\$508.4K	\$16,947.21
Space rental or facility fees (teaching hospital only)	78	0	\$285.7K	\$3,662.58
Debt forgiveness	14	14	\$140.0K	\$9,997.34

Key Finding: The largest payment category is **Royalty or License**, representing \$20.10M (25.5% of total payments).

Provider Specialty Distribution

Analysis of payments by medical specialty reveals Alcon's focus on eye care professionals:

Specialty	Providers	Total Payments
Ophthalmology	13,838	\$52.17M
Optometrist	31,432	\$17.27M
Retina Specialist	605	\$4.98M
Not Specified	0	\$2.07M
Glaucoma Specialist	334	\$977.3K
Corneal and Contact Management	611	\$562.1K
Cornea and External Diseases Specialist	245	\$443.1K
Chiropractor	1	\$72.8K
Internal Medicine	198	\$54.7K
Otolaryngology	26	\$52.1K

Ophthalmology Focus: 15,223 ophthalmology specialists received \$58.63M (74.3% of total), confirming Alcon's specialization in eye care.

Product-Specific Payments

Top Alcon products associated with provider payments:

Product	Providers	Payments	Total Amount
HYDRUS Microstent	5,761	17,470	\$9.88M
TOTAL30	19,391	64,996	\$4.08M
Clareon	11,510	41,910	\$3.97M
Precision 1	17,428	56,684	\$2.52M
DAILIES TOTAL1	5,795	13,397	\$2.14M
DAILIES	12,512	34,440	\$1.59M
Constellation	968	2,725	\$1.51M
ARGOS	4,676	13,655	\$1.27M
AcrySof IQ PanOptix	5,223	11,143	\$1.24M
AIR OPTIX	1,682	5,676	\$1.22M
NGENUITY	1,349	3,111	\$1.18M
Centurion	3,769	8,034	\$1.04M
LenSx	1,140	2,689	\$969.1K
Rocklatan	6,765	19,595	\$943.5K
AcrySof IQ PanOptix UV IOL	2,465	4,407	\$909.5K

Key Products: - **HYDRUS Microstent:** Minimally invasive glaucoma surgery device - **TOTAL30:** Monthly replacement contact lenses - **Clareon:** Advanced IOL (intraocular lens) for cataract surgery - **Constellation:** Vitreoretinal surgical system

Geographic Distribution

Top 10 states by payment volume:

State	Providers	Total Amount
MN	615	\$12.30M
CA	4,048	\$5.10M
TX	2,725	\$2.85M
TN	774	\$2.85M
FL	2,371	\$2.48M
NY	1,888	\$2.08M
OH	1,392	\$1.94M
NC	1,077	\$1.37M
VA	1,504	\$1.19M
WA	803	\$1.15M

High-Value Provider Relationships

The top 10 payment recipients received \$33.78M (42.8% of total payments).

Long-term Relationships: 93 providers have received payments for 3 or more years, indicating sustained partnerships.

Risk and Compliance Considerations

Payment Concentration

- Top 100 providers represent 62.4% of total payment value
- Average payment to top 100: \$492.8K

High-Risk Payment Categories

Payment categories with average values exceeding \$1,000:

- **Royalty or License:** Avg \$112,946.39
- **Consulting Fee:** Avg \$2,077.40
- **Acquisitions:** Avg \$461,591.51
- **Compensation for services other than consulting, including serving as faculty or as a speaker at a venue other than a continuing education program:** Avg \$1,178.42
- **Grant:** Avg \$19,613.48
- **Gift:** Avg \$16,947.21
- **Space rental or facility fees (teaching hospital only):** Avg \$3,662.58
- **Debt forgiveness:** Avg \$9,997.34
- **Honoraria:** Avg \$3,500.00

Recommendations

1. **Enhanced Monitoring:** Focus compliance monitoring on ophthalmology specialists receiving consulting fees and royalty payments
2. **Product-Specific Analysis:** Conduct detailed analysis of HYDRUS Microstent and other high-payment surgical devices
3. **Geographic Patterns:** Investigate concentration of payments in top states for potential regional influence patterns
4. **Long-term Relationships:** Review multi-year payment recipients for appropriate disclosure and potential conflicts of interest

Methodology

This analysis utilized the CMS Open Payments database, focusing on all payments from: - Alcon Vision LLC - Alcon Research LLC - Alcon Puerto Rico Inc

Data covers the period from 2020-2024 and includes general payments to physicians and teaching hospitals. Research payments were analyzed separately.

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