

Advertisement

[news](#) [events](#) [jobs](#) [eyewiretv](#)Welcome, Deb. [Logout](#)[« Back to Homepage](#)

Saved

IOptima Announces Distribution Agreement for IOptiMate Systems in China

FROM IOPTIMA, LTD. — 6/2/2014

PRODUCT RELEASES

IOptima, a subsidiary of BioLight Life Sciences Investments, announced that it has signed an exclusive distribution agreement for the sale and marketing of the IOptiMate system in China. As part of the agreement, IOptima receives a commitment that at least 100 systems will be purchased during the initial term of the agreement, according to a company news release.

The IOptiMate system is based on CO2 laser technology that enables the performance of a unique filtration surgery to treat glaucoma without penetrating the inner part of the eye. This allows for substantial reduction in post-operative complications and use of eye drops, compared with alternative treatments.

IOptima's partner in China is a well-known distributor that represents leading global brands in the diagnosis and treatment of ophthalmic diseases. The 4-year agreement includes a minimum purchase commitment, and may be extended to an additional 4 years should the minimum purchase obligation be met. Under the agreement, the distributor is responsible for all local marketing, advertising, and sales activity of the IOptiMate system, including on-site installation, training, and support. Revenues will consist of system sales and per-procedure fees.

In March 2014, the China Food and Drug Administration, (CFDA), approved the marketing and sale of the IOptiMate system, and initial sales are expected to begin following training and evaluation in key local medical centers over the next few months.

Ronen Castro, IOptima's chief executive officer said, "Entering into a strategic distribution agreement in China allows us to begin commercial activities in one of the world's largest glaucoma markets and is a major step for our company. The distributor's commitment to purchase at least 100 IOptiMate systems during the initial term of the agreement reflects their full belief in our technology and its unique solution. This agreement is a significant advancement in our plan to penetrate developing markets in Asia where there is no available solution for a large population of patients."

Comments:

Comment

SUBMIT

videoarchive



[EyewireTV —](#)
[Valeant Increases](#)
[Allergan Bid.](#)
[Simbrinza](#)
[Opinion.](#)
[Electronic](#)
[Prescriptions](#)

Advertisement

latestjob

[General Ophthalmologist](#)
, FL (Statewide)

Established over 60 years ago, one of Floridas busiest and most respected practices is seeking an experience general ophthalmologist. Ideal candidate will have an interest and experience in glaucoma or light plastics as ...

VIEW MORE JOBS

latestcomments

AN UNFORTUNATE ACT BY THE
GOVERNMENT AT THE
EXPENC...Ophthalmologists Among
Highest Paid by Medicare Ac...

4/12/2014
11:54:24 PM

This is another test.NeuroVision Eye Test
Part of Major Alzheimers Tria...

3/24/2014
12:18:07 PM

This is a testNeuroVision Eye Test Part of Major Alzheimers Tria...	3/24/2014 12:17:33 PM
TestNeuroVision Eye Test Part of Major Alzheimers Tria...	3/24/2014 12:16:40 PM
I am an ophthalmologist and interested in volunteer...Haag-Streit Teams Up With Orbis to Help Eliminate ...	3/23/2014 1:54:12 AM
I am an ophthalmologist and interested in volunteer...Haag-Streit Teams Up With Orbis to Help Eliminate ...	3/23/2014 1:52:25 AM
I am an ophthalmologist and interested in volunteer...Haag-Streit Teams Up With Orbis to Help Eliminate ...	3/23/2014 1:51:40 AM
What is the Topcon MD's email please, so we can te...Topcon Releases TRC-NW-400 Non-Mydriatic Fundus Ca...	3/22/2014 7:33 PM
Geuder, you are just so zoo expensive. If you were...New: MACH2 Vitreous Cutter with double-blade techn...	3/22/2014 7:13:41 PM
What is the difference between the CV5000 and the ...Topcon Launches 'Online University'	3/22/2014 7:11 PM

savedarticles

IOptima Announces Distribution Agreement for IOPTi...	6/2/2014
---	----------

Find us on Facebook

 EyeWireToday

Like

 EyeWireToday

May 29 at 11:11am ·

Like Page

In this week's EyewireTV, in a move to win