

ClearSight 1 Day Toric – 30 lens revenue pack

Frequently Asked Questions



PRODUCT PARAMETERS & LENS PERFORMANCE:

What are the parameters?

- Diameter: 14.5
- Base Curve: 8.7
- Powers: Plano to -6.00D (0.25D steps) -6.50D to -7.00D
- CYL: -0.75 and -1.25
- Axis: 180°, 160°, 90°, 20°
- Material: Ocufilcon D,
- Water content: 55%

What is tolerance fit?

- At low cyl the eye is more tolerant to off axis fitting
- Can tolerate up to 10° off axis and achieve acceptable VA
- Offer 4 axis to fit the majority of patient needs
 - 180° (fit 170° to 10°)
 - 160° (fit 150° to 170°)
 - 20° (fit 10° to 30°)
 - 90° (fit 80° to 100°)

Does it have a UV inhibitor?

- No

What is the Dk/t?

- Ocufilcon D has a Dk/t value of 19.6

Carton size?

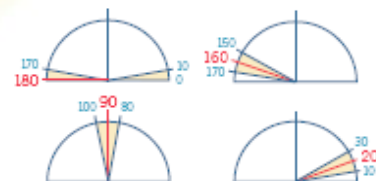
- 30 lens revenue carton - 5 lens trial lens carton

How is this lens different from Biomedics Toric?

- ClearSight 1 Day Toric is made from a non-UV blocking material
- Manufacturing process is set up for daily disposable lenses
- Strip blister daily disposable packing
- Limited parameter range

PARAMETERS TO FIT THE MAJORITY OF ASTIGMATS.

ClearSight 1 Day Toric offers four different axes—180, 160, 90, and 20—allowing you to fit not only patients with these axes, but also those within 10° on either side of each axis.



This flexibility enables you to fit the most common toric contact lens prescriptions. In fact, historical lens ordering data shows that 84% of patients have a prescription that falls within the above parameters.*

DIAGNOSTICS:

How are the diagnostics packaged?

- 5 per box, available in all powers.
- Diagnostics are a 5 lenses strip blister
- 5 day free trial for the patient

Are there replenishment diagnostics available?

- Yes
- Customers will automatically earn three 5 lens trial carton for every two 30 lens revenue cartons purchased.

Are free racks available at this time?

- Yes

Is a bank needed to place a fitting set?

- No, but an account must have a fitting set to benefit from the 30 lens carton earn program

How many trial sets will be available for my use at this time?

- 4 per rep in January

PRICING:

What will the ClearSight 1 Day Toric brand list price be?

- List price is \$25.00 for 30 lens carton
 - o National and Strategic accounts: \$25.00 (\$23 if not in cross promotion)
 - o Dr. Group, Academic, Military: \$25.00
 - o Vision Source: \$22.00 w/program
 - o Distributors: \$21.00
 - o DPD (annual supply): \$19.50
- Recommended retail price \$30.00 per 30 lens carton

Is there special pricing for bulk and bank orders?

- No

Is there contract bid pricing?

- No

PROGRAMS:

For practices with a 1 Day Toric fitting set, we will provide 1 Free of charge 30 lens carton for every 4 90-lens cartons purchased of either ClearSight 1 Day or Proclear 1 Day.

Will we offer patient rebates for the ClearSight 1Toric Day?

- Yes, on 2008 All product patient rebate form
- \$20 rebates on 12-boxes of 30 packs
- \$60 rebates on 24-boxes of 30 packs
- \$40 fitting fee rebate when one of the above rebates is claimed
- **Up to \$100 total rebate available!**

Is there a trial set available and what is the configuration?

- Yes
- Full rack is a 3 unit 120 x 5 lens trial cartons (600 lenses)
- Cartons are generic (marked 55% 1 Day Toric trial lenses).
 - o -0.50 to -6.00 in 0.25D, -6.50D, -7.00D, CYL -0.75, Axis 180, 1 x 5 lens trial carton of each
 - o -0.50 to -6.00 in 0.25D, -6.50D, -7.00D, CYL -1.25, Axis 180, 1 x 5 lens trial carton of each
 - o -0.75 to -6.00 in 0.25D, -6.50D, -7.00D, CYL -0.75, Axis 90, 1 x 5 lens trial carton of each
 - o -0.75 to -6.00 in 0.25D, -6.50D, -7.00D, CYL -1.25, Axis 90, 1 x 5 lens trial carton of each

Will the ClearSight 1Day Toric be covered under the “It’s Okay” Guarantee?

- Yes.
- 30-pack returns/exchanges must contain at least 23 intact lenses.

Can accounts order ClearSight 1Day Toric through a Distributor?

- Yes

Is there Direct-To-Patient Delivery available for this lens?

- Yes.
- Free DPD shipping will be available with (12) 30-paks or (24) 30-paks using first class mail.
- \$19.50 for annual supply