



I originally purchased a Marco TRS system for one of the exam lanes in my office. Although I did see some benefits from the technology, I was not able to capitalize on the full benefits of technology and automation due to the huge investment required to automate my full office.

As I began to explore options, I studied the Huvitz line available through Veatch Ophthalmic Instruments, and found it to be a superior value in ophthalmic technology. I went through all of my options, and ultimately I decided to implement the Huvitz systems into my exam lanes.

Rather than investing in a single system just to try technology on for size, I've made the commitment to automation in my practice. My patients have been truly impressed by the level of care. They see the best technology, coupled with our patient centric environment, and feel comfortable and completely cared for.

My overall investment in the Huvitz line was 20-30% less expensive, which allowed me to make the investment in all three systems. All of these systems are networked throughout my practice and incorporate with my EMR. My ophthalmic technicians can efficiently operate the equipment and I can easily access the data from my office during consultation.

Of course, there is a business behind every practice as well – and my practice is running more efficiently. I'm able to see more patients which has meant healthy growth, but at the same time, since the majority of the data gathering is done by my technicians, I still get to sit and talk with my patients about the things that matter most to them. Additionally, with this technology, prescription determination is more exact and we're able to maintain timeliness with our appointments. Altogether, this means satisfied patients, a growing practice with added referrals, and a loyal patient base! I couldn't be happier with my decision to invest in the Huvitz system from Veatch Instruments.

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