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# THE LEADER IN VISION DIAGNOSTICS

As an Ophthalmologist in a solo practice, I had a patient flow problem. While I had the patient load, I constantly found myself backed up, which was frustrating to me, but most importantly to my patients. The Marco EPIC and the Marco Implementation Process corrected this for me. In fact, I corrected my patient flow...and increased it by 30%.

> –P. Vernon Jones, MD First Coast Eyecare Jacksonville, Florida

The Marco EPIC and the Marco Implementation Process enabled me to not only streamline my patient flow, increasing my throughput by 29% (profits 25%), but also solve the age-old problems of: bottleneck in the pretest area, different skill levels of staff, turnovers, and remakes.

> –Timothy Planty, OD Vision MAX Houston, Texas

#### Implementation and Service, and Training

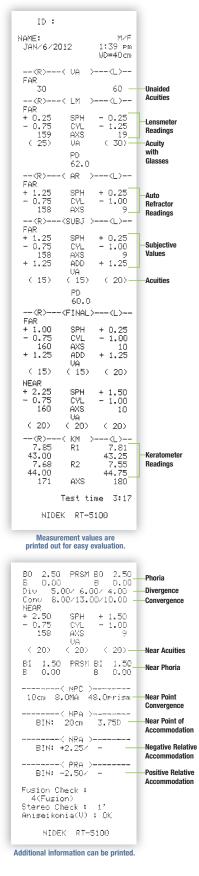
Implementing the EPIC is efficient. To ensure the best match between the EPIC and your office, we will be glad to perform a thorough, complimentary analysis of your practice. This will give you a clear cost-benefit snapshot of the system's value. In fact, we have the data and tools to prove that the value of the EPIC far exceeds the cost in 95% of all cases.

Marco provides comprehensive, hands-on training for your technician and unmatched technical support post-installation. Such indepth and personal training, combined with the innovation of the EPIC gives you a bottom-line advantage that other providers cannot match.



Marco's online training center is available 24 hours a day, 7 days a week to provide helpful guidance for technical questions.





## **MARCO EPIC-5100 REFRACTION STATION**

### Save Time for What's Most Important.

Today's health care environment demands effective use of your resources to maximize operational productivity, without compromising patient care. The EPIC refraction system from Marco helps you do just that.

This is the EPIC refraction system at work. It's today's most innovative way to streamline operations, grow our business and build your dream practice. The EPIC decreases work-up times to less than 10 minutes and performs the refraction in 3-5 minutes. Now you can confidently delegate data gathering to your technicians and focus on data assessment, diagnosis and prescribing a final correction.

#### **Imagine Greater**

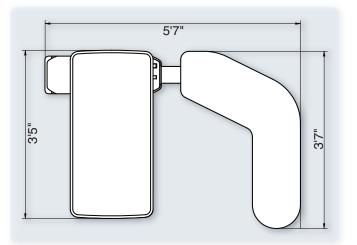
Imagine your life just got easier. Vision diagnostic results are faster, yet more accurate than ever. Patient throughput has increased by 50-75% and patient satisfaction has never been higher. And you have more time to spend as you like, for personal leisure or patient care. Meanwhile, your staff is more efficient and profits keep increasing.

Brought to you by Marco, the Leader in Vision Diagnostics<sup>®</sup>, the EPIC is *efficiency on sight*. From office productivity, to patient care, to the exam room, to the bottom line...the EPIC raises not only the quality of your practice, but also the quality of your life.

#### **EPIC Refractions in Half the Space**

The new, highly advanced EPIC refraction system is both user-and patient-friendly. The system combines smart features such as an electronic refractor, auto refractor/keratometer, space-saving chart projector, auto lensmeter and motorized table. The EPIC uses half the space of a traditional lane, requiring an area of only five-by-six feet, allowing you to free up more rooms for other procedures.

The EPIC delivers the tools your technicians need to directly increase office productivity and patient flow.



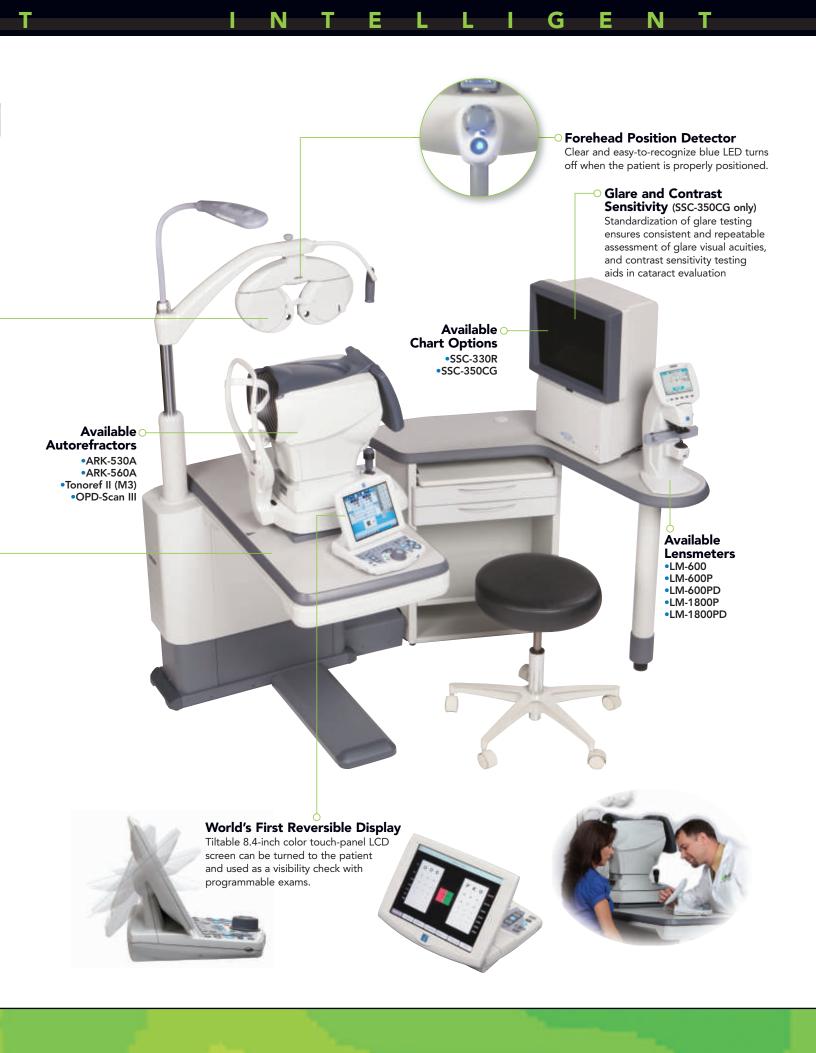


**Ergonomic Design and Wide Visual Field** 

The refractor's compact design is more comfortable. Wide visual field of 40° provides a natural view environment for more realistic, accurate measurements.







#### **Unparalleled Technology and Benefits**

- Integrates wavefront data into subjective refraction
- Works with wireless communications
- Auto-maintains proper convergence at variable near-working distances
- Offers adjustable table and counterbalance arm
- Shares programs between multiple instruments
- Prints hard copies to an external printer

**EMR Integration.** The EPIC smoothly integrates with EMR, allowing you to efficiently transfer data from the examination to your patient database. This improves office productivity and assures a high level of confidence in managing important patient information, with the added benefit of elimination of transcription errors caused by manual data entry.



Unique operator "assist" function. This unique feature offers operation and question guidance for examinations, making it possible for the technician to provide smooth and accurate exams.

IC Card Reader. The EPIC control box O uses a data card slot that eliminates cabling between instruments, providing for quick and easy wireless data transfer from auto refractors and lensmeters.



#### **Faster Work-Up Times**

With the EPIC, refraction has never been so fast, so simple or so effective.

Traditional manual refraction.....15 min EPIC refraction ......6 min

Process	Time Savings
Retinoscopy	1.5 mins.
Keratometry	2.5 mins.
Set up refractor	0.5 mins.
Eliminate transcription	1.0 mins.
Autocross	1.0 mins.
Final verification	2.0 mins.
Clear out refraction	0.5 mins.
Prism verification	5.0 mins.
TOTAL TIME SAVED:	9.0 mins.

With 7 doctors and 18 technicians, I was always struggling to find a way for everyone to provide the same refraction results, and for those results to be accurate. After implementing the Marco EPIC and OPD-scan III, my problems were solved. The Marco EPIC can be programmed to follow a set refraction sequence and the addition of the Marco OPD-scan III to the EPIC takes accuracy to a whole new level.

> -Larry Patterson, MD **Eye Centers of Tennessee** Crossville, Tennessee

After purchasing a Marco Refraction System, patient data is now collected and then automatically transferred into my EMR with a touch of single button on the Marco control panel.

> -Lorie Lippiatt, OD The Salem Eyecare Center Salem, Ohio

We reduced expenses, increased income and improved patient care with the Marco EPIC.

> -Connie StClair, CEO,COE Victoria Eye Center Victoria, Texas





## EPIC-5100 REFRACTION SYSTEM SPECIFICATIONS

MEASURING RANGE	
Sphere	-29.00 to +26.75D (0.12D / 0.25D / 1D / 2D / 3D steps)
Cylinder	0 to ±8.75 D (0.25D / 1D / 2D / 3D steps)
Axis	0 to 180° (1° / 5° / 15° steps)
PD	48 to 80mm (far vision) 50 to 74mm (near vision) (0.5 / 1mm steps) 54 to 80mm (Far PD at which both batteries can converge)
Rotary Prism	0 to 20D (0.1 / 0.5 / 2D increments) 0 – 20D (0.5D, 1D, 2D steps)
Auxiliary Lenses	Occluder, Polarizing Lenses, Pin Hole (1mm), 10 base-in prism, Red Maddox Horizontal (right eye), 6 base-up prism Red Maddox Vertical (left eye), Cross mark for P.D., Red Lens (right eye), .50 fixed cross cylinder, Green Lens (left eye), Retinoscopic Lens, (+1.5D, +2.0D)
Refraction Distance for	
Near Vision	350 to 700mm (50mm increments)
Visual Field	40° (VD = 12mm)
	39° (VD = 13.75mm)
Forehead Rest Adjustment	15mm
Vertex Distance	12-20mm (12, 13.75, 16, 18, 20mm)
GENERAL INFORMATION	Delution in
Horizontal Level Adjustment	±2,5°
Display	8.4-inch color LCD with touch screen
Power Supply	100 / 120 / 230 VAC
	50 / 60Hz
Power Consumption	120 VA
DIMENSIONS & WEIGHT	WxDxH
Main body	15.94 x 4.0 x 10.86" / 12.8" with bracket / 7.7 lbs.
Control box	8.66 x 8.1 x 7.87" / 4.2 lbs.
Relay box	7.63 x 8.93 x 2.83" / 8.8 lbs.
Printer	4.0 x 3.38 x 4.76" / 0.66 lbs.
EPIC-5100 TABLE	
RT Arm	Electromagnetic lock, fully moveable up/down and back/forth
Dimensions & Weight	WxDxH
Motorized Main Table	Table top: 40.35 x 19.7 x 26.77 - 33.86" (stroke 7.1")
Side Table (Fixed)	Table top: 42.52 x 28.46 x 29.9"
Overall	42.52 x 60.7 x 61.2 - 72.83" / 352.7 lbs.
Power Supply	100 / 120 / 230 VAC ±10%, 50 / 60 Hz
Power Consumption	600 VA
NIDEK Manufactured by Nidek	





