

A Comparison of Available Scleral Lens Designs in the United States

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Introduction & Purpose

Scleral lenses (SLs) have greatly evolved with new materials, fitting concepts and designs that help customize to patients' needs. In the US alone, there are 16 lens manufacturers that provide at least 41 unique SL designs. With the significant increase in SL demand over the last five years, practitioners may find it challenging to survey the influx of new/updated SLs designs and customizations available in the market. The purpose of this survey is to highlight updated SL customization options, prices and warranties.

Methods

Direct communication via email or telephone interview with the different contact lens manufacturers listed in Tyler's Quarterly was the main method of SL data compilation.

Results

Efficient turnaround time is an important part of the SL fitting process and patient management. The majority of surveyed manufacturers are able to ship lenses within 5 days of ordering. The shortest turnaround period is within 24 hours, while the longest is 10 days (*Figure 1*).

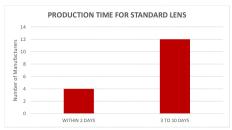


FIGURE 1. Number of manufacturers with specified production periods.

Shipping time not included.

Manufacturers offer a flexible warranty period to ensure an optimized SL fitting process. From the initial order date, the shortest warranty period is 90 days and the longest is 180 days. Additionally, two manufacturers offer warranty upgrade options. The majority of manufactures offer a 90- or 120-day warranty; additional remake costs can be incurred with lens upgrades and shipping fees (*Figure 2*). With increasing amounts of customizable parameters available, having an adequate timeframe for lens adaptation and to speak with consultation is important to have throughout a SL fitting process.

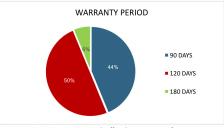


FIGURE 2. Warranty periods offered amongst manufacturers.

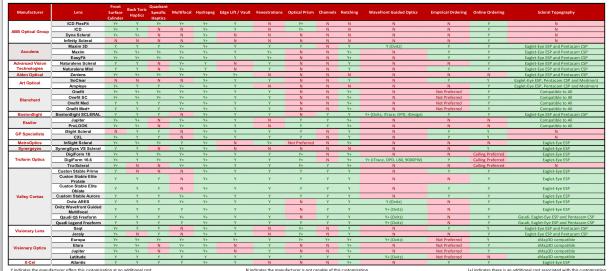


TABLE 1. Summary overview of scleral lens manufacturers in the United States and their available designs

Results

All surveyed manufacturers offer at least one SL design that offer front and back surface toricity with approximately half of them including the customization within the initial SL cost. 81% of manufacturers provide a localized vault option without a surcharge. 81% of the surveyed manufacturers also offer quadrant specific landing zone alterations and notching. Almost all manufacturers provide multifocal options (81%) and hydra-peg coating (100%)—both at an additional cost. 63% of manufacturers offer fenestrations. Less than 50% of manufacturers offer advanced customizations, like optical prism (50%), channels (31%) and wavefront-guided optics (31%). Currently, 75% of manufacturers support online ordering with 83% of all SL designs having scleral topography compatibility (*Table* 1).

Initial lens cost to practitioners ranged greatly across the surveyed manufacturers, where the least expensive lens costs \$125 and the most expensive lens costs \$630 per warranty period. The average initial lens cost is \$184.76, and the median initial lens cost is \$180 (Figure 3).

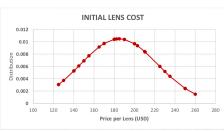


FIGURE 3. Distribution of practitioners' initial scleral lens cost.



FIGURE 4. Optical prism customized into a scleral



FIGURE 5. Channel customization in a scleral lens

Conclusions

Contact lens manufacturers offer a variety of specific SL designs with different modifiable parameters. The cost to practitioners varies between the different designs; however, the warranty periods are fairly similar. Lens manufacturers continue to embrace technology advancements such as corneo-scleral topography and wavefront-guided optics. As the market and indications for SLs continues to grow, clinicians must look for the right lens design to properly meet their patients' needs. Practitioners should consider verifying manufacturer capabilities prior to ordering SLs with multiple advanced customization combinations. SL design offerings, consultant expertise, cost, and customer service are the primary ways manufacturers distinguish themselves.

Keywords: scleral lenses, customizations

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