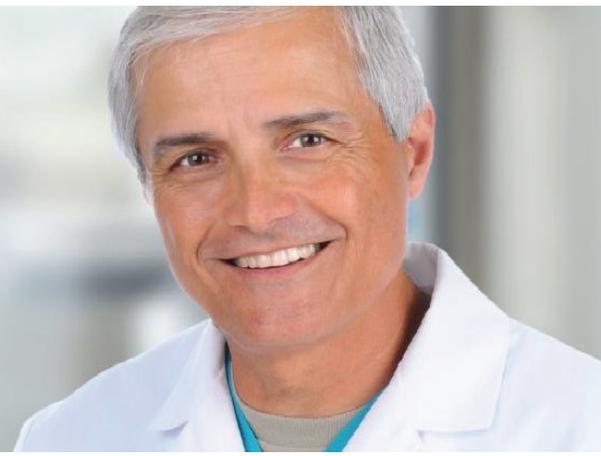




AXIM EYE



“Signs & Symptoms Point to Dry Eye Disease ...But is it Evaporative Dry Eye or Aqueous Deficient Dry Eye? Is there an Allergic Component?”

Only **AXIM Eye** has Point-of-Care tests that assist in making the correct differential diagnosis as well as assessing treatment efficacy.

Lactoferrin ADDE Test CPT CODE 83520
IgE Allergy Test CPT CODE 82785

Medicare and Private Insurance Reimbursable



Lactoferrin

As a result of its iron binding properties, this protein exhibits a unique combination of antimicrobial, antiviral and anti-inflammatory properties. Lactoferrin is one of the eye's main immunological defense mechanisms and plays an important role in the maintenance of ocular health. Low lactoferrin levels directly indicate a depressed ocular immune system, thus, may represent an elevated surgical risk factor.

Lactoferrin & Dry Eye Disease (DED): The measurement of ocular lactoferrin, as a biomarker, has long been established and accepted as the "medical standard" in assessing the secretory function of the lacrimal gland. Low lactoferrin levels directly correlate to aqueous deficiency. Normal lactoferrin levels indicate normal lacrimal gland function. Importantly, this data allows for the clinical differentiation between aqueous deficient and evaporative dry eye disease, leading to more targeted and effective treatment coupled with the ability to evaluate response to therapy.



AXIM Eye Lactoferrin (Lf) Test Kit

Sensitivity: 83%	Test Time: 10 minutes
Specificity: 98%	High Lf : > 1.0 mg/ml
Shelf Life: 12 months	Low Lf: < 0.8 mg/ml

IgE

Because total IgE in tear fluid increases with the severity of allergic response, determination of total tear IgE level is useful not only for making a clinical diagnosis of allergic conjunctivitis but also for the assessment of severity. In DED, the presence of an allergen often mimics the signs and symptoms of dry eye disease; thus, it is important to assess the presence of an allergen during an initial dry eye evaluation.



AXIM Eye Immunoglobulin E (IgE) Test Kit

Sensitivity: 93%	Test Time: 10 minutes
Specificity: 96%	Normal IgE: < 40ng/ml
Shelf Life: 12 months	High IgE: > 40 ng/ml

The clinical benefits of the diagnostic system include:

- Diagnostic Accuracy: Specificity of all AXIM tests exceeds 96%
- Improved Patient Care: Quantitative tests are confirmatory, allow for the grading of severity and management of treatment efficacy
- Efficient: Tests are simple, rapid and reproducible
- FDA Approved: First to receive approval for the diagnostic testing of tears
- Reimbursable: Tests are reimbursable under CPT codes authorized by the American Medical Association and the American College of Pathology



Interpretation and Application of AXIM Eye Diagnostic Tests

Dry Eye or Allergy Diagnosis

Tear Chemistry	Indication	Possible Cause
Normal Lactoferrin & IgE	1) Normal lacrimal function 2) No ocular allergy present	Evaporative dry eye
Normal Lactoferrin & High IgE	1) Normal lacrimal function 2) Ocular allergy present	Ocular allergy and possibly evaporative dry eye
Low Lactoferrin & Normal IgE	1) Suppressed lacrimal function 2) No ocular allergy present	Aqueous deficient dry eye
Low Lactoferrin & High IgE	1) Suppressed lacrimal function 2) Ocular allergy present	Aqueous deficient dry eye and ocular allergy

Contact Lens Applications

Tear Chemistry	Indication	Possible Risk
Normal Lactoferrin & IgE	1) Normal lacrimal function 2) No ocular allergy present	Good CL candidate
Low Lactoferrin	1) Suppressed lacrimal function 2) CL desensitization	Hypoxia, bacterial conjunctivitis and/or CL dehydration
High Lactoferrin	Elevated tear proteins	Excess CL deposits
High IgE	Ocular allergy present	GPC or inflammation

LASIK or PRK Applications

Tear Chemistry	Indication	Possible Risk
Normal Lactoferrin & IgE	1) Normal lacrimal function 2) No ocular allergy present	Good LASIK candidate
Low Lactoferrin	Suppressed lacrimal function	Myopic outcome
High Lactoferrin	Elevated tear proteins	Hyperopic outcome
High IgE	Ocular allergy present	Regression, PRK haze

Note: Supporting documentation can be found on AXIM's website and by contacting AXIM.

AXIM Eye tests are currently being used to improve patient care in the areas of dry eye, ocular immunology, ocular allergy and ocular surgery, including LASIK.



ANNUAL PROFIT POTENTIAL FROM AXIM EYE DIAGNOSTIC TESTS*

		LACTOFERRIN	IgE	Both
PER EYE	2021 CMS RATES	\$17.27	\$16.46	\$33.73
	PRODUCT COST	\$10.50	\$10.50	\$21.00
	GROSS PROFIT	\$6.77	\$5.96	\$12.73
PER PATIENT	2021 CMS RATES	\$34.54	\$32.92	\$67.46
	PRODUCT COST	\$21.00	\$21.00	\$42.00
	GROSS PROFIT	\$13.54	\$11.92	\$25.46

	#PATIENTS TESTED	NO RETEST	1 RETEST*
	PER DAY		
GROSS PROFIT POTENTIAL WITH 5 DAY WEEK AND 49 WEEK YEAR	1	\$6,110	\$9,224
	5	\$30,550	\$46,120
	10	\$61,100	\$76,667.00
	25	\$152,750	\$230,558.00
	50	\$305,500	\$461,176.00

* To test Treatment Efficacy assumes each patient comes back for one retest based on the results of the first tests. Only one test is performed - 65% were retested for Lactoferrin and 35% for IgE.

*Using current reimbursement rates, less the costs of the tests

Note: This is only an example of potential profitability from test strip reimbursements and is not an estimate for your practice. Related services such as exam revenues, drops, supplements and punctual plugs can more than double these estimates. **Contact your Rep or AXIM if you would like an estimate based on a more complete list of variables.** Any estimate provided by AXIM is for example purposes only and not a guarantee or predictor of actual results.



AXIM EYE

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