

Lab Agreement Pricing Review

Welcome to the Webinar

Presented By

Essilor Laboratories of America

December 2011



Agenda

- ▶ TSO top products price savings review
- ▶ MiraVa products price review
- ▶ Overview of new lab agreement
- ▶ Review TSO approved labs
- ▶ Questions

TSO NETWORK
Essilor Preferred Pricing Agreement
Top 17 Products Cost Comparison

Product / Material Uncut	**National Price	TSO Price	Savings
SINGLE VISION			
Plastic	\$ 12.50	\$ 6.96	\$ 5.54
Poly	\$ 37.30	\$ 20.52	\$ 16.78
Poly - Transitions	\$ 101.60	\$ 71.46	\$ 30.14
SV 1.67	\$ 107.80	\$ 69.38	\$ 38.42
FLAT TOP			
Plastic	\$ 19.00	\$ 10.45	\$ 8.55
Poly	\$ 55.50	\$ 31.09	\$ 24.41
Plastic - Transitions	\$ 102.80	\$ 57.59	\$ 45.21

PROGRESSIVES

Eclipse Poly	\$ 143.40	\$ 80.33	\$ 63.07
Comfort 2 Plastic	\$ 105.60	\$ 61.20	\$ 44.40
Comfort 2 Poly	\$ 140.70	\$ 81.54	\$ 59.16
Comfort 2 Plastic - Transitions	\$ 171.10	\$ 105.00	\$ 66.10
Comfort 2 Poly - Transitions	\$ 193.70	\$ 115.00	\$ 78.70
Physio Plastic	\$ 121.10	\$ 77.00	\$ 44.10
Physio Poly	\$ 158.78	\$ 91.98	\$ 66.80
Physio Poly - Transitions	\$ 210.10	\$ 135.00	\$ 75.10
Physio 1.67	\$ 191.60	\$ 125.00	\$ 66.60
Physio 1.67 - Transitions	\$ 250.40	\$ 170.00	\$ 80.40

** Essilor List Price - National Price List

TSO Branded Pricing Compared to similar designs average price range

TSO Off Shore	Single Vision Spherical POLY uncut	\$15.81	\$18,18 – 22.46
TSO Off Shore	Single Vision Spherical 1.67	\$64.13	\$73.60 – 78.12
TSO Off Shore	Single Vision Spherical Poly Trans	\$45.11	\$51.87 - 57.74
TSO Off Shore	Single Vision Spherical 1.67 Trans	\$84.95	\$97.69 – 107.02
MiraVa	Standard PAL (CR39)	\$20.00	\$24.64 – 51.16
MiraVa	Standard PAL (POLY)	\$25.00	\$34.20 – 65.10
MiraVa	Standard PAL photo-chromatic 1.56	\$50.00	\$84.26 - 108.40
MiraVa	Transitions	\$104.00	\$120.90 – 131.87
MiraVa	Standard PAL photo-chromatic (POLY)	\$66.00	\$128.90 - 132.90
MiraVa	Trivex	\$54.00	\$82.78 – 92.47
MiraVa	1.6	\$50.00	\$67.38 – 73.47
MiraVa Plus	Digitally Surfaced Progressive (CR39 or POLY)	\$53.15	\$100.44 – 112.30
MiraVa Plus	Digitally Surfaced Progressive - Transitions (CR39)	\$90.28	\$126.94 – 130.20
MiraVa Plus	Digitally Surfaced Progressive - Transitions (POLY)	\$92.56	\$105.08 – 126.94
MiraVa Plus	1.6	\$73.73	\$120.31 – 131.84
MiraVa Plus	1.6 Transitions	\$114.55	\$141.60 – 156.24
MiraVa Plus	1.67	\$78.00	\$102.23 - 136.70 -
MiraVa Plus	1.67 Transitions	\$107.71	\$134.86 – 170.20
ViewShield	Standard AR coating	\$15.00	\$29.76 – 36.26
ViewShield Enhanced	Premium AR coating	\$29.00	\$41.90 – 45.58

Lab Agreement Overview

Price List Discount	TSO Price List – ESSILOR	45%
	“Floor/Minimum” items i.e. (Varilux & Crizal)	The minimum price
	Non-ESSILOR branded products	45%
	MiraVa, MiraVa Plus, ViewShield, ViewShield Enhanced, TSO Off Shore	OMNI ONLY
Hi-base curve wraps	Full rim wraps – service provided by PECH i.e. Wiley X Jacket Frame	+\$13.00
	Advanced edging or rimless wraps – service provided by PECH i.e. Oakley Half Jacket	+\$30.00
Term price is “locked”	Price is locked in for 3 years with a max 2% increase in years 4 and 5	
Finishing charge	Edge (difference between uncut & finished edge)	\$7.50
	Half eye Zyle, Metal, combination frames	\$3.50
	Hand polish, high luster	\$7.00
Doctor Change policy	180 day no charge for doctor’s change. Available one time within 180 days of invoice. No lens return required	
Optician error policy	6 months 50% off cost of remake. Available one time for 6 months No lens return required	
Second pair discount	50% off the discounted price of the less expensive of the two pair of branded lenses no restrictions. Same patient. Same Rx. In Vision Web Special Instructions	
Second pair discount	25% off the discounted price of the less expensive of the two pair of MiraVa, MiraVa Plus and TSO Off Shore lenses. Same patient. Same Rx. In Vision Web Special Instructions	
Shipping Charges	No shipping charges – Unless office requires Saturday delivery, then billed at cost. Free shipping applies to both products ordered from Essilor and Nassau. MiraVa, MiraVa Plus, TSO Off Shore work will include a \$.50 per job customs fee.	

Lab Agreement Overview

PAL Warranty	<p>VARILUX: A doctor's change or an office edging error is available one time within 365 days of the original Rx invoice date. If your patient is not satisfied with the progressive addition lenses because of power, axis, vertical or horizontal measurements, the lab will remake the progressive addition lenses one time at no charge in the same progressive design and material or a lesser-priced design or material. If the patient still cannot adapt after the no charge replacement, the Lab will remake the Rx in conventional lenses at full invoice price. Or, if your patient prefers to go directly from the original progressive lenses to conventional lenses, the original progressive lenses will be credited and the lab will remake the Rx in conventional lenses at full invoice price.</p> <p>Non-Essilor branded progressive lenses receives the same warranty coverage up to 180 days from invoice. Lens return required for lab errors only.</p>
New Product Intro	New products will be introduced at 45% off their national list price unless subject to floor pricing policy.
ViewShield	One time one year warranty
View Shield Enhanced	Two time two year warranty
Credit Card Payment	Can use MasterCard / Visa credit card without charge
Ideal Rebate	Up to \$25.00 lab credit - \$20.00 on lenses an additional \$5.00 with non-glare Ideal Poly, 1.67, Poly Transitions, 1.67 Transitions
Pair 25 Core Off Shore	SV Poly, SV Poly 1.67, SV Poly Trans, SV 1.67 Trans, D28, D28 1.67, 7x28 Poly
Pair 25 MiraVa	Plastic, Poly, 1.56 Photo Chromic, Transitions, Poly Photo Chromic, Trivex, 1.60
Pair 25 MiraVa Plus	Plastic, Poly, Transitions, Poly Transitions

TSO Ten Approved Essilor Laboratories

Approved TSO Labs	10 Approved TSO Labs
Omni	Full Service – No VSP – TSO Branded and Off Shore – Beaumont, TX
Optical One	Full Service and VSP – Youngstown, OH
Southwest Lens	Full Service and VSP – Dallas, TX
Interstate	Full Service and VSP – Mansfield, OH
Midland	Full Service and VSP – St. Louis, MO
Duffens Houston	Full Service and VSP – Houston, TX
Omega	Full Service and VSP – Dallas, TX
Precision	Full Service and VSP – St. Cloud, MN
DBL	Full Service and VSP – St. Cloud, MN
PECH	Wraps, Advanced Edging and VSP – Sioux City, IA



Custom Jobs

- Special pricing from PECH Optical for custom jobs

- Additional fee \$13 wraps

- Additional fee \$30 advanced edging or rimless wrap



15 Degree face for or higher
i.e. Wiley X Jacket Frame



i.e. Oakley Half Jacket Frame

THANK YOU

Questions?

