

TOPCON & TSO Preferred Vendor Partnership Program

David Gordon, National Account Manager
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Partnership Overview

- **TOPCON Preferred TSO Price List**
- **Three-Year Warranty on all products**
- **Dedicated National Account Support Team**
- **Dedicated TOPCON Account Manager**



Partnership Overview - Terms

January 13, 2015
Texas State Optical
John Marvin

This letter confirms the partnership agreement reached between Texas State Optical and TOPCON Medical Systems, Inc. The following outlines some of the key points which we discussed during our meetings to date. The following terms will remain in effect for a period of two years from the date of this letter. The pricing discounts and extended warranties are available exclusively to TSO members as per the terms set forth below:

- Exclusive Discounted Pricing - Please see the attached document which details TSO's Price List as well as a Basic Lane Package.
- Warranties - TOPCON will extend a three year warranty on all new equipment purchases which includes parts and labor.
- Service and Repair - TOPCON will extend a 10% discount on parts and labor on any service and equipment repairs following expiration of the three year warranty period.
- Dedicated Service & Support Team - TSO Members will have access to a specialized service and support team via the following:

- 866-922-6278
- nationalacc@topcon.com

We look forward to a valuable and long-standing relationship with TSO and your Member Doctors moving forward.

Sincerely,



Corey Nielson
Senior Director of Sales
TOPCON Medical Systems

Product Portfolio Overview - Refraction

CV-5000s
Digital Phoropter



KR-1W Wavefront Analyzer



Lensmeter



Auto-Refractor



Product Portfolio Overview – Retina

OCT/Fundus Imaging



TRC NW8
Retinal Camera



TRC NW300
Retinal Camera



Product Portfolio Overview - Diagnostic

IS-5000 Stand



Anterior Segment Imaging



EXAM 5000 – Mini Lane



Thank You for
your Partnership



Description

List Price

TSO

TSO - Standard Lane

Standard Lane w/ Digital Phoropter			
23070K1	IS-5000 Stand + OC-2200 Blk Chair & Footswitch	\$ 12,615.00	\$ 6,990.00
13040B	VT-10 Phoropter (Black)	\$ 4,806.00	\$ 3,490.00
28060	SL-2G LED Slit Lamp	\$ 5,557.00	\$ 3,490.00
28388CK	Applanation Tonometer 870 (CSO) w/ Mount	\$ 2,800.00	\$ 1,100.00
12031K1	LCD Acuity Chart - Visichart w/ IR Emitter	\$ 4,364.00	\$ 2,490.00
0450	Mirror Set Assembly (Two Swivel Mirrors)	\$ 352.00	\$ 190.00
23025	W/A Coax. Ophthalmoscope	\$ 450.00	\$ 170.00
23027	W/A Hand Transluminator	\$ 92.40	\$ 60.00
23028	W/A Battery Handles (Three)	\$ 400.95	\$ 225.00
23031	Elite Streak Retinoscope	\$ 525.00	\$ 235.00
26006-BL-000	OS-200 Pneumatic Stool w/ back (Doctor & Technicians)	\$ 375.00	\$ 300.00

TSO - Standard Pre-Test

Pre-Test			
15094	KR-800 Auto Kerato-Refractometer	\$ 15,071.00	\$ 8,990.00
15092	KR-1 Fully Automated Auto Refractometer with Color Touch Screen	\$ 17,478.00	\$ 9,990.00
15097	KR-800s - Includes Subjective VA (Far/Near) & Glare Testing	\$ 17,750.00	\$ 10,990.00
31008	CT-80 Auto Non-Contact Tonometer	\$ 10,898.00	\$ 5,990.00
10053	CL-300 Auto Lensometer	\$ 4,829.00	\$ 2,990.00
26006-BL-000	OS-200 Pneumatic Stool w/ back (Doctor & Technicians)	\$ 375.00	\$ 300.00
26014-BL-000	OS-400 Pneumatic Stool w/ back & locking casters (Patient)	\$ 626.00	\$ 350.00

TSO - Standard Lane Options

Options			
25043-11-000	AIT-350W Pneumatic Table for Pre-Test (Three Instrument Top)	\$ 2,489.00	\$ 1,550.00
25042-11-000	AIT-250W Pneumatic Table for Pre-Test (Two Instrument Top)	\$ 2,178.00	\$ 1,490.00
14020	Full Diameter Trial Lens Set	\$ 1,418.00	\$ 525.00
14004	Metal Trial Frame	\$ 297.00	\$ 190.00
13356K	Bluetooth Adaptor Set - Pre-Test to CV-5000s (Per Instrument)	\$ 717.00	\$ 510.00
19020	Keeler All Pupil BIO Indirect w/ adapter and hubble plug	\$ 1,450.00	\$ 1,090.00
1945P1000	Keeler Wall/Desk Pak	\$ 530.00	\$ 470.00
10030K1	LM-8E Manual Lensmeter w/AC Adapter	\$ 2,196.00	\$ 1,090.00



Digital Phoropter

Digital Phoropter			
13081K1	CV-5000s Digital Phoropter	\$ 24,371.00	\$ 14,990.00

Description

List Price

TSO



TSO - Mini-Lane w/ Digital Phoropter

Mini-Lane w/ Digital Phoropter			
24445-11-000	Topcon IDS-300 Stand for CV-5000s	\$ 15,582.00	\$ 8,500.00
13081K1	CV-5000s - Digital Phoropter	\$ 24,371.00	\$ 14,990.00
12035K1	PC-50s (CV Only)	\$ 4,305.00	\$ 2,190.00
0450	Mirror Set Assembly (Two Swivel Mirrors)	\$ 352.00	\$ 190.00
28060	SL-2G LED Slit Lamp	\$ 5,557.00	\$ 3,490.00
28388CK	Applanation Tonometer 870 (CSO) w/ Mount	\$ 2,800.00	\$ 1,100.00
2032000248	Slit Lamp Adapter Bracket for IDS-300	\$ 596.00	\$ 390.00
20049	Desk Stand W/A Portable Charger	\$ 450.00	\$ 359.00
26006-BL-000	OS-200 Pneumatic Stool w/ back (Doctor & Technicians)	\$ 375.00	\$ 300.00
26014-BL-000	OS-400 Stool w locking casters	\$ 626.00	\$ 350.00

TSO - Mini Lane Pre-Test

Pre-Test			
15094	KR-800 Auto Kerato-Refractometer	\$ 15,071.00	\$ 8,990.00
15092	KR-1 Fully Automated Auto Refractometer with Color Touch Screen	\$ 17,478.00	\$ 9,990.00
15097	KR-800s - Includes Subjective VA (Far/Near) & Glare Testing	\$ 17,750.00	\$ 10,990.00
31008	CT-80 Auto Non-Contact Tonometer	\$ 10,898.00	\$ 5,990.00
10053	CL-300 Auto Lensometer	\$ 4,829.00	\$ 2,990.00
26006-BL-000	OS-200 Pneumatic Stool w/ back (Doctor & Technicians)	\$ 375.00	\$ 300.00
26014-BL-000	OS-400 Pneumatic Stool w/ back & locking casters (Patient)	\$ 626.00	\$ 350.00

TSO - Mini Lane Options

Options			
13356K	Bluetooth Adaptor Set - Pre-Test to CV-5000s (Per Instrument)	\$ 717.00	\$ 510.00
13306B	Interface cable from pre-test to CV-5000s (15')	\$ 184.00	\$ 135.00
13306C	Interface cable from pre-test to CV-5000s (120')	\$ 234.00	\$ 135.00
13306D	Interface cable from pre-test to CV-5000s (8')	\$ 184.00	\$ 135.00
13308A	25' EMR Cable	\$ 154.00	\$ 138.00





Description
High Technology Products

List Price **TSO**

Digital Phoropter			
13081K1	CV-5000s Digital Phoropter	\$ 24,371.00	\$ 14,990.00

Wavefront Analyzer			
15091K2	KR-1W Wavefront Analyzer (5 in 1) w/ Laptop & Review SFTW	\$ 39,123.00	\$ 29,990.00

OCT			
39020K1	3D OCT-2000 27,000 A-Scan / Sec. PC, Monitor & 1 review license of 3D Fast Map Review Station Software. Includes AIT-650 table.	\$ 61,950.00	\$ 54,900.00

Retinal Imaging Systems			
36000-81 w/ 27019K1	TRC-NW8 Retinal Imaging System - Auto-Focus & Capture	\$ 26,355.00	\$ 20,990.00
27011K4	TRC-NW300 Retinal Imaging System - Auto-Focus & Capture.	\$ 24,580.00	\$ 16,990.00

Autorefractor/Keratometer			
15092	KR-1 Fully Automated Auto Refractometer with Color Touch Screen	\$ 17,478.00	\$ 9,990.00
15094	KR-800 Auto Kerato-Refractometer	\$ 15,071.00	\$ 8,990.00
15097	KR-800s - Includes Subjective VA (Far/Near) & Glare Testing	\$ 17,750.00	\$ 10,990.00

Chart Projector			
12035K1	LCD Acuity Chart - PC-50S w/Cable (CV Only)	\$ 4,305.00	\$ 2,190.00
12031K1	LCD Acuity Chart - Visichart w/ IR Emitter	\$ 4,364.00	\$ 2,490.00
0450	Mirror Set Assembly (Two Swivel Mirrors)	\$ 352.00	\$ 140.00
0451	Mirror Assembly (One Swivel Mirror - white swivel frame 13" X 13")	\$ 210.00	\$ 90.00

Install & Training			
TNG Initial Day	On-Site Install & Training (CV, Retinal Camera or OCT)	\$ 1,500.00	\$ 1,500.00

Routine Diagnostics

Exam Lane Instrument Stand			
23070-11-000	IS-5000 Ophthalmic Stand	\$ 5,727.00	\$ 3,400.00

Exam Lane Patient Chair			
24046-BL-L1-000	OC-2200 Patient Chair Black (Other colors available)	\$ 5,709.00	\$ 3,590.00

Manual Keratometer			
16013	KM-4 Manual Keratometer	\$ 2,590.00	\$ 1,290.00
20310-00810	Middle Arm (K Arm)	\$ 1,375.00	\$ 675.00

Slit Lamp			
28060	SL-2G Slit Lamp - LED illumination. Galileo convergence oculars; 14mm slit and drum magnification changer of 10x; 16X and 25X. Can be used with R-900 and 870 types tonometers.	\$ 5,557.00	\$ 3,490.00
28052	SL-D2 Slit Lamp - Halogen Illumination. Galileo convergence oculars; 14mm slit and drum magnification changer of 10x; 16X and 25X. Can be used with R-900 and 870 types tonometers.	\$ 6,418.00	\$ 3,790.00