

# A Bottom-Line Case for In-Office Finishing



WORLDWIDE LEADER IN FINISHING SYSTEMS



# WHY YOU SHOULD ADD IN-HOUSE FINISHING



Like most eye care professionals, you have the goal of increasing profits, providing better service, improving patient satisfaction and growing your business for long-term success. Here are several ways that adding an in-office finishing lab can benefit your optical business:

## DIFFERENTIATING YOUR PROFESSIONAL IMAGE

Adding an in-office finishing lab can allow you to:

- > Improve your professional identity and the patients' perceptions of your practice's technical ability and sophistication
- > Increase patient satisfaction with quicker turn-around time
- > Provide exemplary service to patients to improve your competitive advantage

## ENHANCING EFFICIENCY

Adding an in-office finishing lab can allow you to:

- > Determine the quality of products dispensed to your patients
- > Save staff time, with less job tracking and re-scheduling for glasses not ready when promised
- > Offer possibly same-day service, receive same-day payment, solve patient eyewear emergencies and produce eyewear more quickly and efficiently

## BROADENING PATIENT BASE

Adding an in-office finishing lab can allow you to:

- > Help retain patients who will be pleased with the speedy timeframe
- > Gain additional patient base if you can participate in more vision-care plans

# TO YOUR PRACTICE



## BUILDING PROFITS

Adding an in-office finishing lab can allow you to:

- > Add a new source of income for the practice
- > Reduce lab costs, potentially thousands of dollars a year depending on the number of jobs
- > Produce premium products such as Chemistrie™ clips for virtually any frame on your board

## COST ANALYSIS

Below is a sample cost analysis to show that you can earn significant savings on your lab bills by having an in-office finishing system.

Base Product	Outsource Finishing	In-Office Finishing
CR39 and Poly SV Pair of Lenses	\$21.00	\$5.00
Edging Cost	\$8.00	\$0
Polishing Cost	\$7.00	\$0
In-Office Finishing Cost	\$0	\$4.00
<b>Total</b>	<b>\$36.00</b>	<b>\$9.00</b>

You may be concerned about the staff training required for an in-office finishing lab. Just note that modern lens finishing equipment makes the process of finishing lenses in-house much easier than just a few years ago. Edging systems takes less time, finish all lens types, and offer built-in accuracy along with ease of use.



# Worldwide Leader in In-Office Finishing Systems



## MR. BLUE

Taking your practice further with full automation and personalization



## MR. ORANGE

Raising the standard of efficiency with precision and high-end comfort



## NEKSIA

Racing through your workload with the next-generation KAPPA



## DELTA2

Covering all the essentials to reinvent simplicity

Essilor Instruments makes in-house finishing easier and more profitable to help you grow your practice. Our finishing offerings range from the all-in-one Delta2 system to the trusted Neksia, and premium Mr. Orange and Mr. Blue edging systems:

- > **Experience** — Celebrating 50+ years of best-in-class R&D and manufacturing of lens finishing systems
- > **Quality** — ISO 9001-certified, Essilor Instruments performs quality-control procedures at all stages of the manufacturing process
- > **Service** — All services performed by Essilor Instruments certified technicians



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