

SUPPLEMENTARY QUESTIONNAIRE

Opportunities and Threats to Contact Lens Practice- A Global Perspective

Dear Colleague,

Contact lens (CL) practice across the world is at critical juncture with some potential opportunities like contact lenses for myopia control, multifocal lenses for presbyopia, specialty lenses etc and few looming threats such as increasing competition from online business. Anecdotal discussions with eye care professionals have revealed different level of optimism regarding the future of CL practice. Hence, we wish to conduct this study to understand the views of contact lens practitioners regarding what they perceive as opportunities and threats to CL practice. The findings of this study will help the stakeholders to design targeted strategies to enhance CL practice and address the perceived threats.

We would appreciate it, if you could complete the attached brief survey; completion of which is expected to take about 5 minutes. The questions are quite general and there are no known or anticipated risks to participation in this study. Your participation is voluntary and anonymous. All information you provide will be kept confidential. If you need more information, here is a URL linked to the participant information sheet (PIS):

<https://aston.box.com/s/ae2jg4wdtwax9853zrt5ssmhrzhdysp>

If you are an eye care practitioner who fits contact lenses and wish to participate in this survey, kindly proceed.

Age: _____ years

Sex: Female / Male / Prefer not to mention

Country (wherein you primarily practice): _____

Profession:

Optometrist

Ophthalmologist

Contactologist/Contact lens specialist

Optician

Other (Please specify)

Type of practice:

Stand-alone practice/Independent practice

Hospital based

University based

Local retail chain

National or regional retail chain

Other (Please specify)

For how many years have you been prescribing contact lenses? _____

A) In an average month, how many new CL (first time CL wear) fits do you perform? (approximate number)

B) In an average month, which of the following types of lenses do you fit? (you can select multiple answers)

Spherical soft
Toric soft
Multifocal soft
RGP (Any type of RGP)
Scleral
Other (Please specify)

C) How 'proactive' would you consider YOUR contact lens (CL) practice in terms of recommending contact lenses on a scale from 0 (not at all) to 10 (highly)?

Which one of the following reflects your view about the near future (next five years) of YOUR CL practice?

Very hopeful
Hopeful
Unsure
Worried
Very worried

D) How often do you encourage potential CL patients who have no apparent contraindications to consider CL wear?

Always
Never
Sometimes

E) If your answer to the above question is 'Never' or 'Sometimes,' pls state the reason/s why you do not always encourage them (you can select multiple answers):

Increased chair time
Fear of losing patient due to dissatisfaction
Fear of losing patient to internet/competition
Inadequate business proposition (e.g. small profit margins)
Not comfortable in handling CL-related complications
Not comfortable in fitting CL
Not comfortable in counselling patients to start CL wear
Assume patients are not interested in CL wear
Other (pls specify)

Please rate the following potential OPPORTUNITIES for YOUR contact lens practice in the near future (i.e. next five years) on a scale from 0 (not at all) to 10 (maximum)

1. Managing irregular cornea (i.e. keratoconus, keratoglobus etc)
2. Multifocal contact lenses for presbyopes
3. Myopia control (i.e. specially designed single vision lenses, OrthoK, multifocal soft lenses)
4. Orthokeratology for myopia correction
5. Daily disposable CL for occasional wear
6. Diagnostic, therapeutic and bionic lenses

7. Cosmetic / coloured lenses
 8. Biocompatible materials to improve comfort
 9. Custom made soft contact lenses to control ocular aberrations and enhance visual acuity
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How much do you expect the following INTERVENTIONS to help YOUR contact lens practice grow in near future (next five years) on a scale from 0 (not at all) to 10 (maximum)?

1. Creating awareness among public about safety and utility of CL
 2. Continuously updating knowledge/skills of practitioners
 3. Training the support staff (counsellor, sales team)
 4. Proactively recommending CL to potential patients
 5. Educating the parents about the opportunities for children to wear CL
 6. Establishing a referral system with fellow eye and health care professionals
 7. Creating an efficient recall system for follow up examinations
 8. Being competent in managing CL-related complications
 9. Making CLs more affordable to patients
 10. Marketing CL practice on social media
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Please rate the following potential THREATS for YOUR contact lens practice in the near future (i.e., next five years) on a scale from 0 (not at all) to 10 (extreme)

1. Lack of regulation (i.e. over the counter sale)
 2. Lenses being available online without adequate eye care professional supervision
 3. CL prescriptions being available via digital devices without practitioner's involvement
 4. Clinics without proper instrumentation for fitting and dispensing CL
 5. Incompetent practitioners
 6. Refractive surgeries
 7. Negative myths about CL among public
 8. Advances in spectacle industry (e.g. better materials, optics, designs etc)
 9. Commoditization of CL (i.e. not considered as a medical device)
 10. Drop out due to discomfort/dryness
 11. CL related infections
 12. Unfavourable industry policies (e.g. reduced profit margin, unavailability of lenses and trials etc)
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Please use this space for any other comments.

Thank you for taking to complete this survey. In case you wish to receive a summary of the results, please contact the authors at nilesh_thite@yahoo.com OR J.S.W.Wolffsohn@aston.ac.uk. You will receive the summary after May 2020.