



现代化动物医院服务商

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TONOVET 眼压计



盈利眼压计 Profitable Tonometry

➤ 红 眼—检查眼压！

RED EYE - CHECK THE PRESSURE!

➤ 大部分的眼病都会以一个相同的方式表现出来： 红眼。出现红眼就应该测量眼压。压力过高或 过低都有可能是更严重眼病的唯一征兆。

Most eye problems manifest themselves in the same way – a red eye. The pressure should **always be measured from the red eyes**. Too high or too low pressure can be an only symptom of more serious eye disease.

➤ 有下列情况就应该测量眼压

Eye pressure should be measured from:

- ❑ 所有红眼病例 ALL RED EYE PATIENTS
- ❑ 年轻动物简历自己的健康档案资料
Young patients to establish their baseline readings
- ❑ 6—7岁以上中老年宠物 Patients older than 6-7 years
- ❑ 易患青光眼品种（约有42种品种的犬）
Patients predisposed to glaucoma (approx 42 canine breeds)
- ❑ 做眼检查的宠物 Ocular examination patients
- ❑ 头部外伤的病例 Head trauma patients
- ❑ 健康计划的客户 Wellness plan customers

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HOW MANY RED EYES

DO YOU SEE AT YOUR CLINIC DAILY?

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sure,
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well tolerated by patients,
rel practice?
\$ (in the low thousands, US
nt. "If a tonometer costs several
ally, and if our fee for each use
r it, much less make it profitable."
ave proved that wrong. Many are
digital tonometers, while finding
enters as well.
aven Park Veterinary Hospital,
r has been the most profitable
30 years." He notes. "We
our quality of patient care. It has
are now." And, he adds "It has
equent use, and modest, client
mously profitable."
y volume, one veterinarian
ish baseline readings on all
in the first few years of life. For
rine breeds as well as mixes of
ually or more often. Pressures
examinations, in all head or eye
6-7 years of age.
re and still enjoy healthy return on
the new paradigm for eye care!







Most eye problems manifest themselves in the same way – a red eye.

The pressure should always be measured from the red eyes. Too high or too low pressure can be an only symptom of more serious eye disease.

Animal eye pressure measuring is quick and easy with the handheld, small TONOVET tonometer. Painless measurement is barely noticed by the animal and does not require anesthesia nor the calibration of the device.



NO ANESTHESIA
NO CALIBRATION

www.icaretonometer.com



NO ANESTHESIA
NO CALIBRATION

Glaucoma is a common blinding disease on pets

The symptoms of Glaucoma are subtle and often mimic other eye diseases, dilated pupil, enlargement of the eye, cloudiness within the cornea, excessive tearing, visual impairment or any head or eye trauma.

Early detection is important before irreversible damage in the eye lead to blindness and pain. The use of a tonometer in regular check ups can make a significant difference in saving a pet's vision.

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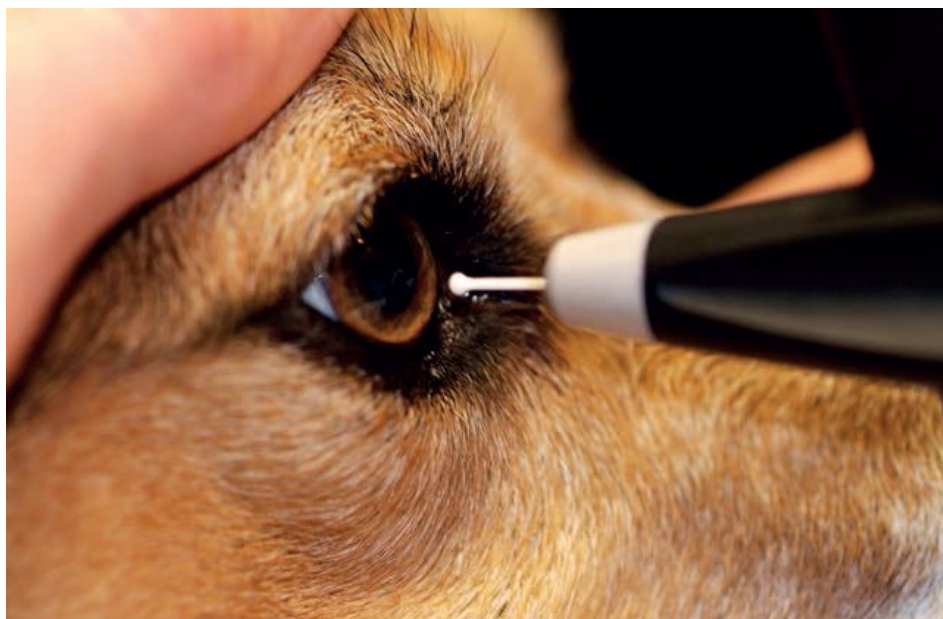
回弹技术 Rebound Technology

- 该TONOVET眼压计是基于一个独特的，专利的回弹测量原理，其中一个很轻的探头是用来做与角膜瞬间接触。该装置易于使用，并且测量时动物 几乎没有察觉到，往往甚至连角膜反射都没有。

The TONOVET tonometer is based on a unique, patented rebound measuring principle, in which a very light probe is used to make momentary contact with the cornea. The device is easy to use and the measurement is barely noticed by the animal and often does not even cause corneal reflex.

- **FDA批准的反弹技术是由世界各地几个独立临床研究证实其准确性。**

FDA approved rebound technology is proven accurate by several independent clinical studies around the world.



眼内压（IOP） Intraocular Pressure

- 眼压是眼内的流体压力，眼压测量是测量眼压的方法

IOP is the fluid pressure inside the eye. Tonometry is the method to determine this.

- 高眼压是青光眼发展的最重要单一危险因素

Elevated IOP is the single most important risk factor for the development of glaucoma.

- 青光眼是由于房水流出部分或完全堵塞眼内压力升高所致，高眼压是疼痛的，如果不及时治疗，常会导致不可逆失明

Glaucoma is increased pressure within the eye due to drain becoming partially or completely clogged. Increased IOP is painful and if untreated, often causes irreversible blindness.

- **原发性青光眼**是一种遗传性疾病。它通常开始于一只眼睛，但大多数患者最终会影响双眼，如果不加以控制，会导致完全失明。

Primary Glaucoma is an inherited condition. Primary Glaucoma usually begins in one eye, but in most patients it eventually affects both eyes, leading to complete blindness if not controlled.

- **继发性青光眼**发生于其他眼部疾病导致眼内液体流出减少时。继发性青光眼的常见原因包括：眼色素层炎（葡萄膜炎），进行性白内障，眼睛肿瘤，晶状体脱位等。

Secondary Glaucoma occurs when other eye diseases cause decreased drainage of fluid from the inside of the eye. Common causes of secondary glaucoma include: inflammation inside the eye (**uveitis**), **advanced cataracts**, cancer in the eye, lens luxation, etc.

	DOG	CAT	HORSE
正常压力范围	15-25 mmHg	15-30 mmHg	17-28 mmHg
Normal pressure range			

易患眼病犬猫品种

波斯猫	暹	短毛家猫
<p>阿富汗 秋田 阿拉斯加雪橇犬 美国爱斯基摩犬 澳大利亚牛狗 巴吉度猎犬 小猎犬（现场试验） 贝灵顿梗 比熊犬 蓝小灵 边境牧羊犬 波士顿梗 法兰德斯牧羊犬 布列塔尼犬 牛头獒 山梗 卡迪根威尔士柯基 吉娃娃 松狮犬 可卡犬 腊肠犬 大麦町犬</p>	<p>丹迪丁蒙梗 英国可卡犬 英国史宾格犬 恩特雷布赫山地犬 平涂猎犬 猎狐梗 巨型雪纳瑞犬 金毛寻回犬 大丹犬 灰猎犬 爱尔兰长毛猎犬 意大利灰狗 荷兰毛狮犬 拉布拉多寻回犬 湖畔梗 马耳他犬 曼彻斯特梗 小型犬 纽芬兰犬 诺福克梗 挪威猎麋犬 诺威奇梗</p>	<p>北京犬 彭布罗克威尔士柯基犬 贝吉格里芬凡丁犬 贵宾犬（所有品种） 哈巴狗 萨路基猎犬 萨摩耶 雪纳瑞（所有品种） 苏格兰梗 西里汉梗 沙皮狗 柴犬 西施 西伯利亚雪橇犬 斯凯梗 光滑的涂层狐梗 西藏梗 威尔士史宾格犬 威尔士梗 西高地梗 丝狐梗</p>

盈利眼压计回报分析 Profitable Tonometry Pay Back Analysis

TONOVET动物眼压计投资回报分析								
检查次数(次/周)	5				10			
检查收费(元/次)	30	60	80	100	30	60	80	100
检查成本(元/次)	8 (探头+时间)							
检查利润(元/次)	22	52	72	92	22	52	72	92
总收入(元/年)	5720	13520	18720	23920	11440	27040	37440	47840
总投资(元)	25000							

✓ 提升利润，关爱和价值！ Increase Profit, Care & Value!



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