

Sight Sciences Uses RWE to Refine Patient Segmentation and Reverse a Medicare Ruling for OMNI

Sight Sciences partnered with Verana Health to evaluate various facets of its **OMNI**® Surgical System for treating glaucoma. By leveraging a real-world dataset of 100,000 patients linked with claims data, the company established that OMNI was the treatment of choice for several important patient sub-groups, including patients with severe glaucoma and underserved patients with a late diagnosis. These results contributed to Medicare's reversal of a previous Limited Coverage Determination (LCD), which presented a potential risk to Sight Sciences ability to offer OMNI as a glaucoma treatment option.

Problem/Challenge

- Glaucoma prevalence increases with age, starting around 40 years, with patients over 65 being significantly affected. Medicare is the most common payor for glaucoma treatment.
- Sight Sciences wanted to evaluate various aspects of its **OMNI**® Surgical System for treating glaucoma. This initiative took on urgency after an initial negative decision from Medicare limiting fee coverage for this category of medical devices.
- Sight Sciences had been supporting its own internal research projects, but sought an opportunity to utilize data curated from the world's largest comprehensive eye disease clinical registry. Additionally, surgeons in these company-sponsored studies used devices in a very prescribed way that did not necessarily reflect real-world clinical practice.



// Verana helped us establish that OMNI was the treatment of choice for severe glaucoma and underserved patients with a late diagnosis. Our RWE study played a key role in overturning an initial negative Medicare reimbursement ruling that might have been a risk to our financial health."

Jaime Dickerson
Vice President Medical & Clinical Affairs



¹ <https://pmc.ncbi.nlm.nih.gov/articles/PMC2798086/>

Partnership with Verana Health

- Sight Sciences worked with Verana Health to source a real-world data set covering 100,000 patients that were divided among OMNI-treated glaucoma patients, non OMNI-treated glaucoma patients, and cataract-only surgery patients.
- The data allowed Sight Sciences to further segment patients across mild, moderate, or severe cases of glaucoma as well as identify demographic characteristics.
- The cohort from Verana Health also included thousands of physicians who were using OMNI in real world clinical practice, better representing the heterogeneity in use of the device in routine care.

Results

- Sight Sciences analysis showed that OMNI was the treatment of choice for more severe glaucoma cases as well as for African American patients, an underserved group that often had diagnosis at a later stage.
- The results of the study contributed to Medicare's reversal of a previous LCD.
- OMNI is currently Sight Science's flagship product and accounts for the vast majority of its revenue. Reversing Medicare's initial LCD eliminated a payor's risk that might have posed a risk to the financial health of Sight Sciences.

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100K patients



About Verana Health

Verana Health® is revolutionizing patient care and clinical research by unlocking the potential of real-world data. Verana Health has an exclusive real-world data network of 90 million de-identified patients from more than 20,000 clinicians, stemming from its exclusive data partnerships with leading medical societies. Verana Health harnesses deep expertise, secure advanced technology, and direct access to exclusive, near real-time data sources to deliver actionable quality insights that help companies make sense of the data. For more information, visit www.veranahealth.com