



STARTER GUIDE FOR THE ISTENT INJECT

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Step 1: Contact the Glaukos company offering iStent inject and let them know of your interest.

- If you know the local sales representative, contact them to give you some materials to review. If not, go to this website: <https://www.glaukos.com> and go to the contact us section.
- Ask the sales representative to provide you with an introductory e-mail that you can pass along to your company CEO or to the hospital where you would desire to perform surgery. Make sure the email includes financial information about coding, costs and reimbursements.

Step 2: Research the iStent inject procedure.

- Read through the sales materials provided. The Glaukos website is also a great resource.
- Look for research publications on the procedure to evaluate efficacy through Pub Med
- Watch videos of the procedure - available resources include:
 - o <https://www.glaukos.com>
 - o YouTube Channel for videos: iGlaucoma channel MIGS University and others
 - o EyeTube.net

Step 3: Let your company or institution know of your interest in starting with iStent Inject.

- Contact your CEO, company President, or Department Chair in person to share your excitement about expanding your surgical skill set and what you can offer to your patients.
- Be prepared to share the materials you gathered from the sales representative and let them know how you see this device positively impacting your patient base.

Step 4: Contact the Glaukos company offering iStent inject and let them know of your interest.

- Contact the Glaukos company via website to speak with a sale representative and let them know of your interest in learning more about their procedure/device from someone experienced with it. Ask the representative about providers who are doing iStent inject in your area.
- If access to a mentor is not local, that is okay. A phone conversation can be very helpful before you begin or after you have done some cases with an experienced surgeon.



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Step 5: Set an OR start date at least 4 weeks ahead and alert all parties involved.

- Once you have a green light to move forward with the procedure, set a date for at least 3 or more cases to be lined up and let your surgical coordinator know to help coordinate.
- Confirm that the date is agreeable with the surgical sales rep who will need to be with you that day.
- On or before that day you will need to set up a wet lab training with you and the staff to get familiar with the device.

Step 6: Begin looking for potential iStent inject candidates in your clinic.

- Ideal candidates have a visually significant cataract with early to moderate stage open angle glaucoma on one or more topical medications, with normal appearing angle anatomy.

Step 7: Perfect your gonioscopy skills in the clinic. Practice makes perfect.

- Perform gonioscopy on every patient referred for glaucoma.
- Gain confidence in being able to identify normal and abnormal structures in the angle.

Step 8: Perfect your gonioscopy skills in the OR.

- While awaiting your surgical start date, get familiar with the fundamentals of angle surgery.
- Order a surgical direct gonioscopy lens for the OR. If right hand dominant, you need a left gonioscopy lens and vice versa.
- Set up the microscope prior to a case and practice turning the head. On your next five to ten cataract surgery patients in the OR, tilt the microscope and patients head before or after the cataract removal and perform gonioscopy to evaluate the angle. Simply knowing how to gain a view and maintain it is a great leap. **Watch here: <https://bit.ly/33mvCWB>**
- Identify the angle structures and practice the head positioning until you feel comfortable.

Step 9: Prepare for your OR start date: review any required iStent Inject training videos/materials and complete wet lab.

Step 10: Obtain your certification by completing the required number of surgical cases with your surgical rep present.

Pat yourself on the back for an effort well done and keep going!