

# Online Collaborative on Establishing and Strengthening Vision Centers



## LAICO Collaborative Series III

**DURATION:** 1 Year  
Oct 2020 to Sept 2021

**1st Online learning session**  
12 to 16 October 2020  
2-3 hours a day

**COURSE FEE :**  
INR 100,000 / USD 1,350  
*\*taxes as applicable*

*This Collaborative aims to facilitate partner hospitals to establish / strengthen and efficiently run IT enabled vision centres.*

### WHY VISION CENTRES?

Vision centres are emerging as an integral part of eye care ecosystem. With right approach, telemedicine and IT support these centres can effectively function as extended outpatient facility offering comprehensive care to the entire service area population. In a short run these centres substantially contribute to the surgical and specialty volumes of a eye hospital.

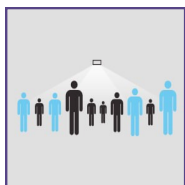
### WHAT THIS COLLABORATIVE OFFERS?

- ◆ Personalised technical support for each hospitals for a period of one year
- ◆ Facilitation to strengthen internal buy in for primary eye care through vision centres
- ◆ Guidance in setting up of vision centres
- ◆ Inputs on demand generation and strengthening follow up care
- ◆ Developing protocols for comprehensive eye care delivery at vision centres
- ◆ Support to build HR competencies, assessing staff skills and planning for continuous education

## HOW THIS COLLABORATIVE BENEFITS YOU...



Establish and efficiently run vision centers following proven evidence based approaches that are financially viable and replicable



Substantially increasing base hospital footfalls for cataract surgeries and specialty services through adopting right strategies



Moving towards universal eye health in the Vision Centre service area



With the right pricing strategy the running of Vision Centres can become cost neutral – i.e.: lot more case finding than eye camps at no



Significantly larger patient base

## WHAT THIS COLLABORATIVE PUTS IN PLACE...

- Trained staff with relevant competencies
- IT and telemedicine to improve clinical diagnosis, quality and day-to-day operations
- Base hospital support systems required for supply chain, monitoring, continuous education, etc.

### • THIS COLLABORATIVE IS FOR YOU IF...

...You are an eye hospitals/eye care institutions that want to establish new vision centres or wanting to improve your existing vision centres

*(You may require resources to invest in equipment, training, software and IT infrastructure to establish new or strengthen existing vision centres during the collaborative period)*

### • ENROLL AS A TEAM

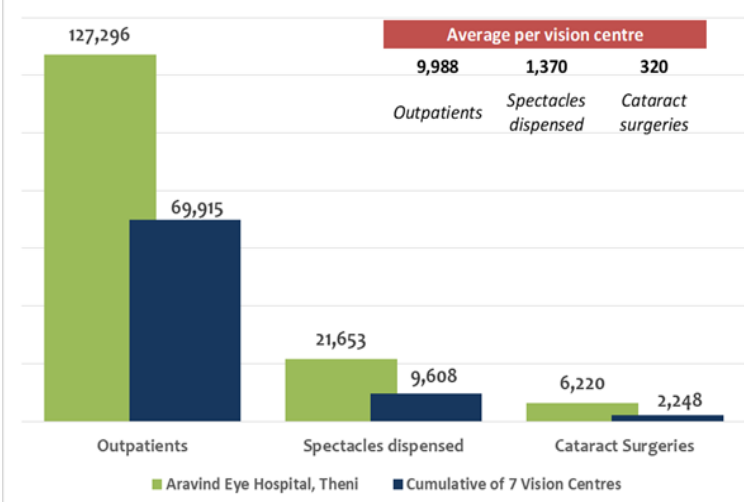
Each participating eye hospital should designate a three-member team consisting of a

- 1) Representative from senior management
- 2) Ophthalmologist
- 3) Optometrist

### A success case of vision centres from Aravind:

Aravind hospital in Theni (Tamilnadu) manages a network of 7 vision centres catering to the eye care needs of half a million people. In 2019, collectively these vision centres contributed to 25% of the hospital's total cataract surgical volume. On an average each centre dispensed 1,370 spectacles and contributed 320 cataract surgeries. One third of surgery patients referred by these centres were paying clientele. Besides this, there is no case finding cost for cataract surgeries referred through vision centres as compared to INR 300 to 500 / USD 4 to 7 incurred through outreach services per cataract surgery.

Base Hospital and Vision Centre Performance - 2019



## COLLABORATIVE ACTIVITIES:

The collaborative process require participating hospital teams take up setting up vision centres / improving their efficiency as an improvement project with specific time frames. The process would involve hospital teams to evolve and run PDSA (Plan-Do-Study-Act) cycles aiming at bringing desired changes. This collaborative involves three virtual learning sessions (VLS), coupled with webinars. During these learning sessions and webinars, specific time-bound activities will be agreed upon and these will be reviewed during weekly calls activities.

LAICO team will regularly interact with the participating teams to facilitate implementation of action plans and provide necessary guidance during the course of collaborative period.

	Oct 20	Nov 20	Dec 20	Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	July 21	Aug 21	Sept 21
<b>Virtual Learning Sessions</b>	VLS 1					VLS 2						VLS 3
<b>Review Calls</b>		C1	C2	C3	C4		C5	C6	C7	C8	C9	
<b>Webinar</b>				W 1					W 2			

[Register Here](#)

For enquiries:

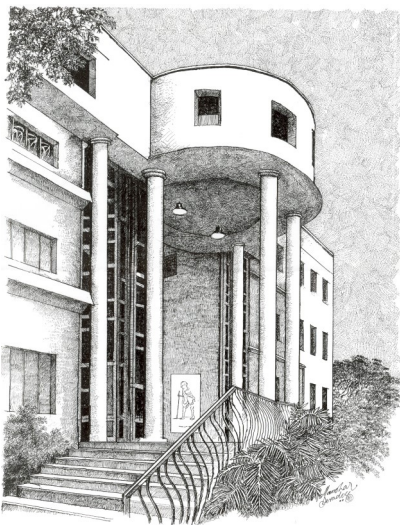
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LAICO's collaborative series under the banner LEAP, aims to bring about improvements in specific functional areas of eye hospitals through a collaborative method.

This approach is based on the highly effective and popular 'Breakthrough Series' model developed by the Institute for Healthcare Improvement (IHI), USA. The format has been customized for eye care based on the rich experience of over four decades from Aravind Eye Hospitals.



Organized by:

**laico**  
LIONS ARAVIND INSTITUTE OF  
COMMUNITY OPHTHALMOLOGY

Lions Aravind Institute of Community Ophthalmology (LAICO) is the training and consulting arm of Aravind Eye Care System. LAICO was established in 1992 with an internal mandate to support eye care programmes globally through consultancy and capacity building, management training and research. LAICO has worked with 354 hospitals in India and other developing countries. It is conservatively estimated that LAICO's work has resulted in an estimated 800,000 additional surgeries annually.

 **ARAVIND EYE CARE SYSTEM**