

Market Scope

2019 Annual Sponsored US Cataract Surgeon Survey Report

A Measurement of Perceptions of Ophthalmic
Manufacturers, Practice Patterns, Product
Market Share, and Plans for 2019

Overview

Market Scope surveyed US cataract surgeons during March and April 2019 to measure perceptions of ophthalmic manufacturers, practice patterns, product market share, and plans for the coming year. We received 356 responses, representing 533 US cataract surgeons. Cumulatively, surgeons replying to the survey reported performing 58,865 IOL procedures, which represents approximately 5.6 percent of all US IOL procedures during Q1-2019.

This report includes responses to opinion questions, such as plans to purchase new equipment or preferred IOL features. All results are calculated based on respondent count; because not all questions are applicable to all providers, the respondent count (n), may vary throughout the survey. Quantitative market data, such as types of IOL implanted, phaco machines used, and viscoelastics used, were weighted by volume to reflect actual market size. We had a disproportionate share of surveys from high-volume surgeons with their own surgery centers. In order to reduce this bias, we stratified and weighted surveys by procedure volume and location of surgery to reflect known market dynamics.

In general, the mix of surgeons responding to this survey was representative of the market as a whole, including a widespread geographical distribution, a variety of practice sizes, and predictable distribution of procedures by surgical location. Numbers derived from the survey, such as IOL market share, are comparable to those derived by third party sources.

Questions included in the survey were developed by Market Scope and companies that sponsor the survey.

