

T H E  
AESTHETIC GUIDE

The Face-Lift Revolution page 3

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September/October 2018  
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1. Survey conducted online by The Harris Poll on behalf of Suneva Medical and Vance & Associates within the United States between February 26 and March 14, 2018 among 503 U.S. adults.

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# Physicians Achieve Surgical-Like Results with Minimally Invasive Techniques

By Jeffrey Frentzen, Executive Editor

In performing minimally invasive facial rejuvenation, the tools of the trade are numerous: dermal fillers, neurotoxins, collagen stimulating lifting threads; platelet-rich plasma (PRP) delivered transdermally via needle, microneedle or cannula; fat transfer and more. Simply stated, one does not need surgery or energy-based devices to achieve the best facial rejuvenation treatment outcomes.

Non-surgical face-lifts, pan-facial rejuvenation and other modern aesthetic techniques are being employed routinely around the world, and are often referred to collectively as the “liquid face-lift.” This is a euphemism for rejuvenating and volumizing the face utilizing fillers, neurotoxins and / or fat. While surgical face-lifts can involve serious downtime and complications, minimally invasive approaches often yield immediate and even long-term results with fewer complications and virtually no patient downtime.

“Although plenty of practitioners work on facial skin with energy-based devices, we’re almost at the point in the industry where we can keep up with aging and even reverse aging using just non- or minimally invasive modalities,” expressed Steven F. Weiner, M.D., a facial plastic surgeon in Santa Rosa Beach, Fla. “I have patients that have been with my practice for 10 to 14 years that look younger now than they did when they first started; even better. If people maintain a treatment regimen and apply great skincare, they can keep up with the aging process pretty well.”

According to William Philip Werschler, M.D., F.A.A.D., F.A.A.C.S., a dermatologist and clinical researcher in Spokane, Wash., “From a non-surgical perspective, we break it down into putting something on top of the skin or under the skin, with consideration on whether we apply energy or material. The core of minimally invasive rejuvenation is going to be the use of neurotoxins and dermal fillers, predominantly.”

In terms of the latest clinical approaches, the state-of-the-art in minimally invasive facial rejuvenation is combination therapies, expressed Vic A. Narurkar, M.D., F.A.A.D., a San Francisco, Calif.-based dermatologist and dermatologic surgeon, and past president of the *American Society of Cosmetic Dermatology and Aesthetic Surgery*.

“It’s not any single treatment that will achieve optimal results. There are so many advances in skincare and less invasive drug-delivery, such as needle-less methods of delivering active agents. We are in a non-invasive renaissance in aesthetics, in which we are globally



**Steven F. Weiner, M.D.**  
Facial Plastic Surgeon  
Santa Rosa Beach, FL



**William Philip Werschler, M.D.,  
F.A.A.D., F.A.A.C.S.**  
Dermatologist  
Clinical Research  
Spokane, WA



**Vic A. Narurkar, M.D., F.A.A.D.**  
Dermatologist and  
Dermatologic Surgeon  
San Francisco, CA



**Antonella Quaranta, M.D., P.C.**  
Aesthetic Surgeon  
Florence, Italy



**Peter J. Damico, M.D.**  
Aesthetic Specialist  
Fort Worth, TX



**Alexander Rivkin, M.D.**  
Cosmetic Surgeon  
Los Angeles, CA

“Although plenty of practitioners work on facial skin with energy-based devices, we’re almost at the point in the industry where we can keep up with aging and even reverse aging using just non- or minimally invasive modalities.”



# AESTHETIC GUIDE

September/October 2018 • Volume 21 • Number 5



## Features

- 42** Energy-Based Face-Lifting
- 56** Practice Management Insights
- 66** ASPS & ASDS Highlights
- 78** TAA 2018 Program
- 88** IMCAS 2019 Preview
- 90** TAG! You're It! Aesthetic Awards Winners



## Comparison Charts

- 111** Dermal Fillers
- 112** Emerging Technologies
- 114** Body Shaping Technologies
- 115** Physician-Dispensed Topicals
- 116** Skin Rejuvenation
- 119** Acne Tx Devices
- 120** Vascular Technologies
- 122** Fractional Technologies
- 124** Hair Removal



**TAA 2018 Preview 78**



**TAG! You're IT! 2018 Awards 90**

## Directory

- 106** Aesthetic Company Directory



## Advertiser Index

AAFPRS	62
Aclaris Therapeutics	15-16
Advalight	41
Advice Media	63
Aerolase	45
The Aesthetic Academy	82
The Aesthetic Channel	32
The Aesthetic Show 2019	54
Aesthetics Biomedical	26-27
Alastin	55
Alma Lasers	38-39
Bellus Medical	69
Canfield Scientific	57
Certified Aesthetic Consultant	64-65
Collagen P.I.N.	71
Crystal Clear Digital Marketing	59
Cutera	21
DefenAge	31
Endo Pharmaceuticals	113
Envy	83
Epionce	75
FotoFinder	61
Fotona	132
Hironic	13
InMode	53
IMCAS	17
Lasering USA	84-85
Lumenis	131
Mattioli Engineering	29, 109
Millennium Medical Technologies	37
Oxygenetix Institute	93
Quanta System	25
Rejuvn8	11
Rohrer Aesthetics	49
Suneva	2
Solta, a division of Bausch Health Companies	33, 51
Syneron Candela	76-77
Thermi, an Almirall Company	47
Vevazz	89
Zimmer MedizinSystems	73

### Insert:

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## CONTENT

### FOUNDING EDITOR

Michael Moretti

### CONTENT CHANNEL DIRECTOR

Heather Onorati | heather.onorati@ubm.com | 440.826.2868

### EXECUTIVE EDITOR

Jeffrey Frentzen

### SENIOR EDITOR

Erin Velardo | erin.velardo@ubm.com | 949.830.5409

### CONTRIBUTING EDITORS

Lisette Hilton

John Jesitus

Kevin A. Wilson

### SENIOR EDITOR, INTERNATIONAL

William T. Kelley

### SENIOR GRAPHIC DESIGNER

Guy Nelson

## SALES & MARKETING

### GROUP PUBLISHER, EYE AND SKINCARE

Leo Avila

### PUBLISHER

Amy Ammon | amy.ammon@ubm.com | 845.521.6950

### NATIONAL SALES MANAGER

Don Berman | don.berman@ubm.com | 917.284.3140

### NATIONAL ACCOUNT MANAGER

Alexis O'Connor | alexis.oconnor@ubm.com | 732.346.3004

### SENIOR ACCOUNT EXECUTIVE

Leah Morvant | TAGSales.UBM@gmail.com | 949.830.5409

### PERMISSIONS

Jillyn Frommer | jillyn.frommer@ubm.com | 732.346.3007

### REPRINTS

bkolb@wrightsmedia.com | 877.652.5295 ext. 121, Outside US, 281.419.5725, ext. 121

### SUBSCRIPTION INQUIRIES/CHANGES OF ADDRESS

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## UBM LIFE SCIENCES

### EXECUTIVE VICE PRESIDENT, SENIOR MANAGING DIRECTOR

Thomas W. Ehardt

### EXECUTIVE VICE PRESIDENT, MANAGING DIRECTOR

Georgiann DeCenzo

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rejuvenating multiple anatomic areas from both the inside and outside of the body,” he stated.

As such, treatment approaches have shifted away from cosmetic surgery, noted Antonella Quaranta, M.D., P.C., an aesthetic surgeon in Florence, Italy. “We want to achieve a higher level in aesthetic medicine, which includes procedures that provide appreciable and lasting results without the use of a scalpel, in a quick, effective manner without downtime,” she said.

The patient population for non-surgical facial rejuvenation has grown, as well, noted Dr. Narurkar. “While older people can certainly benefit from minimally invasive skin rejuvenation, Millennials have really embraced these approaches,” he said.

“Many are just not quite ready for surgery, and if they start earlier in life then we potentially prevent the need for more aggressive procedures later,” he continued. “I’ve been following these patients and we have been able to maintain their youthful looks without having to undergo surgery.”

The number and quality of injectable products has also improved, noted Dr. Quaranta. “In the beginning, I used collagen and had to subject my patients to allergy tests. Then hyaluronic acid (HA) came along, but in formulations that were, I dare say, too broad and not specific enough. Today, we have products that are more refined and resilient, with low BDDE. These provide natural, long-lasting results,” she said.

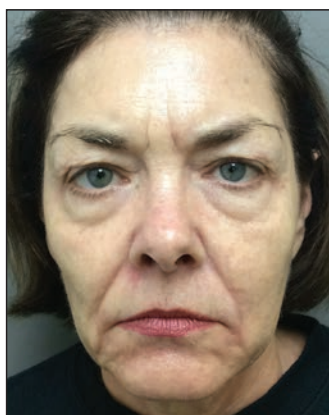
As Peter J. Damico, M.D., an aesthetic specialist in Fort Worth, Texas pointed out, the type and quality of injection tools are very important, as well. “I use a microcannula whenever I can, but

sometimes I achieve a better result using a needle,” he expressed.

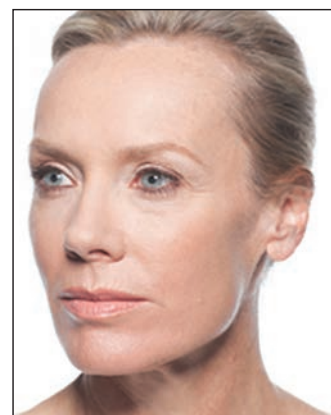
“The microcannula is much safer and not as traumatic, with less bruising and swelling,” he elaborated. “I don’t inject into people’s temples with needles anymore. I will use a microcannula on the lateral cheeks to obtain a good result, but in other areas like the anterior cheek there are times when you have to use a needle.”

Beyond fillers and neurotoxins lie new clinical methods that involve platelet-rich plasma (PRP) treatments, as well as the use of lifting threads, collagen stimulators, stem cell / fat grafting procedures and Micro Botox.

First popularized in the 1990s, thread-based lifting procedures have recently made a comeback. With this treatment, absorbable sutures derived from biodegradable polymers help lift and re-contour



Before and after a combination treatment regimen of Botox injections to the forehead, glabella, crow’s feet and mentalis; Voluma XC to the cheeks; Radiesse to the chin and bilateral prejowl sulci; and Juvederm  
Photos courtesy of Peter J. Damico, M.D.



Before and after a combination treatment regimen of Botox injections to the upper face, Voluma injections to the mid-face and Juvederm applied to the lower face  
Photos courtesy of Vic Narurkar, M.D.



Before and after a combination treatment regimen of Botox injections to the forehead, glabella, crow's feet and platysmal bands; Voluma SC in the cheeks and under the eyes; Belotero Balance and Kybella  
Photos courtesy of Peter J. Damico, M.D.

the lower and mid-face. The procedure fell out of favor around 2000, but in 2015 the FDA approved a new variation called the thread lift that takes less time and is less invasive than earlier versions.

Two approved products have emerged, one featuring PDO (Polydioxonone) threads and the other utilizing suspension threads with absorbable, dissolving suture material. These require minimally invasive applications to lift and tighten sagging skin tissues by inducing collagen production.

"I would actually venture to say that most practitioners put threads in and then flood the area with dermal fillers," said Dr. Werschler. "I use a lot of Sculptra, and sometimes use Bellafill or the occasional HA. So, you not only get the lifting via suspension of the skin, but you also volumize."

"Aging is a loss of volume and lift. With fillers you really only address volume," he pointed out. "For the most part, with sutures, face-lifts, or even with

energy-based devices, all you're doing is addressing gravity, none of which are really addressing volume. With PDO threads, for instance, there's not as much lifting as there is the fact that the threads dissolve and encourage the growth of collagen so you get volume."

Threads do have their issues, added Dr. Werschler. "They can break. Occasionally, the little cones can extrude or they make hard little bumps. People will play with them like they would play with a zit," he noted. "Anytime you have a suture, even with really good technique and surgery, you can have extrusion of the ends of the suture. It just happens. Even though you do a good job placing them, it doesn't mean they will stay the same forever."

Another recently reintroduced technique, Micro Botox (also known as meso or intradermal Botox) has been in the marketplace for years, but has seen a recent surge in popularity. Physicians mix a diluted solution of Botox with hydrating substances and deliver small doses of this compound formula into the dermis of the

face and neck. It is used mainly to treat fine lines and wrinkles.

"I've been using Micro Botox and Micro Dysport for around five years," said Dr. Weiner. "It improves skin pores and texture, but the home run is with acne. Some have reported that Micro Botox also helps treat rosacea."

Like Micro Botox, PRP has been around for years but has recently grown in popularity for a variety of indications, including facial rejuvenation. "PRP use is still in its infancy," stated Dr. Weiner. "It is often hyped on the Internet as a miracle cure. However, the scientific value of PRP is based in the improvement in hair growth. I think that it also improves scarred or lasered skin. In normal skin that is not injured or aged, I haven't seen solid scientific evidence that there are any benefits."

Despite a lack of solid clinical studies surrounding PRP use, though, practitioners are including it and other regenerative medicine-type approaches in their liquid face-lifts, including fat transfer and stem cell-based therapies.

"Autologous fat grafts and bio-fillers are becoming more popular and even ideal for facial rejuvenation," stated Dr. Quaranta. "For instance, take an autologous fat graft combined with a cross-linked HA-based formulation and you can get a product with regenerative qualities. Fat transfer alone can be used to redefine contours, eliminate shadows, increase volume, improve texture, soften folds, decrease wrinkles and achieve an overall rejuvenated appearance."

Mixing fat grafting procedures with other modalities, such as dermal filler and/or neurotoxin treatments, is becoming





a popular combination therapy for both filling and tissue regeneration.

For instance, Rejuvn8 (Liverpool, N.Y.) offers the Rejuvn8 LipoFilling Kit, in which autologous fat grafts containing macro, micro and nano fats are combined with a proprietary HA-based formulation that helps redefine contours, reduce shadows, volumize, improve texture, folds and wrinkles for an overall enhanced appearance. The procedure is best combined with both mono and bi-directional PDO threads.

The Rejuvn8 kit includes autoclavable cannulas and steel connectors that allow these procedures to be performed in a clinic setting. This simple, safe treatment gives natural looking results that improve with time and can last up to 12 months. In part, products like Rejuvn8 employ regenerative medicine-style means that hint at the next frontier in aesthetics.

Despite the promise of new techniques, most aesthetic practitioners stick with their tried and true products and methods, while always applying best modern practices. “Back in the day, we saw a fine line or a hollow space and filled it,” stated Dr. Damico. “Today, you can achieve strategic placement of fillers and that makes a big difference. It often allows you to use a lot less product, which is good for patients.”

Adding volume is often central to rejuvenation treatments and involves the full artistry of the physician, noted Alexander Rivkin, M.D., a cosmetic surgeon in Los Angeles, Calif. “When we replace the volume in the mid-face, what we are doing more than anything else is reframing the eyes in a way that the observer expects to see a youthful face. The focus of the face



Before and after dermal filler injections to the jawline, jowls, nasolabial folds, marionette folds and cheeks  
Photos courtesy of Alexander Rivkin, M.D.

comes up to the eyes and so the person looks younger. Otherwise, the focus shifts down to the lower third of the face, and the person looks older.”

Lifting the face is to a small degree a physical lifting of the skin, Dr. Rivkin added. “This is because we’re expanding the mid-face. However, I think that is just a minor effect, while the major effect of the lifting is that your perception of the face changes when you bring up the focal point of the face to the eyes.”

In continuing to focus on reframing the face, the treatment of sagging jowls can be problematic, Dr. Rivkin added. “Injectors should avoid placing too much filler into the zygomatic arch and the malar area.

“If someone comes to you with jowls and you decide that the solution is to fill out that mid-face as much as possible and make those cheekbones as big as possible, the result of that is going to be a person with jowls that now look alien. At first, they just looked old but now they look weird and old,” he explained.

Moving further down the face, one of the most challenging areas to treat is the jawline, expressed Dr. Weiner.

“You always have to take the jawline in conjunction with the chin and enhance them simultaneously,” he said. “In those cases, you’re placing the filler at the level of the jaw, making it a little broader and more distinct. If the patient has a lot of fatty tissue there then you have to dissolve that fat somehow.”

Starting in their 30s, people lose some of the height and angle of the jaw, Dr. Weiner indicated.

“When you improve the jawline and the chin area, you’re lifting skin that originally was in the face, chin area and jawline that is now in the neck. You bring it back to where it should have been, and you improve the appearance of the upper neck significantly in the submental area,” he said.

Next to the jawline, the submental area has routinely posed challenges for physicians, too. “A combination

treatment often works best here,” noted Dr. Narurkar.

“We can treat unwanted fat and the double chin with deoxycholic acid or cryolipolysis. Using the latter, we will often debulk with CoolSculpting, use Kybella to contour and then apply Botox to the platysmal bands,” he expounded. “If there is any skin laxity, then you would address that with an RF-based skin tightening device. This is a staged approach with far less risk to the patient because none of the treatments are invasive. It doesn’t mean that surgical options go away. It just means that today we have alternatives.”

The further down one goes on the face, the more complex it becomes, agreed Dr. Damico. “A lot of the neck work starts on the face. You fill the chin if the chin has shrunk back, as that is the cause of laxity in their jawline and their mandible angle.

You have to rebuild some of the structures that have allowed the neck to sag.

“You can address the platysmal bands with Botox in necklace lines, and Nefertiti lifts, which is an alternative approach that addresses neck and jawline concerns via a series of Botox injections,” Dr. Damico added.

For all physician-injectors, incorporating such artistry into these and other advanced methods requires intensive hands-on training and education. The *American Academy of Facial Esthetics* (AAFE), the *American Association of Aesthetic Medicine and Surgery* (AAAMS), The Aesthetic Show and The Aesthetic Academy are among top organizations that provide injectors with expert instruction in patient safety and the latest advancements.

While current advances are impressive, taking a look at the future of minimally

invasive facial rejuvenation techniques, radical new approaches will likely combine traditional methods, such as fillers and toxins, with regenerative medicine. “We are just starting to unfold the potential of our own body tissues and blood, such as stem cells, within rejuvenation therapies,” said Dr. Narurkar.

Longer lasting products and a next generation of clinical techniques are also in order, noted Dr. Werschler. “The industry has been sort of slow to go after longer lasting products because of the business model, which will show diminishing return on investment when, for example, patients that overcome a skin condition using a particular product don’t need to buy it again after a while.”

In addition, future fillers will sit just below the skin’s surface, controlled via external light or energy. “For instance, you could place a filler and then outwardly manipulate the results,” Dr. Werschler highlighted. “Say I put some filler in your cheeks and you like it, but you want a little bit more. I would then put you under a light or energy source that affects the filler, such as expanding it or locking in a long-lasting result.”

In time, facial aesthetics will merge closer to beauty and health on a larger global scale. “We are still figuring out the compartmentalization of the face and how to improve the look and feel,” said Dr. Rivkin.

“We’re still riding the wave and it hasn’t crested yet. It has been an amazing transformation of the field. We went from nothing to an embarrassment of riches even now, and we’re nowhere near capacity or done. An entire field and specialty has been created over a short 15 years.” ■



Before and after Dr. Weiner's signature reJAWvenation procedure, which consisted of a series of Restylane Lyft injections to add volume to the posterior aspect of the jaw, where bone was resorbed, as well as in the prejowl sulcus

Photos courtesy of Steven F. Weiner, M.D.



Before and after treatment with 1 cc of Restylane Lyft in the chin to anteriorly advance the E-plane and 0.35 cc of Refyne in the upper lip to project the upper lip to its correct anatomical position

Photos courtesy of Steven F. Weiner, M.D.



## COSMETIC SURGERY



**Angelo Cuzalina, M.D., D.D.S.**  
Past President  
American Academy of Cosmetic Surgery, 2011  
American Board of Cosmetic Surgery, 2013  
Tulsa, OK, USA



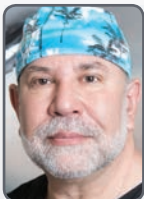
**Joseph Niamtu, III, D.M.D.**  
Cosmetic Facial Surgeon  
Richmond, VA, USA



**Anil Rajani, M.D.**  
Board Certified Physician and Surgeon  
CEO  
Rajani MD  
Hood River, OR, USA



**Alexander Z. Rivkin, M.D.**  
Facial Cosmetic Surgeon  
Founder  
Westside Aesthetics  
Los Angeles, CA, USA



**Edward M. Zimmerman, M.D.**  
Medical Director  
Las Vegas Laser & Lipo  
Las Vegas, NV, USA

## DERMATOLOGY



**Tina Alster, M.D.**  
Director  
Washington Institute of Dermatologic Laser Surgery  
Clinical Professor of Dermatology  
Georgetown University  
Washington, DC, USA



**Eliot Battle, M.D.**  
Dermatologist  
CEO and Co-Founder  
Cultura Dermatology & Laser Center  
Washington, DC, USA



**Suneel Chilukuri, M.D., F.A.A.D., F.A.C.M.S.**  
Dermatologic and Cosmetic Surgeon  
Director of Cosmetic Surgery  
Refresh Dermatology  
Houston, TX, USA



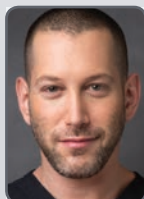
**Joel L. Cohen, M.D., F.A.A.D., F.A.C.M.S.**  
Director: AboutSkin Dermatology and DermSurgery  
Medical Director: AboutSkin Research  
Associate Clinical Professor of Dermatology  
University of Colorado  
Assistant Clinical Professor of Dermatology  
University of California, Irvine  
Greenwood Village and Lone Tree, CO, USA



**Doris Day, M.D., F.A.A.D., M.A.**  
Board Certified Dermatologist  
Director  
Day Dermatology and Aesthetics  
Clinical Associate Professor of Dermatology  
NYU Langone Medical Center  
New York, NY, USA



**Koenraad De Boule, M.D.**  
Director  
Aalst Dermatology Group  
Aalst, Belgium



**Jason Emer, M.D., F.A.A.D.**  
Board Certified Dermatologist  
Beverly Hills, CA, USA



**Sabrina Fabi, M.D.**  
Goldman Butterwick Fitzpatrick Groff & Fabi, Cosmetic Laser Dermatology  
Volunteer Assistant Clinical Professor  
University of San Diego  
San Diego, CA, USA



**Klaus Fritz, M.D.**  
Director  
Dermatology and Laser Centers  
Associate Professor  
President, German Academy of Dermatology  
Past President, European Society of Laser Dermatology  
Landau, Germany



**Dore J. Gilbert, M.D.**  
Medical Director  
Newport Dermatology and Laser Associates  
Associate Professor of Dermatology  
University of California, Irvine  
Newport Beach, CA, USA



**Michael H. Gold, M.D.**  
Gold Skin Care Ctr.  
Tennessee Clinical Research Ctr.  
Clinical Assistant Professor  
Vanderbilt University School of Medicine  
Nashville, TN, USA



**David J. Goldberg, M.D.**  
Clinical Professor of Dermatology  
Mount Sinai School of Medicine  
New York, NY, USA



**Ka-lam Hau, M.B.Ch.B., M.R.C.P., F.H.K.A.M., F.H.K.C.P., D.C.H.**  
Dermatology Specialist  
Hong Kong SAR, China



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Clinical Assistant Professor  
Department of Dermatology  
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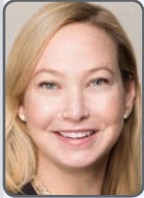
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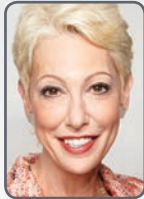
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Clinical Professor  
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University Medical School  
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Medical University  
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Scarless Nose Institute of Beverly Hills  
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Associate Professor and Chief of Dermatology  
Davao Medical School Foundation  
Consultant in Dermatology and Dersurgery  
Davao Doctors Hospital  
Davao City, Philippines



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Dermatology Surgery Clinic  
Munich, Germany



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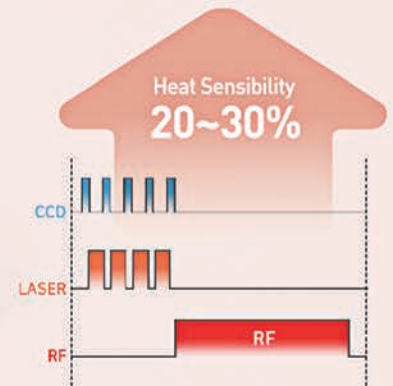
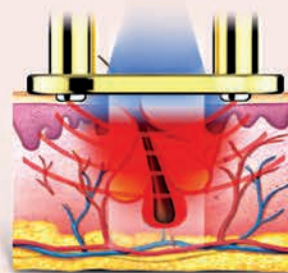
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## INDICATIONS AND USAGE

ESKATA™ (hydrogen peroxide) topical solution, 40% (w/w) is indicated for the treatment of seborrheic keratoses that are raised.

## IMPORTANT SAFETY INFORMATION WARNINGS AND PRECAUTIONS

Do not apply ESKATA to the eyes or mucous membranes. Avoid treating seborrheic keratoses within the orbital rim. Direct contact with the eye can cause corneal injury (erosion, ulceration, perforation, and scarring), chemical conjunctivitis, eyelid edema, severe eye pain or permanent eye injury, including blindness. If accidental exposure occurs, flush with water for 15 to 30 minutes, initiate monitoring and further evaluation as appropriate.

Skin reactions occurred in the treatment area after application of ESKATA. Severe local skin reactions included erosion, ulceration, vesiculation and scarring. Do not retreat until the skin has recovered from any reaction caused by the previous treatment.

## MOST COMMON ADVERSE REACTIONS

The most common adverse reactions include erythema (99%), stinging (97%), edema (91%), scaling (90%), crusting (81%), and pruritus (58%).

## CONTRAINDICATIONS

None.

## DOSAGE AND ADMINISTRATION

ESKATA is to be administered by a healthcare provider. For topical use only. Not for oral, ophthalmic, or intravaginal use. Not for open or infected seborrheic keratoses.

*Please see Brief Summary of full Prescribing Information on the following page.*

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**ESKATA™**  
(hydrogen peroxide) topical solution, 40% (w/w)

**BRIEF SUMMARY OF PRESCRIBING INFORMATION**

**INDICATION AND USAGE**

ESKATA is indicated for the treatment of seborrheic keratoses that are raised.

**DOSAGE AND ADMINISTRATION**

**Important Administration Information**

ESKATA is to be administered by a healthcare provider.

For topical use only. Not for oral, ophthalmic, or intravaginal use.

Do not apply ESKATA topical solution to open or infected seborrheic keratoses.

During a single in-office treatment session, apply ESKATA to seborrheic keratoses 4 times, approximately 1 minute apart. After one use, discard the unit dose applicator.

If the treated lesions have not completely cleared approximately 3 weeks after treatment, another treatment may be administered following the same procedure.

**DOSAGE FORMS AND STRENGTHS**

ESKATA topical solution is a clear, colorless solution containing 40% (w/w) hydrogen peroxide.

**CONTRAINDICATIONS**

None.

**WARNINGS AND PRECAUTIONS**

**Eye Disorders**

Do not apply to the eyes or mucous membranes. Avoid treating seborrheic keratoses within the orbital rim. Direct contact with the eye can cause corneal injury (erosion, ulceration, perforation, and scarring), chemical conjunctivitis, eyelid edema, severe eye pain, or permanent eye injury, including blindness.

If accidental exposure occurs, flush with water for 15 to 30 minutes and initiate monitoring, and further evaluation as appropriate.

**Local Skin Reactions**

Skin reactions occurred in the treatment area after application of ESKATA. Severe local skin reactions included erosion, ulceration, vesiculation and scarring. Do not initiate a second treatment course with ESKATA until the skin has recovered from any reaction caused by the previous treatment.

**ADVERSE REACTIONS**

**Clinical Trials Experience** Because clinical trials are conducted under widely varying conditions, adverse reaction rates observed in the clinical trials of a drug cannot be directly compared to rates in the clinical trials of another drug and may not reflect the rates observed in practice.

The data described below reflect exposure to ESKATA or vehicle in a total of 937 subjects with seborrheic keratoses that are raised. Overall, 42% of the subjects were male and 58% were female. Ninety-eight (98) percent of the subjects were Caucasian and the mean age was 68.7 years.

At each visit, local skin reactions were graded for severity to determine the maximum severity after treatment. Table 1 presents the percentage of subjects with the local adverse reactions by the most severe grade reported during the course of the trials.

**Table 1. Percentage of Subjects with Local Skin Reactions by Severity**

	ESKATA N=467				Vehicle N=470			
	Mild	Moderate	Severe	Total	Mild	Moderate	Severe	Total
Erythema	13	67	19	99	29	5	<1	34
Stinging	34	49	15	97	9	1	<1	10
Edema	28	48	15	91	6	1	0	6
Scaling	49	36	5	90	28	5	1	33
Crusting	34	38	8	81	13	5	1	19
Pruritus	34	18	5	58	7	1	<1	8
Hyperpigmentation	32	7	<1	39	1	<1	0	1
Vesicles	21	3	1	24	<1	0	0	<1

**Table 1. Percentage of Subjects with Local Skin Reactions by Severity (Cont'd)**

	ESKATA N=467				Vehicle N=470			
	Mild	Moderate	Severe	Total	Mild	Moderate	Severe	Total
Hypopigmentation	16	3	<1	19	1	<1	0	1
Erosion	12	2	1	15	<1	0	0	1
Ulceration	6	2	<1	9	1	1	0	2
Atrophy	4	0	0	4	0	0	0	0
Scarring	3	<1	<1	3	0	0	0	0

Common local skin reactions observed 10 minutes after treatment include: erythema (98%), stinging (93%), edema (85%), pruritus (32%), and vesiculation (18%).

Common local skin reactions observed 1 week after treatment are scaling (72%), erythema (66%), crusting (67%), pruritus (18%), erosion (9%), and ulceration (4%).

Common local skin reactions observed 15 weeks after the initial treatment are erythema (21%), hyperpigmentation (18%), scaling (16%), crusting (12%), and hypopigmentation (7%).

Less common adverse reactions occurring in ≥0.5% of subjects treated with ESKATA include eyelid edema (0.6%) and herpes zoster (0.6%).

**USE IN SPECIFIC POPULATIONS**

**Pregnancy Risk Summary** Hydrogen peroxide is not absorbed systemically following topical administration, and maternal use is not expected to result in fetal exposure to the drug.

**Lactation Risk Summary** Hydrogen peroxide is not absorbed systemically by the mother following topical administration, and breastfeeding is not expected to result in exposure of the child to hydrogen peroxide.

**Pediatric Use** Seborrheic keratosis is not seen in the pediatric population.

**Geriatric Use** Of the 841 subjects treated with ESKATA in the clinical trials, 70% were 65 years of age and older and 26% were 75 years of age and older. No overall differences in safety or effectiveness were observed between these subjects and younger subjects.

**OVERDOSE**

Topical overdosing of ESKATA could result in an increased incidence and severity of local skin reactions.

**NONCLINICAL TOXICOLOGY**

**Carcinogenesis, Mutagenesis, Impairment of Fertility**

Long-term animal studies have not been performed to evaluate the carcinogenic potential of ESKATA or hydrogen peroxide.

Hydrogen peroxide has been found to exhibit positive results in in vitro tests for genotoxicity, but has not exhibited positive results in in vivo tests for genotoxicity, presumably due to the rapid metabolism of hydrogen peroxide.

The effects of hydrogen peroxide on fertility have not been evaluated. Hydrogen peroxide has been associated with effects on sperm function and elevated testicular hydrogen peroxide concentration has been implicated in male infertility, although in vivo, no effect of hydrogen peroxide on sperm function has been demonstrated.

**PATIENT COUNSELING INFORMATION**

Advise the patient to read the FDA-approved patient labeling (Patient Information).

**Ophthalmic Adverse Reactions**

Inform patients that severe eye injury can occur with ESKATA application. Advise patients to inform the healthcare provider immediately if ESKATA runs into eyes, mouth, or nose during administration.

**Local Skin Reactions**

Inform patients that treatment with ESKATA may lead to local skin reactions.

**Rx only** This Brief Summary is based on ESKATA Prescribing Information, issued December 2017.

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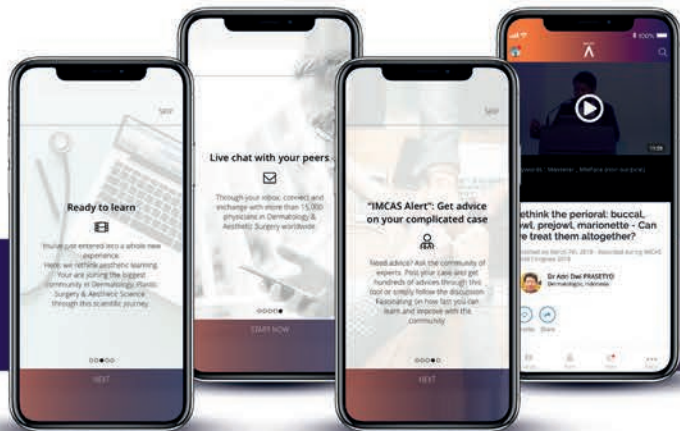
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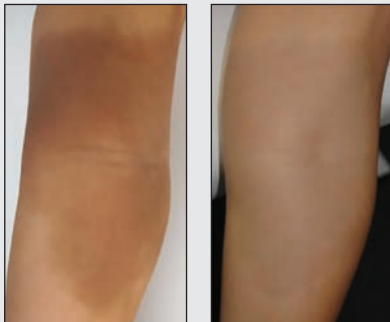


# PICOCARE Offers Versatile and Effective Treatment of all Skin Types

By Adrian Lim, M.B.B.S., F.A.C.P., F.A.C.D.

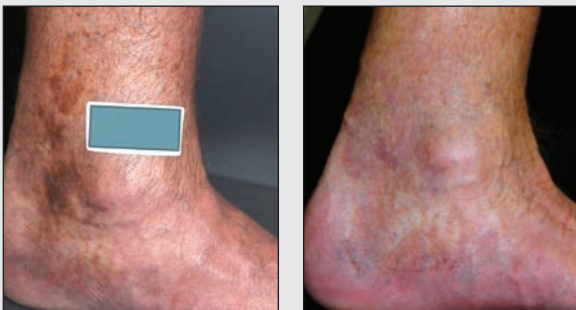
Picosecond lasers are not only effective for pigmentation and tattoos, but also for scars and skin rejuvenation, creating innovative trends in dermatology. And while there are a number of picosecond lasers available, I have chosen PICOCARE from Wontech (Daejeon, Korea) because of its superior engineering and clinical performance. Its 450 ps pulse duration and 1.33 GW peak power provide excellent performance and great results. In my experience with PICOCARE, I have found that it is very versatile, effectively treats a variety of skin lesions and is safe even for darker skin types.

**Figure 1**



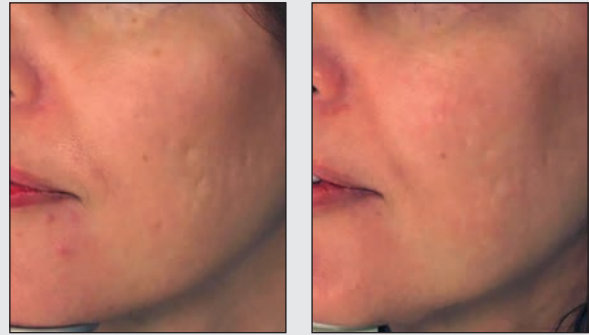
Iron infusion staining (Fitzpatrick Skin Type III) before and two months after two sessions of PICOCARE treatment with 1064 nm  
Photos courtesy of Adrian Lim, M.B.B.S., F.A.C.P., F.A.C.D.

**Figure 2**



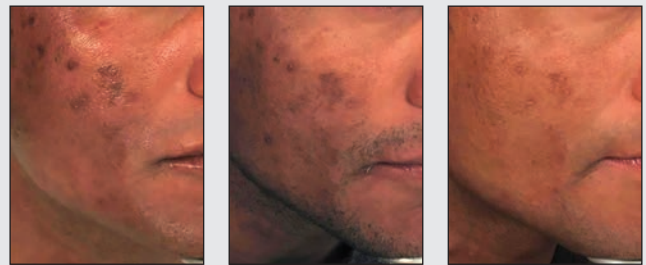
Hemosiderin staining (Fitzpatrick Skin Type IV) before and six weeks after three sessions of PICOCARE treatment with 1064 nm  
Photos courtesy of Adrian Lim, M.B.B.S., F.A.C.P., F.A.C.D.

**Figure 3**



Acne scar (Fitzpatrick Skin Type III) before and six weeks after one session of acne scar repair treatment with PICOCARE's 1064 nm Zoom and HEXA MLA handpieces  
Photos courtesy of Adrian Lim, M.B.B.S., F.A.C.P., F.A.C.D.

**Figure 4**



Acne scar / post-inflammatory hyperpigmentation (Fitzpatrick Skin Type V) before, six weeks after one session and six weeks after second session of scar repair treatment with PICOCARE's 1064 nm HEXA MLA handpiece  
Photos courtesy of Adrian Lim, M.B.B.S., F.A.C.P., F.A.C.D.

Compared to nanosecond lasers (one billionth of a second), picosecond lasers (one trillionth of a second) offer greater photoacoustic effect versus photothermal effect and, consequently, are associated with fast, efficacious and safe treatments. The picosecond pulse duration can shatter endogenous and exogenous macro-pigment particles into much finer micro-pigment particles, allowing more efficient macrophage clearance. It also produces less procedural discomfort and adverse effects such as vesiculation, purpura and post-inflammatory hypopigmentation.

PICOCARE's dual wavelength (532 nm and 1064 nm) targets epidermal pigmented lesions (e.g. solar lentigines, freckles/ephelides), epidermal pigmented birthmarks (CALM), dermal pigmented birthmarks (e.g. nevus of Ota, Hori's nevus, epidermal nevus), and exogenous pigment (e.g. tattoo, iron-infusion staining). See Figures 1 and 2.

With a novel fractional handpiece, the ultra-short pulses and high-intensity energy generate laser-induced optical breakdown (LIOB). LIOB produces multiple plasma-induced micro-vacuoles within the skin layer (epidermis and/or dermis) without damaging the stratum corneum and dermo-epidermal junctions, resulting in fast and effective tissue repair and remodeling. PICOCARE's HEXA Micro Lens Array (MLA) handpiece has various spot sizes from 3 – 10 mm, allowing physicians to perform more delicate treatments; 3 – 4 mm for acne scar treatment; and 8 – 10 mm for skin rejuvenation (improvements

of enlarged pores, fine lines, wrinkles and uneven skin texture). See Figures 3 and 4.

After only one to three sessions, HEXA MLA rejuvenation is especially effective for enlarged pores, fine lines, wrinkles and uneven skin texture, as well as pigmentation. Since PICO CARE offers minimal procedural discomfort and downtime, with visible results, this treatment is popular among patients with busy lives who desire improved skin quality. See Figures 5 and 6.

PICO CARE is a valuable laser in my practice because it can effectively treat a range of skin conditions, and it is suitable for all skin types. My patients and I have been extremely satisfied with the great results achieved in the treatment of pigmentation, scars and skin rejuvenation. In addition, PICO CARE has recently been advocated for new indications, such as nail fungus and benign melanochia, further extending its versatility.

**“PICO CARE is a valuable laser in my practice because it can effectively treat a range of skin conditions, and it is suitable for all skin types. My patients and I have been extremely satisfied with the great results achieved.”**

**Figure 5**



Pigmentation and pores (Fitzpatrick Skin Type III) before and two months after three sessions of PICO CARE rejuvenation treatment via a combination of 532 nm and 1064 nm Zoom and HEXA MLA handpieces

Photos courtesy of Adrian Lim, M.B.B.S., F.A.C.P., F.A.C.D.

**Figure 6**



Photodamage / melasma (Fitzpatrick Skin Type IV) before and four weeks after one session of PICO CARE rejuvenation treatment via a combination of 532 nm and 1064 nm Zoom and HEXA MLA handpieces

Photos courtesy of Adrian Lim, M.B.B.S., F.A.C.P., F.A.C.D.



**Adrian Lim, M.B.B.S., F.A.C.P., F.A.C.D.**

Dr. Lim is one of Australia's leading dermatological experts. He is a visiting dermatologist in the department of dermatology at the Royal North Shore Hospital, St. Leonards (Sydney, New South Wales, Australia) and the founder of uRepublic Cosmetic Dermatology and Veins in Sydney.

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# truSculpt iD Creates Customized Treatments

By John Jesitus, Contributing Editor

With hands-on and hands-free applicators, truSculpt iD from Cutera (Brisbane, Calif.) provides individually tailored, 15-minute treatments for fat pockets located virtually anywhere on the body. This radiofrequency (RF)-based body contouring device has earned an FDA clearance for lipolysis.

Previous “hands-free” lipolysis technologies have relied on either a vacuum or belt to be safe and effective, which, in turn, has limited the size and shape of patients who can be treated.

“With truSculpt iD we can place multiple electrodes and treat multiple body areas such as the abdomen and flanks in a single 15-minute session,” said Amy Taub, M.D., a dermatologist in Chicago, Ill.

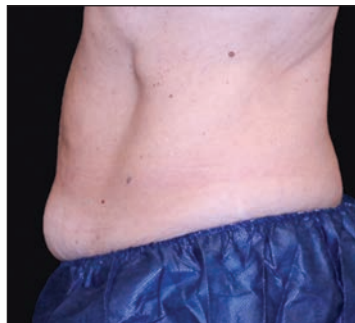
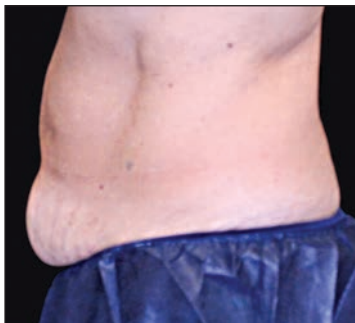
The device’s electrodes adhere to a proprietary film that anchors the applicator and homogenizes energy delivery. “This allows us to use any orientation we like, anywhere on the body, simultaneously,” Dr. Taub expressed.



Amy Taub, M.D.  
Dermatologist  
Chicago, IL

A transparent silicone wrap adds a secondary securing of the electrodes while limiting heat diffusion in the fat layer. “This is not only easy to use, but allows us to raise the temperature of the fat to higher levels while keeping the skin at a lower temperature, which improves patient comfort,” she explained.

Setup only takes a few minutes and truSculpt iD requires no post-treatment massage. “As far as operator time in the room, we can complete these treatments in 20 minutes,” Dr. Taub shared. “This is three-and-a-half to five times faster



Before and 12 weeks after one truSculpt iD treatment  
Photos courtesy of Amy Taub, M.D.

than cryolipolysis, for equally sized areas,” she added.

“Results have been consistent. Our studies have shown an average of 24% reduction in fat thickness after a single session at 12 weeks,” Dr. Taub reported. Just like truSculpt 3D, this device shapes the body, reducing bulges without the risk of creating irregular contours, she elaborated.

Since truSculpt iD uses heat to induce adipocyte apoptosis (“slow” lipolysis), there is the additional benefit of improvement in skin quality. “What we have seen is the skin seems to be smoother, tighter and rejuvenated, which is an additional effect our patients appreciate,” Dr. Taub noted.

To treat highly contoured areas that are too small for hands-free treatment, the device offers both the 16 cm<sup>2</sup> (stationary) and 40 cm<sup>2</sup> truSculpt 3D (mobile) hands-on applicators. This variety creates a robust workstation without compromise. “It is highly customizable to almost any pocket of fat and any patient size; hence, one reason for it to be called iD – for individual,” Dr. Taub stated.

“Small and medium-sized patients can have their abdomen and flanks done in a single session,” she highlighted. And, while larger patients may require two back-to-back 15-minute sessions – one with all six applicators on their abdomen, another with three on each flank, “that is still twice as fast as with truSculpt 3D.”

A study performed by Dr. Taub showed that patients rated the procedure’s discomfort at an average of three to five on a ten-point scale. “Most people report it feels like a heating pad or hot stone massage,” she said. It is hot but more comfortable than previous heat-based non-invasive lipolysis devices.”

Patients begin noticing improvements around six weeks post-procedure, with optimum results at 12 weeks. Most patients return around months three to six to treat additional body areas after they’ve seen the results and sustained reduction from their first treatment area.



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# SP Dynamis Pro Indications Continue to Expand

By Kevin A. Wilson, Contributing Editor

Featuring a wide variety of treatment indications that continues to grow with the space, the SP Dynamis Pro™ dual-wavelength laser system from Fotona (based in the U.S. and Europe) provides unrivaled versatility for physicians, as well as efficiency and profitability in a highly effective and reliable device without costly consumables.

With the gold standard 1064 nm Nd:YAG and workhorse 2940 nm Er:YAG wavelengths delivered in a variety of modes and pulse structures, this system can do many things well. While the full capabilities of SP Dynamis Pro are still being explored, there is much to work with even now.



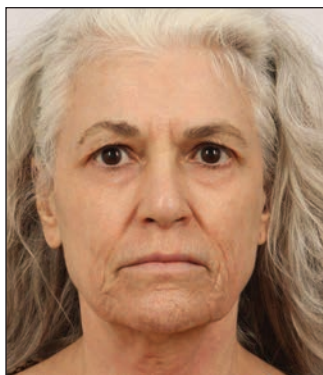
Eugene J. Nowak, M.D.  
Director  
Nowak Aesthetics  
Chula Vista, CA

Eugene J. Nowak, M.D., director of Nowak Aesthetics in Chula Vista, Calif., is a proponent of SP Dynamis and relies on it heavily within his practice. “We know the Nd:YAG and Er:YAG lasers are not new in the community, but it is what they’ve done with the technology that differentiates SP Dynamis Pro from others,” he said. “Not only do they have both lasers in one system, they’ve engineered methods to manipulate these in vastly different ways.”

The Nd:YAG laser itself, for example, can be used in a somewhat traditional

fashion in Quasi-Continuous Wave (QCW) mode for surgical applications, such as lipolysis and laser ablation. Bulk heating of the dermis can be achieved using the Nd:YAG laser in ultra-long pulse PIANO® mode for indications related to collagen remodeling and skin laxity. Using SMOOTH® mode with the non-ablative Er:YAG laser is gentle enough for treating the mucosa, and is utilized for intra-oral applications, as well as vaginal applications, which are rising in popularity.

“SMOOTH mode is a truly unique use of the laser, unlike anything else out there,” Dr. Nowak stated. “It is a long pulse duration and is considered non-ablative or sub-ablative, delivering heat much more effectively because it doesn’t have to go through the skin or melanin. In fact, SMOOTH mode is what first piqued my interest in the device itself.”



Before and after Fotona 4D Filler treatment  
Photos courtesy of Eugene J. Nowak, M.D.

“We know the Nd:YAG and Er:YAG lasers are not new in the community, but it is what they’ve done with the technology that differentiates SP Dynamis Pro from others.”

SupErficial™ mode with the Er:YAG gives a lighter, superficial peel-like surface skin treatment. Finally, FRAC3® mode harnesses the Nd:YAG with a proprietary pulse structure that creates a pseudo-fractional effect for resurfacing.

Used together, the four specialized modes are known as Fotona 4D. This powerful protocol provides a global anti-aging therapy from intraoral tightening using SMOOTH mode to FRAC3 for fractional resurfacing, which tightens and eliminates pigment; PIANO mode for bulk heating and collagen remodeling; and finally, SupErficial mode, according to Dr. Nowak.

“This is a very customizable procedure, even down to the final laser peel, which we can make lighter or heavier, depending on the patient’s tolerance of downtime. And there can be a plumping effect that makes you think the patient had fillers.”

For TightSculpting®, practitioners start with the Nd:YAG in PIANO mode for deep heating of subcutaneous fat, sparing skin tissue while stimulating metabolism of fat cells. Er:YAG in SMOOTH mode is then applied for controlled tightening of surface tissue, for a better overall result. Dr. Nowak most often uses it in the

abdominal region, but the treatment is safe for any area of the body, he explained.

“The scanner technology and real-time tissue temperature monitoring incorporated into the SP Dynamis are what make this so appealing,” Dr. Nowak expressed. “These features make it easy to provide safe, consistent, thorough treatment every time. My physician’s assistant, nurse or I can do it, and we know how much time we’re going to spend.”

TightLase® is a similar body contouring application with SP Dynamis involving both wavelengths, more often used for cellulite.

According to Dr. Nowak, the NightLase® protocol uses the Er:YAG in SMOOTH mode to treat the oral mucosa (tonsils, tonsillar pillars, soft palate), enabling physicians to improve and reduce snoring in their patients. “After using a proprietary phone app, which grades patient snoring, we get an idea of how much treatment they need – usually a series of three sessions; although, more are often required in severe cases. This has been a life-changing treatment for patients, and many times it is their families that report the impact, even after a single session,” Dr. Nowak shared. “I can

often see tightening occur before my eyes as I treat.”

As previously mentioned, the platform can also perform minimally invasive gynecological treatments via the Er:YAG in SMOOTH mode. In addition, Dr. Nowak also uses SMOOTH mode for a new procedure called LipLase®. “This is a quick, easy lip remodeling treatment for the surface of and just inside the lips, which patients are really excited about. This may be our highest-volume procedure with SP Dynamis right now.” After that, his most popular applications are Fotona 4D, NightLase, TightLase and TightSculpting.

Fotona continuously works with practitioners and scientists to improve and expand protocols and the company is eager to train users in the most effective techniques currently known. “They’re constantly keeping us updated with seminars and workshops. Their training is excellent and active, and with proper training, other staff can use SP Dynamis for some applications,” Dr. Nowak stated. “They even have a phone app that keeps you updated about upcoming training courses.”

In Dr. Nowak’s experience, one of the biggest challenges associated with his use of SP Dynamis Pro is the scheduling. “We have so many people who want to use it, the device is running almost full-time. Demand for NightLase is high and there’s so much else we do with it, like skin tightening and even laser hair removal – more applications than we’d have space to discuss here. And increasingly, we are doing TightSculpting.”

“It is a good thing that the device is extremely reliable,” Dr. Nowak added. “We’ve had no major issues with the laser; there have been several upgrades, but we have not had any major problems in the three years that we have had the SP Dynamis.”



Before and after Fotona TightLase treatment  
Photos courtesy of Eugene J. Nowak, M.D.



# Discovery Pico Plus Shatters the Competition

By John Jesitus, Contributing Editor

The Discovery Pico Plus laser by Quanta System (Milan, Italy) packs so much speed and power, some say it is the ‘Dirty Harry’ of tattoo removal lasers. The laser creates a bloodless fracturing effect that crushes pigment into microparticles by applying up to 0.8 GW at 532 nm and 1.8 GW at 1064 nm.

“This allows us to fire more energy, and disrupt some of the deeper pigments,” said James Chao, M.D., a plastic surgeon in San Diego, Calif. “Think of it like a gun, you’re using a 44 Magnum, so the bullet that you discharge is more powerful.”

Having had a very good experience with Quanta’s Q-switched Q-Plus C, Dr. Chao’s practice moved up to the Discovery Pico Plus because of the exceptionally quick pulse durations available – 400 ps at 532 nm and 450 ps at 1064 nm.

The Discovery Pico Plus laser allows stacked treatments, cutting the number of sessions required in half. “While removing a tattoo with a Q-switched nanosecond laser takes up to 12 treatments for difficult



James Chao, M.D.  
Plastic Surgeon  
San Diego, CA

cases, the picosecond laser usually requires six to eight applications,” said Dr. Chao.

According to Dr. Chao, “The concept behind stacking is that if you apply energy into the skin, the skin will resorb some of that energy.” With many lasers, this dynamic creates collateral damage – a burn. “But now, hitting the ink with a faster picosecond pulse allows for two treatments at one sitting,” he said.

“You can let the patient recover for 20 minutes, then treat the tattoo again without creating collateral damage. You want to selectively shatter those cells that

have ink in them while preserving those that do not,” Dr. Chao further explained.

The 1064 nm wavelength targets dark green and black pigment. The 532 nm wavelength targets red, orange and yellow ink, and the 694 nm Q-switched ruby wavelength targets green and blue ink. “You need three active wavelengths to cover almost all colors,” Dr. Chao stated. “Many lasers only have two, with the other wavelength deriving from inefficient dye conversion.”

Dr. Chao likes Discovery Pico Plus’s large spot sizes because many of his clients have full tattoo sleeves.

“Another unique aspect of this laser is that the spots are not only round, but also square and fractional,” Dr. Chao continued. “It is very easy to line up squares and overlap very precisely, so you get a much more consistent treatment.” He also likes the fact that the system needs no expensive dye packs or other consumables.

On average, Dr. Chao’s practice performs around 100 Discovery Pico Plus treatments per week. “With the Quanta technology, we’ve been able to offer what we call ‘we’ll treat you for free.’ If we tell a patient it will take a certain number of sessions to remove a tattoo and it actually takes more, I offer the patient free treatments for the next year. That’s how much confidence we have in the laser. To date, no one has had to collect on this offer.”

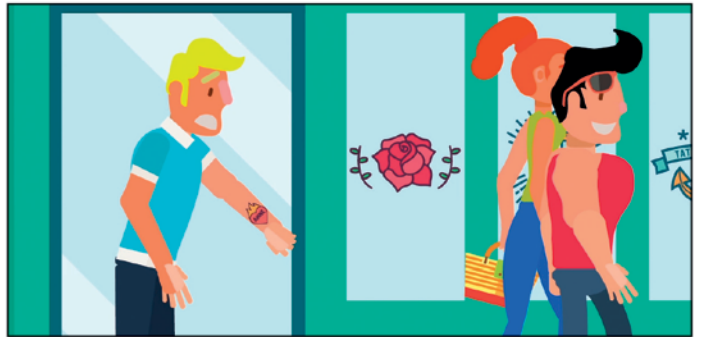
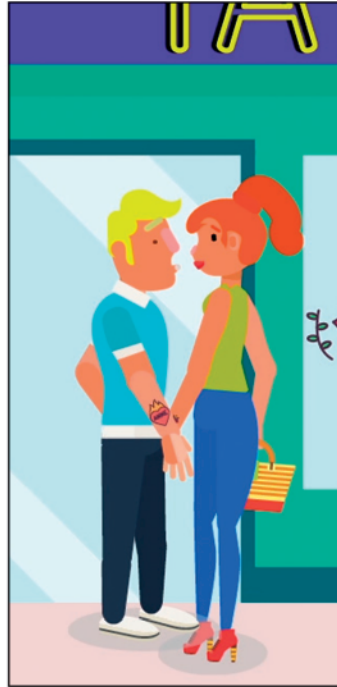
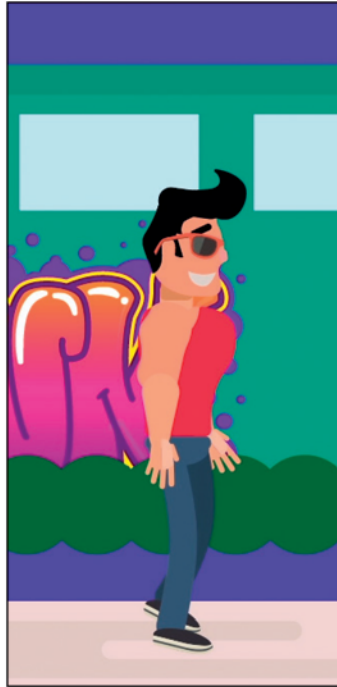


Before and after treatment with Discovery Pico Plus  
Photos courtesy of San Diego Laser Removal



Before and after treatment with Discovery Pico Plus  
Photos courtesy of San Diego Laser Removal





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Sacramento, CA



Dr. Jordana Herschthal  
Boca Raton, FL



Dr. Sheila Nazarian  
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Dr. Marc J. Salzman  
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- **Dr. Emil Tanghetti, Sacramento, CA**

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- **Dr. Marc Salzman, Louisville, KY**



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# Proven Ultrapeel II Provides Unrivaled Sterility in Microdermabrasion

By Kevin A. Wilson, Contributing Editor

Still a popular first-line therapy, microdermabrasion is performed daily in dermatologic and aesthetic practices, as well as medspas worldwide. Ultrapeel II® from Mattioli Engineering Corp. (Arlington, Va.) stands apart from diamond-tipped microdermabrasion systems by providing safe, effective and hygienic treatments via sterile disposable consumables rather than reusable components that require repeated sterilization. Additionally, physician intervention is largely unnecessary during sessions, making the device ideal for use by ancillary staff.



**Lawrence Green, M.D.**  
Medical Director  
Aesthetic & Dermatology Center  
Rockville, MD  
Associate Clinical Professor of Dermatology  
George Washington University School of Medicine  
Washington, DC



**Chelsea Madill**  
Licensed Clinical Aesthetician  
Aesthetic & Dermatology Center  
Rockville, MD

Ultrapeel II is one of the most reliable and versatile devices of its kind on the market. According to dermatologist Lawrence Green, M.D., medical director of the Aesthetic & Dermatology Center in Rockville, Md., and associate clinical professor of dermatology at George Washington University School of Medicine (Washington, D.C.), “We tried several different systems, but once we tried this one we stuck with it. It is a completely closed, sterile system. Everything that touches a patient has never been used on any other patient.”

Flow regulation with Ultrapeel II is designed to be as efficient and clean as possible; thus, the microdermabrasion crystals flow beneath the disposable treatment tip and are suctioned away. Vacuum power and crystal flow can be adjusted to accommodate a variety of needs and is completely safe for users and patients alike. Pressure of the tip on the skin is adjustable from levels one to ten as well.

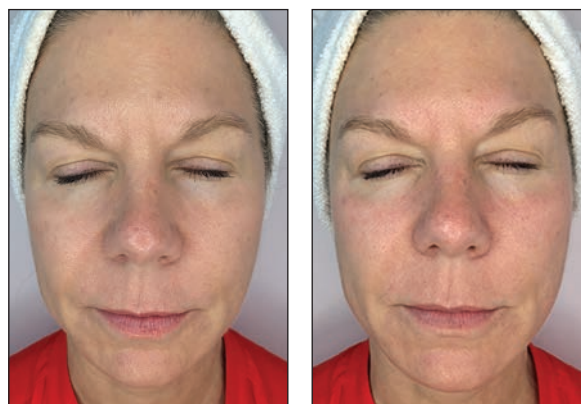
“Modulation of crystal flow and tip pressure allows us to accommodate different treatments or individuality of skin type, whether rough or sensitive, oily or dry, making it very versatile,” Dr. Green said.

Ultrapeel II also features a built-in pedal-operated air compression, enabling deeper treatments. Among the variety of treatable conditions are aging skin, wrinkles and superficial rhytides, minor scarring and stretch marks, enlarged pores, localized pigmentation, acne and blemishes, as well as a pre-treatment before other therapies.

Chelsea Madill, a licensed clinical aesthetician at Dr. Green’s office, performs microdermabrasion with Ultrapeel II regularly. “I think this device sets us apart from other offices,” she stated. “I find the safety and sterility extremely appealing. Once I mastered the machine, I fell in love with it. It is so easy to provide even, consistent treatment because I can see where we’ve treated, which also shortens procedure time and saves powder because we’re not over-treating.” According to Ms. Madill, crystals left on the surface after treatment can be massaged into the skin for additional exfoliation.

Patients love Ultrapeel II microdermabrasion. “Feedback is always very positive,” Ms. Madill reported. “Patients I’ve spoken with who have had other microdermabrasion treatments say this is better and more efficient, and provides a smoother result. Those who have used this for years often try other things, but then come back because they just love the Ultrapeel II. The results are outstanding.”

“As a community we’ve been doing microdermabrasion for decades and some things have changed over that time,” Dr. Green pointed out. “Ultrapeel II definitely has new features that other machines don’t, but Mattioli has maintained some of the features other devices have moved away from, that in my opinion improve patient safety. It merges the best of the old and the new to deliver safety, sterility, consistency and versatility.”



Before and immediately after treatment with Ultrapeel II. Results demonstrate the gentle nature of treatment with only mild, visible erythema.

Photos courtesy of Mattioli Engineering Corp.



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# DefenAge Impresses Patients and Practitioners

By Kevin A. Wilson, Contributing Editor

DefenAge® from Progenitor Biologics, LLC (Carlsbad, Calif.), is a unique topical anti-aging system that stands out in a crowded space. Not only are its Age-Repair Defensins® backed by strong science, the regimen provides its physician dispensers with a profitable, reliable skincare product that is safe and effective in any patient population.



**Natalie Curcio, M.D., M.P.H.**  
President and Founder  
Curcio Dermatology  
Nashville, TN

“DefenAge has been around for a few years now but it is still cutting edge in the cosmeceutical world,” said Natalie Curcio, M.D., M.P.H., president and founder of Curcio Dermatology (Nashville, Tenn.). Intrigued by buzz at a dermatology conference a few years ago, Dr. Curcio did her research and brought DefenAge into her practice.

Since then, patient feedback has been superb. “DefenAge creates such a global

improvement when used regularly, that after several weeks patients quickly become DefenAge devotees,” she said.

The DefenAge Clinical Power Trio consists of 8-in-1 BioSerum and 24/7 Barrier Balance Cream for twice daily use, and 2-Minute Reveal Masque for use once or twice weekly. These products are free from constituents known or suspected to be harmful to skin, and packed with compounds that display anti-aging, moisturizing and healing properties, including Age-Repair Defensins. “This product line is good for virtually any patient, but because it is light and moisturizing, it appeals to patients with chronic skin dryness,” Dr. Curcio said.

“DefenAge revives youthful texture and smoothness of skin, minimizes fine lines and wrinkles, decreases brown spots and pigmentation, and seems to also help enlarged pores, which in my experience, is uncommon for cosmeceuticals,” she continued. “It decreases redness, reduces sensitivity, and because it is non-comedogenic, it is ideal for patients with acne or rosacea.”

“When people come to my practice wanting the best in cosmeceuticals, this is what we recommend,” Dr. Curcio stated, “and we’ve interwoven DefenAge into many of our treatment protocols because it is the kind of product that can be used easily in combination with other therapies.”

A favorite technique, she shared, is to speed healing and further improve skin after fractional resurfacing by applying to the treatment area after 48 hours.

The mechanism of action of the Age-Repair Defensins in DefenAge has been rigorously studied.<sup>1</sup> Instead of taxing the faculties of existing mature skin cells, exogenous Age-Repair Defensins stimulate dormant LGR6+ master stem cells, which are the antecedent for all skin cell lines. The numerous benefits of these otherwise inactive cells are naturally ready to be harnessed.

In some cases, the results are life-changing, according to Dr. Curcio. “One patient had recalcitrant facial hyperpigmentation and had almost no success with multiple laser-based and other therapies, alone and in combination. After just eight weeks with only DefenAge and sunscreen, she was almost totally cleared; the before-and-after pictures are shocking,” she reported.

“Another patient was using multiple cosmeceuticals and I added DefenAge to her nightly regimen only. After eight to twelve weeks she called me to say that many friends had asked if she’d had a face-lift,” Dr. Curcio shared.

Most significantly, DefenAge (donated by the company) was a big part of a multi-vector, pro-bono case involving a local burn victim. “This young man thanked us for giving his life back.”

## Reference:

1. Taub A, Bucay V, Keller G, Williams J, Mehregan D. Multi-center, double-blind, vehicle-controlled clinical trial of an alpha and beta defensin-containing anti-aging skin care regimen with clinical, histopathologic, immunohistochemical, photographic, and ultrasound evaluation. *J Drugs Dermatol* 2018;17(4):426-441.



Baseline



6 months



12 months

Patient at baseline and after 6 and 12 months of using DefenAge Clinical Power Trio products  
Photos courtesy of Natalie Curcio, M.D., M.P.H.

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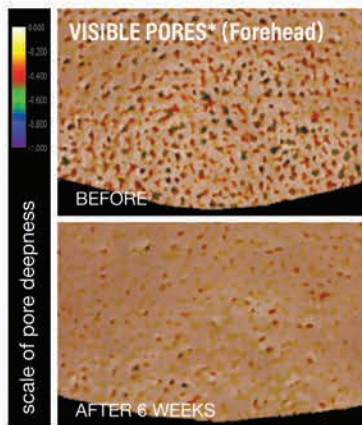
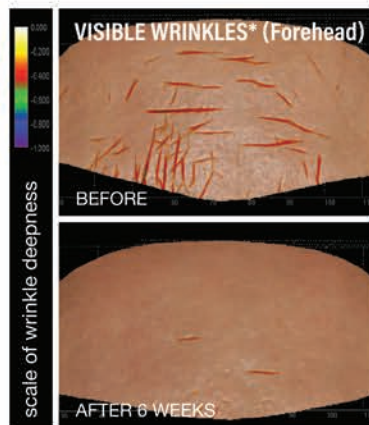
A. Taub, V. Bucay, G. Keller, et al.

*Journal of Drugs in Dermatology*

April 2018, 17(4):426-441



“ The results show that the defensin-containing trio of products offer most of the advantages of time-honored retinols as well as newer but widely used growth-factor containing cosmeceuticals, without irritation or inflammation, sun-sensitivity, or concerns about neoplasia of the treated skin. ”



Photos have not been retouched.  
\*Pores and wrinkles have been automatically selected and highlighted by the QuantifCare Clinical System. Individual results may vary.

<http://jddonline.com/articles/dermatology/S1545961618P0426X>



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# Gateway Treatment Clear + Brilliant Draws Younger Patient Base

By Kevin A. Wilson, Contributing Editor

The subtly profound outcomes achieved with Clear + Brilliant (C+B) from Solta Medical, a division of Bausch Health Companies, Inc. (Bothell, Wash.), are a testament to the versatility and wide appeal of this multi-wavelength laser system. Among its many benefits and uses as a preventative therapy, it can usher in a younger patient base, exposing them to the offerings and capabilities of your practice, and allowing the natural allure of successful outcomes to drive new business.

Founder and director of Van Dyke Aesthetics in Scottsdale, Ariz., veteran dermatologist Susan Van Dyke, M.D., is a true believer in Clear + Brilliant. As the first physician in the Southwestern U.S. to offer the technology to patients, she has enjoyed much success with it in her practice.

“Clear + Brilliant utilizes the 1440 nm fractional diode laser to provide lighter treatment, or as maintenance after more aggressive therapies, in either case staving off the need for additional intervention and keeping skin looking youthful and healthy,” she said. About four to six sessions will refresh skin and stimulate neocollagenesis.

“We recommend it because it is the kind of thing patients don’t always know they need until they’ve had it and seen the

result,” Dr. Van Dyke shared. “It is an ideal avenue into aesthetic medicine, even before turning to injectables, or it may be used in conjunction with them.

“I got my first device in 2011 when microdermabrasion was all the rage,” she continued. “Within a few months we got rid of our microdermabrasion machines and converted patients to Clear + Brilliant. It’s a great first-line light treatment for texture, color or pigmentation, pore size and more, and it has proven itself as a great introductory treatment for anyone.

“Over the years we found out that it can be useful for any age of patient, especially as a ‘starter’ laser,” Dr. Van Dyke pointed out. “Currently our patient base for Clear + Brilliant ranges from ages 18 to 80 years.

“Half of my practice is laser-based so this provides a nice experience with lasers that allows patients to become comfortable with them, and often leads to more aggressive therapies in time, as appropriate,” she added.

The addition of the Perm a handpiece to the Clear + Brilliant armamentarium takes the technology to the next level, providing another dimension to C+B therapy, Dr. Van Dyke highlighted.

Using the 1927 nm wavelength (which has a higher absorption coefficient) at a fixed depth of 170  m, Perm a does not penetrate the stratum corneum, thus preserving barrier function. This wavelength has an affinity for water rather than melanin, making it safe for darker skin types, and the fractional delivery pattern of holes may be suitable for facilitating topical delivery of therapeutic compounds.

Furthermore, because it is gentle, superficial, and the wavelength is not pigment-specific, Clear + Brilliant Perm a may be ideal for melasma, especially when used in a multi-vector protocol.

“When treating melasma with a laser you run the risk of exacerbating the condition, but much less so with Perm a because of

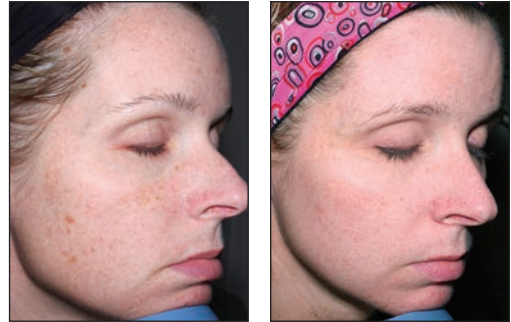


**Susan Van Dyke, M.D.**  
Dermatologist  
Founder and Director  
Van Dyke Aesthetics  
Scottsdale, AZ



Before and after treatment with Clear + Brilliant  
Photos courtesy of Susan Van Dyke, M.D.

“Aesthetic medicine is much more accessible than it once was, due to changes in cultural attitude, information availability, and the rise of effective but low-hassle and more affordable options, so our potential patient population is getting younger and younger. Clear + Brilliant is an excellent option for the younger patient.”



Before and after treatment with Clear + Brilliant  
Photos courtesy of Susan Van Dyke, M.D.

the nature of the wavelength and depth of delivery,” explained Dr. Van Dyke. “This is now my go-to treatment for melasma, precisely because we don’t see that rebound pigmentation. I often use this with hydroquinone therapy.”

In fact, Clear + Brilliant is great for combatting pigmentation in general. “I practice in Arizona so everybody has some level of sun-induced pigmentation, and Clear + Brilliant is a great option for this indication in patients of any age,” she said.

As a preventative treatment, Clear + Brilliant appeals strongly to the younger patient base. “Aesthetic medicine is much more accessible than it once was, due to changes in cultural attitude, information availability, and the rise of effective but low-hassle and more affordable options, so our potential patient population is getting younger and younger,” Dr. Van Dyke stated.

“Clear + Brilliant is an excellent option for the younger patient,” she expressed. “Sessions take maybe 20 minutes. It is not very aggressive so treatment is comfortable without anesthesia, and downtime is non-existent. This group of patients doesn’t usually need much, but their skin is ripe for refreshing because they’re still young. With regular treatment and good self-care, regular sunscreen use, etc., such a patient may maintain a healthy, youthful glow for quite a long time.

“If younger patients come in with textural issues and pigment, I go with the Clear + Brilliant Perm e – the 1927 nm wavelength,” Dr. Van Dyke advised. “If there is some acne scarring or superficial dermal issues, I’ll go with the 1440 nm because I can go deeper.”

For darker skin types, Perm e may be better. “It treats superficially and doesn’t target melanin, so it is safer for that patient group,” she noted. “However, if their issues require a more aggressive approach, I will do six sessions over six

months using the 1440 nm wavelength. For post-pregnancy or for melasma in darker-skinned patients I will often do Perm e plus topical lightening or brightening agents, same number of sessions and interval.”

Although the outcomes are more subtle than what is seen with more aggressive treatments, patient satisfaction is still excellent – high enough to turn otherwise skeptical or hesitant patients into believers in aesthetic medicine, Dr. Van Dyke stated. “This technology has been a true gateway treatment, opening doors for patients since we brought it into our practice. Once people have experienced Clear + Brilliant, they’re often eager to try something else.”

That said, the gateway potential for Clear + Brilliant is crystal clear. According to Dr. Van Dyke, “A typical scenario is this: A 30-something-year-old patient comes in wanting a more aggressive treatment, but that may not be appropriate, or they may still be a little uncomfortable with the idea. We give them a Clear + Brilliant treatment and they get comfortable with the experience, then later we move them to something like Fraxel Laser (Solta Medical), then back to Clear + Brilliant every three or four months as a maintenance treatment.

“Or, if downtime is an issue and they want to go a bit more aggressive but aren’t entirely comfortable, we may do one session of Fraxel and then a few months of Clear + Brilliant, and see where we go with minimal lifestyle impact. Fraxel and Clear + Brilliant work extraordinarily well together.”

Dr. Van Dyke added that Clear + Brilliant also works well with injectables and/or skincare regimens. “That’s how Clear + Brilliant is so versatile, you can do much with it as a stand-alone, but use it with other things as well.”



# Millennium Medical Technologies Refines Regenerative Medicine

By Kevin A. Wilson, Contributing Editor

The future of aesthetics is regenerative medicine – the harnessing of the body’s often dormant natural mechanisms to stimulate healing and maintain youthful function. Adipose tissue, rich in progenitor cells and stem cells, is the business of Carlsbad, Calif.-based Millennium Medical Technologies (MMT), whose efforts in this arena are designed to not only shape the leading edge of regenerative aesthetics and medicine, but help others who may be developing their own technologies and ideas.

MMT is dedicated to the successful harvest of fat for body shaping, processing and transfer. According to David Angeloni, chief technology officer and president at MMT, the company began in aesthetic medicine with liposuction and autologous fat transfer products, before evolving into a driver of regenerative medicine.

“As we grew and learned from the physicians we worked with, we saw a need for better, safer, more efficient and cost-effective methods of harvesting and handling the current building blocks of regenerative medicine, adipose tissue and the powerful components within,” he explained. “This is changing how medicine is practiced within the aesthetic industry, but also medical fields outside of cosmetic, plastic and reconstructive surgery, such as dermatology and orthopedics.”

MMT’s flagship device, AcquiCell™, features a vibrating cannula for gentler and less invasive harvesting and transferring of fat without the use of expensive consumables or time-consuming

processing. This saves time and money without sacrificing safety or quality.

“Another key product, Lipo-Loop®, works perfectly with AcquiCell, but both stand alone as well,” Mr. Angeloni said. “Lipo-Loop creates a closed system that is simple and easy to use for fat grafting from tumescence to harvest to transplantation.”

The company also manufactures a wide variety of ancillary products such as tubing, pumps, cannulas and reusable canisters. MMT devices are FDA-cleared for fat collection and transfer.

Mr. Angeloni also noted that the company has some exciting new products in development planned for release in late 2018. “These products will help standardize autologous fat grafting procedures, which are currently fragmented due to differing products and opinions.”

In addition to manufacture and distribution of liposuction and autologous processing devices, MMT’s self-stated mission is to provide comprehensive solutions and support for harvesting, processing and deployment of FDA 361-compliant tissues and cells, as well as device development and support services.

“Our products are designed to meet FDA minimal-manipulation criteria”, said Mr. Angeloni. “There is a homologous-use component to 361 regulations, but that is not at the manufacturer level, it is between the physicians and their patients. We make no claims about the cells or what they do, or how they should be used.

“As medical researchers labor to discover additional approaches to harnessing and utilizing the remarkable regenerative properties of these tissues, we’re facilitating their work by offering safe, effective, efficient harvest and transfer modalities,” he continued. “We put science first and won’t sell or manufacture a product we wouldn’t use on ourselves or our families.”

While the science is still in its infancy and there are certainly regulatory minefields to navigate, Mr. Angeloni is excited about the future of MMT and regenerative medicine as a whole.

“There is tremendous potential, but scientists and physicians alike need viable material to work with,” he said. “We provide that for them, playing a part in the shape of things to come.”



**David Angeloni**  
Chief Technology Officer and President  
Millennium Medical Technologies  
Carlsbad, CA



Before and six months after autologous fat grafting treatment with MMT products  
Photos courtesy of Steven R. Cohen, M.D.



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# ADVATx Provides Maintenance-Free Alternative to PDLs

By John Jesitus, Contributing Editor

ADVATx by Advalight Corp. (Ballerup, Denmark), covers a wide-range of applications with a unique solid-state yellow and infrared laser. With no consumables and a sophisticated, intuitive user interface, the system's 589 nm and 1319 nm wavelengths can address everything from vascular issues to acne, acne scars and pigmented lesions. Notably, this device is cleared by the FDA for 15 indications.



Steven D. Shapiro, M.D.  
Dermatologist  
Palm Beach Gardens, FL

Physicians now have the option to replace their costly, service-intensive pulsed-dye lasers (PDL) with the maintenance-free ADVATx.

According to Steven D. Shapiro, M.D., a dermatologist in Palm Beach Gardens, Fla., "Pulsed-dye lasers are versatile, but high-maintenance. Our pulsed-dye laser requires thousands of dollars in toxic dye kits that have to either be used or replaced annually, along with the upkeep required by the cumbersome machine itself."

Completely solid-state, the ADVATx is as versatile as the pulsed dye laser, Dr. Shapiro stated, without all the headaches. And based on scattergrams, the ADVATx delivers energy more evenly, he added.

Not only is the ADVATx efficient, but through its patented PulSync technology, the device also employs Soft Pulsing to gently raise the temperature of the target. This provides a more comfortable patient experience, without the unwanted side effects of purpura or bruising.

Conversely, PDLs can use very short pulse durations, around 350  $\mu$ s, resulting in rupturing of the vessel. "With ADVATx's Soft Pulsing, we're using multiple nano pulses to generate pulse widths in the range of 20 – 100 ms, to photocoagulate the blood vessel," Dr. Shapiro explained. "You can see the vessel disappear immediately, with no purpura."

Dr. Shapiro typically starts at 28 to 32 J/cm<sup>2</sup> and increases the energy with successive sessions performed at four- to six-week intervals. The number of treatments required varies with the quantity and distribution of vessels. "A nose might

be one to two treatments, while a full face and neck could be two to four," he said.

Users can choose circular, square or straight-line scan patterns. "In addition, we can control the effective spot size from 1 – 3 mm with or without overlap," Dr. Shapiro pointed out. "When I trace out the blood vessels, I like to use a line with ten consecutive spots that are just touching."

To treat larger areas, Dr. Shapiro uses a scanner with a 10 x 10 mm pattern. After treatment, patients typically experience mild redness that lasts up to a couple hours.

For severe acne, he uses the 1319 nm wavelength first – with 20 ms pulses – to attack sebaceous glands and reduce oil production. Additionally, *Propionibacterium acnes* (*P. acnes*) absorbs light at 589 nm, thus providing antibacterial and anti-inflammatory benefits. With this wavelength, Dr. Shapiro typically uses energies around 16 J/cm<sup>2</sup>. "We usually do two to three treatments at four-week intervals." Benefits typically last six months.

In the three years he's been using the ADVATx, Dr. Shapiro has had no problems with the laser. "It is easy to use, with a very simple learning curve, allowing me to delegate it when desired," he reported. "And it is the most versatile laser I have in my practice."



54-year-old male patient before and 30 days after one ADVATx treatment with 589 nm at 32 J/cm<sup>2</sup>  
Photos courtesy of Advalight Corp.



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**David Goldberg, MD**

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**Michael H. Gold, MD**



*Experts Discuss*

# Advanced Energy-Based Face-Lifting Solutions

By Lisette Hilton, Contributing Editor

**W**hether consumers scrutinize their images in selfies, social media or the rearview mirror, they're more intent than ever to rid their faces and necklines of the tell-tale signs that time isn't on their sides. Coupled with this desire to fight aesthetic aging is a rising demand for noticeable cosmetic outcomes without downtime, drugs, foreign substances or surgery.





## Experts Discuss Advanced Energy-Based Face-Lifting Solutions

The result is a surge in energy-based devices aimed at tightening, lifting, toning and firming the face and neck, diminishing wrinkles and encouraging collagen production.

Facial lasers are gaining traction, according to RealSelf's U.S. Laser and Energy Report released in July 2018. This report showed that consumer interest in treatments using laser and energy-based devices grew 10.5% in 2017 compared to the prior year, demonstrating that the laser and energy-based device market is a key driver in the wave of people visiting RealSelf in search of minimally invasive treatments.

The power of, and momentum behind, energy-based facial rejuvenation is more than hype. Today's improved safety and efficacy make these viable options for an expanded patient base, researchers reported in a review published in 2017 in *JAMA Facial Plastic Surgery*<sup>1</sup>.

Jennifer Walden, M.D., a plastic surgeon with a practice in Austin, Texas, and a medspa in New York City, N.Y., compares the rapidly evolving landscape of energy-based treatments focused on facial rejuvenation to what's happening with body shaping / fat reduction devices.

"Every year we have upgraded modalities, better results and improvement in pain associated with these procedures," Dr. Walden said.

For facial skin tightening, Dr. Walden's preferred laser is either the erbium or fractionated CO<sub>2</sub> laser, which she said tightens nicely with minimal downtime.

Similarly, Sabrina Fabi, M.D., a cosmetic dermatologist and assistant clinical professor at the University of California, San Diego (San Diego, Calif.), said the gold standard for facial skin tightening remains the fully ablative CO<sub>2</sub> laser.

Dr. Fabi, who uses the UltraPulse by Lumenis (San Jose, Calif.), said studies show that CO<sub>2</sub> treatment can result in up to 40% skin contraction by vaporizing tissue and delivering heat to stimulate new collagen production. Specifically, UltraPulse can penetrate deeper than many other ablative CO<sub>2</sub> lasers, offering the versatility needed to make it an option for everyday procedures, as well as thick and complex lesions.

"No other device really vaporizes tissue," Dr. Fabi added. "I feel UltraPulse is the most powerful CO<sub>2</sub> laser in aesthetic medicine. As such, it is an ideal option for patients in California who tend to have a lot of static wrinkles and infraorbital crepey, lax skin in need of tightening."

Lasers fill a niche for plastic surgeons, according to Dr. Walden.

"Oftentimes patients who undergo surgical face-lifting procedures have cracks, rhytides and crevices in their skin. The traditional face-lift isn't going to fix that," she said. "I can inject fat in the temple area, in the nasolabial folds, lips and mental crease, but for all the superficial rhytides I need a laser resurfacing procedure. If I resurface in conjunction with a surgical face-lift, I can deliver a better result."

Other options among fractional resurfacing lasers are the ablative CO<sub>2</sub>-based MiXto SX and Pro by Lasering USA (San Ramon, Calif.). These systems reportedly achieve unparalleled facial rejuvenation via two patented technologies. First, a unique laser operating mode called Chopped CW deposits a higher level of thermal damage to the dermis for greater collagen production and skin tightening. Second, a Z-shaped mathematical algorithm scan pattern reduces heat build-up between adjacent laser spots, which decreases patient discomfort during treatment and lowers the risk of adverse events post-operatively.



Jennifer Walden, M.D.  
Plastic Surgeon  
Austin, TX and New York, NY



Sabrina Fabi, M.D.  
Cosmetic Dermatologist  
Assistant Clinical Professor  
University of California, San Diego  
San Diego, CA



Michael H. Gold, M.D.  
Medical Director  
Gold Skin Care Center  
Tennessee Clinical Research Center  
Nashville, TN



Roy G. Geronemus, M.D.  
Director  
Laser & Skin Surgery Center of  
New York  
Clinical Professor of Dermatology  
New York University Medical Center  
New York, NY

"Oftentimes patients who undergo surgical face-lifting procedures have cracks, rhytides and crevices in their skin. The traditional face-lift isn't going to fix that. For all the superficial rhytides I need a laser resurfacing procedure. If I can resurface in conjunction with a surgical face-lift, I can deliver a better result."

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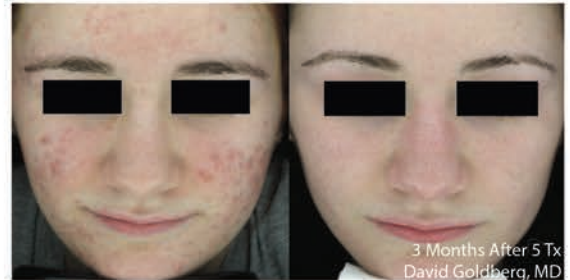
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## Experts Discuss Advanced Energy-Based Face-Lifting Solutions

Conversely, a limitation of using the CO<sub>2</sub> laser is that it requires downtime, Dr. Fabi pointed out. "When you deliver that kind of heat, you're going to be left with about seven to ten days of ruddy, crusty redness. That doesn't fit into the lives of many people," she said.

One alternative is the SP Dynamis Pro from Fotona (Farmers Branch, Texas). This advanced laser system features 1064 nm Nd:YAG and 2940 nm Er:YAG wavelengths, and a variety of treatment modes to provide many applications, including a lighter, more superficial resurfacing. In the ultra-long pulse PIANO mode bulk heating of the dermis with the Nd:YAG laser remodels collagen and treats skin laxity. The SupERficial mode provides a superficial peel-like skin treatment, while the FRAC3 mode uses a proprietary pulse structure, resulting in a pseudo-fractional skin resurfacing effect. Used together, the four specialized modes are known as Fotona 4D. This powerful protocol provides a global, customizable anti-aging therapy, that results in a volumizing effect similar to dermal fillers.

An additional reason to choose an alternative to the fully ablative CO<sub>2</sub> is to avoid the risk of hypopigmentation, according to Dr. Fabi. For those patients, Dr. Fabi may use the fractionated CO<sub>2</sub> Fraxel Repair from Solta Medical, a division of Bausch Health Companies (Bothell, Wash.), to improve more superficial skin laxity; however, it still leaves patients with seven days of downtime.

Another option is the novel PICO CARE picosecond laser system from Wontech (Daejeon, Korea), which features dual wavelengths (532 nm and 1064 nm) and a variety of handpieces, including zoom, collimation, 595 nm, 660 nm, and HEXA MLA. In particular, the HEXA MLA fractional handpiece creates plasma-induced cavitation in the epidermis and/or dermis, which activates fibroblast and collagen synthesis without damaging the epithelium and basal membrane. Unlike conventional ablative fractional laser systems, HEXA MLA stimulates neocollagenesis and collagen remodeling via photomechanical effects rather than photothermal, resulting in lower incidence of thermal damage and other adverse effects. With a single treatment, rhytides, fine lines and wrinkles are improved.

When Michael H. Gold, M.D., medical director of Gold Skin Care Center and the Tennessee Clinical Research Center, in Nashville, Tenn., thinks of non-surgical, energy-based facial skin tightening, his go-to device categories are radiofrequency (RF) and ultrasound. "There are a lot of RF devices that actually achieve some tightening," Dr. Gold said.

Among the bulk heating RF devices in his practice are Alma's Accent Prime, Endymed's 3Deep, Venus Concept's Legacy, BTL's Exilis Ultra 360, Thermi's ThermiSmooth, Syneron-Candela's eMatrix and Solta's Thermage.

"I think they all have a benefit," stated Dr. Gold. "What I tell people about RF is every company has a story – a way that they deliver their energy a little bit differently than any of the others." Another differentiator is whether devices are monopolar or bipolar. Thermi, Exilis and Thermage are monopolar; the rest are bipolar, he explained.

Monopolar RF devices, such as Thermage, achieve a mild level of skin contraction, Dr. Fabi noted.

Thermage FLX from Solta Medical is a new FDA-cleared skin tightening solution that is uniquely indicated for periorbital (including eyelids) and full-face treatments. Harnessing non-invasive RF energy and delivering it deeply within the dermis to tighten, remodel existing collagen and stimulate neocollagenesis, this system can be used on all skin types, and features patented AccuREP technology, a real-time feedback-controlled per-pulse adjustment of RF delivery that improves precision and predictability.



Before and four weeks after one treatment with MiXto Pro  
Photos courtesy of Abdul Nawabi, M.D.



Before and after Fotona 4D Filler treatment  
Photos courtesy of Eugene J. Nowak, M.D.



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## Experts Discuss Advanced Energy-Based Face-Lifting Solutions

Thermi, an Almirall Company (Irving, Texas), has introduced the new ARVATI system, which features advanced temperature-controlled RF EPIC technology. Powered by ThermiRF, the ARVATI offers emission of continuous, powerful RF waves, with an enhanced 50 W capacity system, intelligent software with electrode recognition and a control algorithm, offering speed and control for various modalities, including ThermiTight, ThermiRase and ThermiSmooth Face.

It is important to note that providers and patients using bulk heating RF for facial rejuvenation should think in terms of multiple treatments, maintenance treatments and no downtime.

"My wife comes in and gets her eyes done with an RF device every three or four months. It takes 20 minutes, she's done and doesn't need anything else," Dr. Gold said.

While energy-based devices don't volumize in the way that traditional injectable fillers do, they can thicken the dermis by stimulating collagen production, Dr. Fabi explained.

Roy G. Geronemus, M.D., director of the Laser & Skin Surgery Center of New York and clinical professor of dermatology, New York University Medical Center, said his go-to devices for collagen formation include non-ablative and ablative fractional devices, such as Lutronic's LaseMD, Valeant's Clear + Brilliant, Fraxel Dual or Fraxel Repair, as well as Sciton's Halo hybrid fractional laser.

Among other big news in facial rejuvenation is the current upsurge in RF microneedling devices entering the market. These systems are among the energy-based technologies that encourage collagen production.

According to Dr. Gold, RF microneedling offers patient benefits with a few drawbacks.

"Microneedling with RF is a little more invasive because of the needles so there's more pain," he elaborated. "But patients need fewer treatments. Maintenance is often pushed out about a year in most cases. And you achieve good tightening and a nice lift."

Dr. Gold's go-to options in this category are: Endymed's Intensif, Lutronic's Infini, InMode's Fractora, Venus Legacy's Viva and Jeisys Medical's INTRACel (distributed in the U.S. by Perigee Medical).

Dr. Walden recommends RF microneedling to improve facial texture and for mild to moderate firming or tightening.

"I would advise doing treatments on a regular basis, so every three to four months for maintenance," she said.

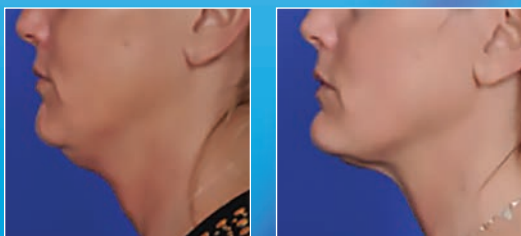
Recently, Dr. Walden opted for the Vivace device from Aesthetics BioMedical (Phoenix, Ariz.) for her medspa. This system uniquely features not only RF microneedling, but also LED technology for pigment.

"It is a combination treatment in one device," she stated. Vivace provides a minimally invasive treatment that stimulates the natural production of collagen and is shown to be effective in alleviating facial wrinkles and fine lines, as well as tightening and toning the face and neck. The results are immediate and also improve over time, giving patients the best of both worlds.

Other RF microneedling systems include the recently FDA approved PiXel8-RF from Rohrer Aesthetics (Homewood, Ala.). Using bipolar RF, which is safe for all skin types, alongside minimally invasive insulated or non-insulated microneedles, the PiXel8-RF facilitates non-surgical skin tightening. During treatment, heat is driven deep within the skin layers to stimulate



Before and ten months after full face, periorbital (including upper eyelids) and neck treatments with Thermage  
Photos courtesy of Nelly Gauthier, M.D.



Before and after one treatment with ThermiTight  
Photos courtesy of Barry DiBernardo, M.D.

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—*Jeffrey Dover, MD of SkinCare Physicians in Chestnut Hill, MA*



## Experts Discuss Advanced Energy-Based Face-Lifting Solutions

collagen and cause elastin cells to regenerate, resulting in a firmer, smoother and more consistent skin surface.

Cutera's (Brisbane, Calif.) Secret RF is another novel fractional RF microneedling system designed to stimulate and remodel collagen, and address the common signs of aging. By adjusting the microneedles, Secret RF can deliver energy at various depths so that treatments can be tailored to deal with each patient's individual concerns, such as fine lines and wrinkles.

The Legend Pro from Lumenis uniquely features RF assist microneedling and Tripollar RF. By delivering RF energy via three or more electrodes, treatment induces controlled heating of the deep dermis, initiating collagen and elastin fiber regeneration.

Profound from Syneron Candela (Wayland, Mass.) is a bipolar RF system that utilizes five pairs of microneedle electrodes to deliver fractionated thermal injuries in the deep reticular dermis where the concentration of collagen is the highest. This thermal injury stimulates dermal remodeling and new elastin, collagen and hyaluronic acid formation. Study findings show a 100% response rate for rhytides and 95% response rate for laxity at six months post-treatment. Profound can be used to restore dermal volume loss, treat nasolabial and melolabial folds, jowls, submental and submandibular redundancy.

While there are contrasting attitudes and beliefs surrounding microneedling, in Dr. Gold's opinion, "Suboptimal outcomes might result from not using sufficient energy or doing enough treatments, but ample studies have been done that show if you use RF needles properly, you can attain incredible results."

Dr. Geronemus recently published case reports in *Plastic and Reconstructive Surgery* illustrating his use of the Infini high-intensity focused RF microneedling device to treat festoons.

"Historically, these fluid-filled pouches on the upper malar portion of the cheek have been very difficult to remove. Over the years, physicians have tried surgery, ablative lasers and even injecting tetracycline in the malar pouches with minimal success," Dr. Geronemus said. "We've had considerable benefit with a mildly invasive technique utilizing RF microneedling."

Dr. Gold and colleagues published a study using the Endymed 3Deep, showing lifting and tightening results similar to those experienced in research investigating the Ultherapy device from Merz Aesthetics (Raleigh, N.C.). "Using very high RF energies, we obtained nice tightening and showed lifting, comparatively," Dr. Gold reported.

FDA-cleared to lift skin of the neck, non-surgical Ultherapy has been established as the go-to device for treatment of submental skin laxity, jawline laxity and jowls.

"Ultherapy is microfocused fractional ultrasound, it is very safe and there's no question it works," Dr. Gold stated. "You have to do it properly and control any discomfort, but Ulthera is usually just one treatment; two, rarely."

The key, according to Dr. Gold, is to determine whether patients' submental fullness is from fat or skin laxity. If it is from fat, Dr. Gold uses CoolSculpting CoolMini or Kybella, both from Allergan (Irvine, Calif.); if the problem is skin laxity, he uses Ultherapy.

In addition to Ultherapy, Dr. Fabi also uses ThermiRF primarily for the neck. "I like to reserve this for patients that have a little bit of fat because



Before and four weeks after treatment with Vivace  
Photos courtesy of Aesthetics Biomedical



Before and after one treatment with SecretRF  
Photos courtesy of Jeff Hsu, M.D.



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## Experts Discuss Advanced Energy-Based Face-Lifting Solutions

when you run the RF probe within adipose tissue you can obtain a little bit of fat destruction," she said.

SculpSure from Hologic, Inc. (Marlborough, Mass.) recently received FDA clearance to address the double chin. Application of this 1060 nm hyperthermic diode laser heats subcutaneous adipose tissue to disrupt fat cells, leaving extracellular lipids and cellular debris to be naturally removed by the body.

EmbraceRF by InMode (Richmond Hill, Ontario, Canada), is another new option for addressing loose skin on the neck and jowls. This subdermal adipose remodeling device (SARD) utilizes minimally invasive RF and bipolar RF energy to contract skin, as well as improve textural and fat concerns. In addition, it can be used in combination with liposuction, depending on how much fat is in the treatment area.

When it comes to best practices in energy-based face-lifting it is important that providers who recommend devices for lifting, tightening and rejuvenating facial skin make sure patients have realistic expectations.

"If someone has significant laxity, they're better off with surgical management. Physicians need to be honest and forthright with patients about expectations and outcomes," said Dr. Geronemus.

Furthermore, when it comes to energy-based aesthetic medicine, it is not only the device, but also the operator, Dr. Walden noted. "Employ people who have the certifications and experience with the devices in your practice to be able to handle them effectively and safely," she expressed.

"Once we start breaking the integrity of the skin, energy-based devices are dangerous if they are not in the right hands," Dr. Walden continued. "That includes the physician performing the procedure in the operating room, the nurse practitioner, physician assistant or the certified laser technician who is an aesthetician. The practitioner has to employ the right people to do these treatments, those who have the correct knowledge base for the proper settings and know the medical history of the patient."

Notably, studies are also revealing best practices for energy-based facial rejuvenation. For example, providers who use fully ablative CO<sub>2</sub> lasers for facial skin tightening should consider making only one pass with the device as research has shown that performing multiple passes increases the patient's risk of developing delayed hypopigmentation, Dr. Fabi shared.

In addition, "If someone has had a blepharoplasty, it is important to know that history and perhaps decrease your settings during a fully ablative CO<sub>2</sub> treatment in order to minimize the occurrence of an ectropion," Dr. Fabi said.

Also, older patients with heavier laxity along the jawline or submental skin might have bone or structural loss, Dr. Fabi continued. "Those patients often benefit not only from ultrasound-based skin tightening, but also use of a filler in the midface or jawline to help support the repositioned tissue," she said.

"While energy-based devices might not yet mimic results from a surgical face-lift, outcomes from lasers, RF, ultrasound and more, have come a long way," Dr. Gold stated. "The science now is following the hype." ■

### Reference:

1. Britt CJ, Marcus B. *Energy-Based Facial Rejuvenation Advances in Diagnosis and Treatment.* *JAMA Facial Plast Surg.* 2017;19(1):64-71. doi:10.1001/jamafacial.2016.1435



Before and three months after one treatment with EmbraceRF  
Photos courtesy of Pier Paolo Rovatti, M.D.

"While energy-based devices might not yet mimic results from a surgical face-lift, outcomes from lasers, RF, ultrasound and more, have come a long way. The science now is following the hype."

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# Before-and-After Photo Galleries

*Essential to Running a Successful Practice*

By Jeffrey Frentzen, Executive Editor



**N**ow more than ever, creating and maintaining strong, well-curated online before-and-after (B&A) galleries is a pivotal part of any aesthetic practice's marketing plan. Practice marketing on the visually rich and dynamic Internet requires B&A images that are as clear and compelling as the quality of the practice's overall marketing message. This first of a three-part series of articles dedicated to the importance of patient photos, explores the reasons why good quality B&A photo documentation is crucial to practice success. The second and third installments will discuss best practices for taking patient photos, as well as HIPAA and related legalities attached to the use of patient photos in marketing materials, presentations, publications and/or online.

"From a sales and practice building perspective, an online treatment photo gallery is extremely valuable especially for practitioners that are just starting out," said Gregory Mueller, M.D., F.A.C.S., a plastic surgeon in Beverly Hills, Calif., and inventor of the oVio360 system, which takes 360° patient photos. "It is the most popular page on your website."

According to Claire Webb, senior manager of content strategy and operations at PatientPop (Santa Monica, Calif.), which specializes in practice growth solutions, online galleries have become essential, particularly in the aesthetic, beauty and health and wellness industries, as well as on social media.

"While aesthetic service providers have long been using before-and-after photos in their offices to demonstrate the kinds of results patients could expect, they're now sharing those photos online to attract more new patients," she said.

If physicians are to succeed with their B&A galleries as marketing tools, they must employ images and videos that tell patient stories, stated Candace Crowe, owner of Candace Crowe Design (Orlando, Fla.), and practice marketing expert.



**Gregory Mueller, M.D., F.A.C.S.**  
Plastic Surgeon  
Beverly Hills, CA



**Claire Webb**  
Senior Manager of Content Strategy  
and Operations  
PatientPop  
Santa Monica, CA



**Candace Crowe**  
Owner  
Candace Crowe Design  
Orlando, FL



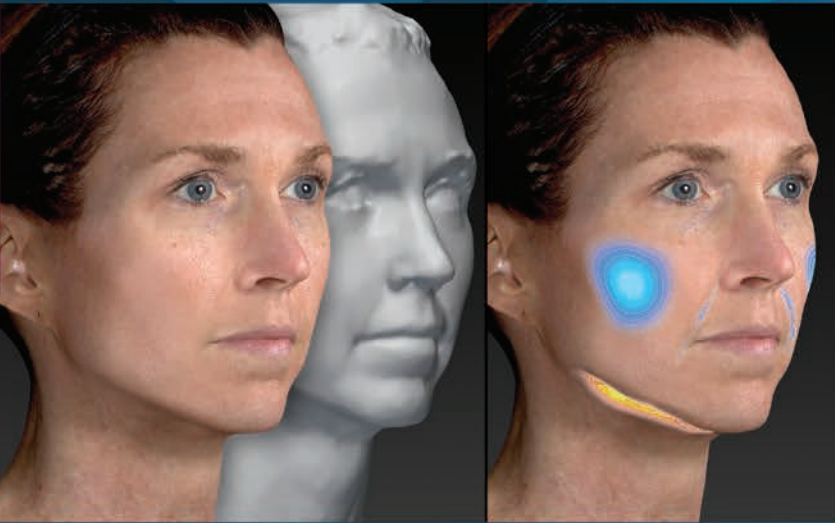
**Josh Weiner**  
Chief Operating Officer  
Solutionreach, Inc.  
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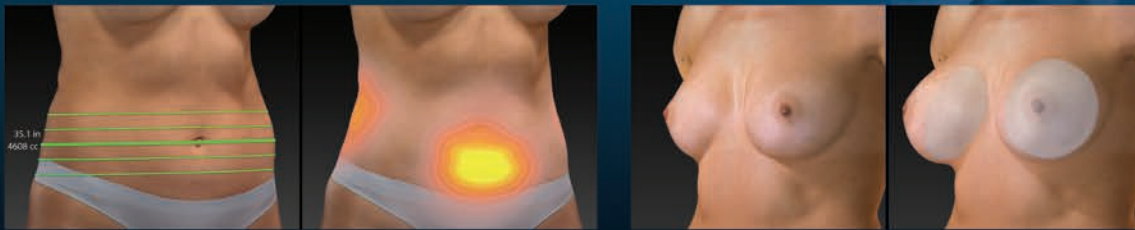
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“For my first plastic surgery client, I had to go into the practice and sit down with the patient care coordinator, and she went through a photo album with me. She was full of stories about these plastic surgery patients. I didn’t just see photographs, I heard captivating stories. In that way, it is so important that your photo gallery show that you honor and respect the patient first. The patients are the heroes of these stories. The practitioner is the guide and the hero of the practice.”

As noted by Ms. Webb, “Consumers love to learn the story behind drastic transformations, especially if they’re hoping for similar results for themselves.”

A physician’s skill level is often judged by the quality of his or her online gallery.

“It doesn’t matter how you do it, but it is critical in these hyper-competitive times to post more photos, and the more prominent they are on your website the better.”

“From day one, even in my training at university, it was drilled into our heads – always have good photo documentation,” stated Dr. Mueller. “That was 20 years ago when all we had were 35 mm cameras. Today, many physicians use their phone. It doesn’t matter how you do it, but it is critical in these hyper-competitive times to post more photos, and the more prominent they are on your website the better.”

Additionally, there is no doubt people have become habituated to image-based shopping and anticipate looking at pictures when considering any sale, including a life-changing one. In aesthetics, prospective patients do not tolerate blurry, grainy, skewed images. Modern practices must strive to publish high-quality photos that will impress and increase patient engagement.

Online galleries not only showcase the physician’s skills but can also be used to attract patients and bolster consultations. “Moreover, patients always want to see how much progress they’ve made with their procedures,” Dr. Mueller added.

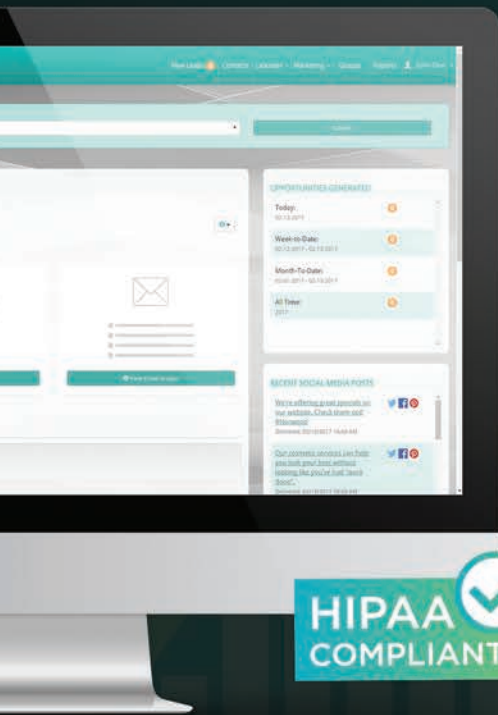
“With so many consumers opting for minimally invasive approaches, even the smallest of improvements to a patient’s facial or body features have to be shown in greater detail than ever before,” he emphasized.

“Potential customers are intensely scrutinizing our B&As and the minute changes that we make using non-surgical methods,” Dr. Mueller continued. “Therefore, physicians need to document, for instance, the fine-tuning of a patient’s face, or maybe a filler or laser treatment that changed the shape of the face imperceptibly. In this context, if the photos aren’t good enough then people won’t be able to see these very subtle differences.”

According to Josh Weiner, chief operating officer at Solutionreach, Inc., a patient relationship management software developer in Lehi, Utah, four out of five patients won’t even consider a practice that doesn’t showcase B&A pictures.

“These galleries are usually viewed more often than any other type of content the provider offers,” he noted. “B&A photos and videos can also have an impact when they are included in email-based or social media marketing campaigns, or even in educational efforts like newsletters. Compelling images capture a reader’s attention and increases their willingness to read a piece of content by about 80%.”

Considering these aspects, physicians must develop an executable plan for how he/she, and staff, will be organized to take standardized photos and videos on a daily basis. This includes making decisions about cameras and microphones to capture sound during surgical videos or lectures, whether or not to hire a professional photographer or D.I.Y. Then they must decide which Internet platforms are best to use (Facebook, Instagram, Pinterest, their own website, and so on), and more.



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To this end, the manner in which in-office photo and video shoots are planned and implemented varies. Some physicians bring in third parties to set up the technical aspects. Others have the overhead to dedicate a staff member or two to implement and manage the online galleries, keeping them fresh and persuasive. Most practices do not do any of this. It is often left to the owner / physician to take on.

As expressed by Dana Fox, president of Strategic Edge Partners, a medical practice marketing firm in Seattle, Wash., “In too many instances, physicians start out with good intentions but then get busy and ultimately treat their galleries as after thoughts. As a group of people that are used to being the smartest individuals in the room, many physicians consistently do not understand that their photo gallery isn’t just a demonstration of their work. It is *the* demonstration.”

As such, practitioners need to embrace their galleries and testimonial stories as the most significant pieces of practice marketing, Ms. Fox continued. “Within a 50-mile radius you may have over 100 competitors, and the only thing that

differentiates you from them is your unique selling proposition, which is demonstrated by the quality of the work you show publicly,” she said.

Ms. Crowe agreed. “Why wouldn’t you want to show your absolute best work under the best possible circumstances? I’m appalled when physicians say they don’t have time to learn to crop the raw B&A images. They say they have to do it all themselves and have no time. You simply have to make time for your B&As. Take the time, plan well, and go into it armed with good advice and some basics.”

In addition, physicians should look at their B&A documentation as part of their artistic and creative work. “I have yet to talk to a cosmetic surgeon that did not describe themselves as an artist,” said Ms. Fox. “Let that same artistic attitude and approach be reflected not just in the surgery, but also in the demonstration of your work through your photographs and videos.”

There are practical considerations, as well. For instance, “There may be no such thing as too many photos, especially when you consider the gallery ought to show best case examples of every service offered, from various angles,” stated Ms. Crowe. “In addition, consider the ethnic diversity of patients. Anyone looking into aesthetic procedures will want to see outcomes on people that look like them.”

Many practitioners eschew the expense of high-end photographers and vow to keep it simpler. For the regular practice, “You could probably do it for \$800 or less and set up your own lights, backdrop and a camera,” said Ms. Crowe. “We encourage our clients to do that and construct the staging in advance, not only for still shots but to use for video testimonials, as well.”

Finally, make certain prior to shooting the first B&A that your website and social media pages are designed to handle photos and, in particular, videos. This is a typical disadvantage of practice websites that were designed years ago, and they might need to be upgraded in order to play contemporary videos and adequately host your B&A galleries online.

As well, each Internet platform, from the practice’s website provider, to Facebook and others, have specific guidelines that must be researched and followed. ■

“I have yet to talk to a cosmetic surgeon that did not describe themselves as an artist. Let that same artistic attitude and approach be reflected not just in the surgery, but also in the demonstration of your work through your photographs and videos.”

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A hand with red nail polish holds a large, yellow, 3D-style 'ASDS' logo. The background is a cityscape of Phoenix, Arizona, with mountains in the distance under a clear sky.

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A hand with red nail polish holds a large, white, 3D-style 'ASPS' logo. The background is a cityscape of Chicago, Illinois, with a body of water in the foreground and a cloudy sky.

ASPS  
Chicago

## *ASPS & ASDS Meetings Underscore Scientific and Technological Advancements*

By John Jesitus, Contributing Editor

**E**very year, two of the highest profile scientific meetings for board certified dermatologists, plastic surgeons and other aesthetic specialists take place within weeks of each other. The *American Society of Plastic Surgeons* (ASPS) will hold its annual meeting September 28-October 1, in Chicago, Ill., and the 2018 annual meeting of the *American Society for Dermatologic Surgery* (ASDS) is set for October 11-14, in Phoenix, Ariz. Both offer topnotch education and numerous opportunities to network with peers, researchers and industry leaders.







## ASPS & ASDS Meetings Underscore Scientific and Technological Advancements

When asked why a practitioner should attend the 2018 ASPS conference, Jeffrey Janis, M.D., the current ASPS president stated: "It is easy to get to and has a crazy amount of education."

One major highlight of the 2018 meeting includes hands-on cadaver labs. "It is rare to be able to take what you are learning in the classroom and translate that into clinical practice, with experts at your shoulder helping to guide you in real time," Dr. Janis pointed out. Sessions will cover abdominal wall reconstruction, migraine surgery, rhinoplasty, face-lifts, facial implants, breast reconstruction and a hand/upper extremity lab.

For David H. McDaniel, M.D., a dermatologist and researcher in Virginia Beach, Va., the ASDS meeting provides a great opportunity to learn from fellow presenters and attendees. "It is one of the premier meetings for teaching and live demonstrations. In a few hours, you get to see and learn about a lot of technologies."

Dr. McDaniel will unveil initial results of a groundbreaking study that is using 3D imaging and printing to track age-related changes in the face and neck. Using data gleaned from a projected 400 patients, researchers are considering issues such as the driver's-side window effect.

According to dermatologist Tina S. Alster, M.D., F.A.A.D. (Washington, D.C.), "Many dermatology residents do not receive a large amount of surgical instruction in their respective training programs; therefore, attending the ASDS annual meeting is a good way for those who are interested in surgery and/or cosmetic dermatology to learn a lot very quickly."

Advances being featured at the ASDS and/or ASPS meetings range from new and established energy-based devices for anti-aging treatments, tattoo removal and body contouring, to a host of microneedling devices – currently one of the most popular trends in aesthetic medicine.

Among the microneedling devices being featured at these meetings, the SkinPen from Bellus Medical (Addison, Texas) is the only FDA-cleared Class II microneedling device currently available, according to the manufacturer. SkinPen helps leading physician-directed providers grow their businesses and protect their patients by setting standards for safety, efficacy and profitability. The procedures are short, comfortable and minimally invasive. They work for all skin types and require little to no downtime. As a result, 90% of subjects in a clinical trial said they would recommend SkinPen treatments to friends and family.

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Tina Alster, M.D.  
Dermatologist  
Washington, DC



David H. McDaniel, M.D.  
Dermatologist  
Virginia Beach, VA



Before and after six treatments with Skinpen (spaced one month apart)  
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## ASPS & ASDS Meetings Underscore Scientific and Technological Advancements

collagen and elastin regeneration. Safe and effective for all Fitzpatrick skin types, it targets photo-aging, acne, scarring and more. Its companion, private-label skincare products result from years of research, expertise and input from physicians seeking very specific formulations, resulting in more than 25 unique products. Additionally, the company now offers the A Method by Dr. Alster, based on years of clinical expertise.

Expanding on this basic concept of microneedling, many device manufacturers are focused on developing radiofrequency-based microneedling systems. The Vivace from Aesthetics Biomedical (Phoenix), is FDA-cleared for patient safety. This minimally invasive treatment stimulates the natural production of collagen and has proven effective in alleviating facial wrinkles and fine lines, as well as tightening and toning the face, neck, hands and body. Physicians may combine the treatment with breakthroughs in numbing cream, serums and recovery care to create an optimal patient experience, with virtually no pain or downtime.

Rohrer Aesthetics (Homewood, Ala.) will feature its full product line, which includes the Spectrum Laser/IPL, the Phoenix CO<sub>2</sub> and the recently added PiXel8-RF microneedling system. The PiXel8-RF uses bipolar energy with minimally invasive microneedles to facilitate effective skin tightening with little to no downtime. The Spectrum includes four lasers and an IPL for removing vascular and pigmented lesions, tattoos and unwanted body hair, as well as for skin resurfacing. The Phoenix CO<sub>2</sub> laser can cut, coagulate and vaporize soft tissue. Treatment improves pigmentation, reduces fine lines and coarse wrinkles, and helps improve women's wellness.

Along the lines of energy-based systems, many leading manufacturers will highlight new or updated devices for a variety of skin and body treatments.

The new Vbeam Prima from Syneron Candela (Wayland, Mass.) takes the company's 595 nm pulsed dye laser (PDL) to the next level, providing advanced treatments for benign vascular and pigmented lesions, wrinkles and several other FDA-cleared indications. This dual-wavelength (595 nm and 1064 nm) laser platform offers more innovative features, including two skin cooling options and up to 50% more energy. From port-wine stains to mature, aged skin, Vbeam is the go-to device used in nearly 700 universities and hospitals worldwide. Discover Vbeam Prima for fast, long-lasting, customized treatments with high patient tolerability and minimal side effects.

PICOCARE by Wontech (Daejeon, South Korea) is a novel picosecond laser system for treatment of benign pigmented lesions, scars, tattoo removal and skin rejuvenation. This dual-wavelength (532 nm and 1064 nm) system can treat epidermal and dermal pigment, along with various tattoo colors in all skin types. Optional handpieces include 595 nm and 660 nm dye for treating certain tattoo colors, epidermal pigment and active acne; and HEXA MLA for scarring and skin rejuvenation.



Before and four weeks after treatment with Vivace  
Photos courtesy of Emil Tanghetti, M.D.



Telangiectasia before and three months after treatment with Vbeam Prima  
Photo courtesy of E. Victor Ross, M.D.



Pigmentation and pores before and two months after three treatments with PICOCARE  
Photos courtesy of Adrian Lim, M.B.B.S.



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by Tina Alster M.D.

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Thermi (Irving, Texas) will be launching the new ARVATI system with EPIC Technology. This state-of-the-art platform emits continuous, powerful RF waves with an enhanced 50 W capacity system, featuring advanced temperature-controlled RF EPIC technology and intelligent software with electrode recognition. ARVATI provides the speed and control needed for various modalities (ThermiTight, ThermiRase, ThermiSmooth Face and ThermiVa), with added versatility to treat more body areas.

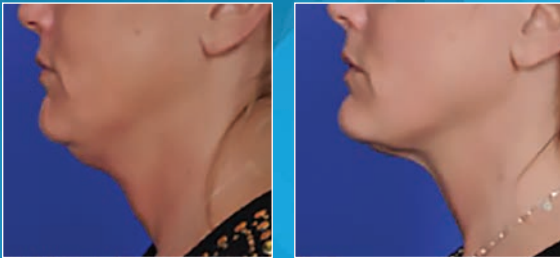
Cutera (Brisbane, Calif.) will feature the new truSculpt iD. This powerful, non-invasive monopolar RF-based body sculpting technology provides a personalized, hands-free or hand-held solution tailored to patients' individual needs, featuring real-time temperature control for clinically-proven results, safety and patient comfort. truSculpt iD treats the entire fat layer, resulting in approximately 24% fat thickness reduction. It offers unique handpiece and placement versatility, and customized 15-minute protocols to treat a full abdomen or multiple body areas simultaneously.

InMode (Richmond Hill, Ontario, Canada) is a medical aesthetic technology company focused on developing products and procedures that utilize the most innovative RF, light-based energy and laser technologies. The company's newest product EmbraceRF, creates a new segment of subdermal adipose tissue remodeling. It is designed to bridge the treatment gap between non-invasive and more extensive surgical options. The company will also highlight Triton, the FDA-cleared workstation with simultaneous multi-wavelength hair-removal energies operating at high levels. This combination of the three most popular wavelengths (755 nm, 810 nm, 1064 nm) in one platform allows practitioners to address a broader range of skin types and tones.

Solta Medical, a division of Bausch Health Companies, Inc. (Bothell, Wash.), is a global leader that helps drive revenue growth to aesthetic practices by providing innovative and effective skin rejuvenation and body contouring solutions. Solta offers seven aesthetic lasers and energy-based devices to address a range of concerns, including resurfacing and rejuvenation, body contouring, fat reduction, skin smoothing, hair removal and acne reduction. More than 5 million procedures have been performed with Solta Medical's portfolio of products around the world.

Zimmer MedizinSystems (Irvine, Calif.) has 45 years of expertise in manufacturing high-quality medical devices. Originally a manufacturer of physiotherapy devices, Zimmer rapidly evolved into the aesthetic industry. Zimmer's Aesthetic Division offers award-winning devices for the treatment of cellulite and enhancing body shaping, as well as skin cooling during laser and other dermatological treatments. The company's flagship products, Z Wave and Z Cryo, utilize advanced Radial Pulse and Cryotherapy technologies.

Shifting from energy-based technologies to topical science, the defensin peptides found in DefenAge's Clinical Power Trio products



Before and after one treatment with ThermiTight  
Photos courtesy of Barry DiBernardo, M.D.



Before and 12 weeks after one truSculpt iD treatment  
Photos courtesy of Amy Taub, M.D.



Before and three months after one treatment with EmbraceRF  
Photos courtesy of Pier Paolo Rovatti, M.D.



Cellulite  
Treatment



Enhanced  
Body  
Shaping

“ Our 2016 Coolsculpting® revenue was the best we had for the past few years. In spite of increasing CoolSculpt competition in the area, our business more than doubled from 2015 to 2016 since we added Z Wave. It was Z Wave that helped us stand out with a competitive advantage in our marketplace.

- Steven Weiner, MD  
Facial Plastic Surgeon, Santa Rosa Beach, FL

## What the Experts Say

“ I use the Zimmer chiller for all of my injectable filler and toxin as well as laser patients... The patients frequently comment on how much more comfortable they are due to the cold air and wonder aloud why other practitioners don't employ this. We believe this improves our retention, which is higher than industry standards, significantly.

- Amy Taub, MD  
Advanced Dermatology, Chicago, IL

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## ASPS & ASDS Meetings Underscore Scientific and Technological Advancements

from Progenitor Biologics, LLC (Carlsbad, Calif.) reprogram the skin to get younger every day. DefenAge Age-Repair Defensins represent evidence-based, revolutionary anti-aging technology implemented into skincare. Multi-center placebo-controlled clinical research shows that the Clinical Power Trio regimen globally improves the visual appearance of aging skin and offers most of the advantages of retinols and growth factor containing cosmeceuticals, without irritation or inflammation, sun sensitivity or concerns about neoplasia.

Episciences (Boise, Idaho) will launch the new Epionce Purifying Spot Gel Blemish Clearing Tx. Combining powerful botanical ingredients with new and improved moieties of traditional anti-acne ingredients, this product reduces acne lesions faster and more completely than prescription products, as proven in a head-to-head clinical study, without dryness or irritation. Physicians can pair it with the new Epionce Purifying Wash to help their patients control acne on the face and body.

While not a topical, Bellafill by Suneva (San Diego, Calif.) is the only dermal filler FDA-approved for the correction of nasolabial folds and moderate-to-severe atrophic, distensible facial acne scars on the cheek in patients over the age of 21 years. This smooth, collagen-based filler is composed of 80% bovine collagen gel and 20% polymethylmethacrylate (PMMA) microspheres. The collagen immediately volumizes smile lines or atrophic acne scars, lifting them to the level of surrounding skin. The PMMA microspheres form a matrix that supports production of endogenous collagen, which replaces the injected collagen over time.

There will be many products and companies on hand at both meetings that can help improve and/or advance various operational aspects of running a successful aesthetic practice.

Advice Media (Park City, Utah) has partnered with thousands of aesthetic practices over its 20 years of helping physicians achieve personal and professional success. The company provides website design and digital marketing, delivering more patients and allowing aesthetic physicians to achieve their own definition of success. With easy-to-understand marketing bundles, the company offers options to fit any practice's budget.

FotoFinder Systems (Columbia, Md.) will offer demonstrations of its Mediscope Bodystation, the innovative imaging solution for consistent before-and-after photo documentation of virtually any aesthetic, medical or surgical procedure. This system features the unique Laser Liner for consistent patient positioning at baseline and follow-ups. Every photo is automatically labeled and stored. Proposer software enhances consultations with procedure protocol and skincare product recommendations. The Universe iPad app provides image access at one's fingertips. With no floor mat, a small footprint, just one power cord and no loose cables, it is a truly mobile studio system. ■



Before and after ten treatments of Z Wave Pro given over a three week period  
Photos courtesy of Zimmer MedizinSystems



Before and two weeks after using DefenAge Clinical Power Trio skincare products  
Photos courtesy of DefenAge (Progenitor Biologics)



Acne scars before and 12 months after treatment with Bellafill  
Photos courtesy of Suneva



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Clinical study data on file. ©2018 Episciences, Inc.





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- ☑ High energy and large 15 mm spot size
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- ☑ Smart dye life management

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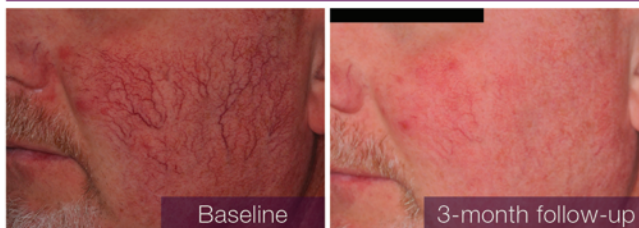


Vbeam® Prima

- Two wavelengths and cooling options
- More user-friendly features
- Better treatment experience

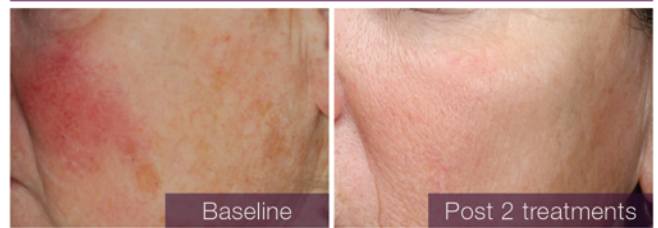
## Significant improvements across patients

Telangiectasia<sup>1</sup>



Photos are unretouched. Patient treated with Vbeam Prima; individual results may vary. Photos courtesy of E. Victor Ross, MD.

Rosacea<sup>2</sup>



Photos are unretouched. Patient treated with Vbeam Prima and contact cooling; individual results may vary. Photos courtesy of Konika Patel Schallen, MD.

Discover what the new Vbeam® Prima can do for your practice.

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\*Auto-calibration on start-up.

1. Ross EV. Vbeam Prima before and after photos. Candela, data on file. 2. Schallen KP. Vbeam Prima before and after photos. Candela, data on file.

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# TAA 2018

*Explores New Frontiers in Aesthetic Medicine*



et to take place November 17 – 18, 2018, at the luxurious Park Hyatt Aviara in Carlsbad, Calif., The Aesthetic Academy™ (TAA) presents an immersive two-day training and educational program covering all facets of aesthetic medicine. In addition to earning CME credits, attendees can also access a series of relevant, informative symposia, hands-on training, scientific lectures, live workshops and practice management courses, all taught by a world-class faculty of key opinion leaders and industry experts. Key topics will include regenerative aesthetics, feminine rejuvenation, body shaping, developments in skincare and minimally invasive facial rejuvenation, and advancements in energy-based technologies.

In addition, the TAA program has been expanded to offer The Certified Aesthetic Consultant™ (CAC) practice management course and Advanced Hands-On Injectables training course two times during the weekend, enabling attendees to fully maximize their participation in the most comprehensive two-day event in medical aesthetics.





## One Weekend of Education ... Big Rewards for Your Practice

We invite you to join us at *The Aesthetic Academy*, the most influential, two-day, continuing education program in aesthetic medicine. When you attend, you will receive an immersive educational experience, covering everything from the business of aesthetics to the latest in science and technology. The program offers high-demand courses that explore current and progressive industry topics and trends, including hands-on injectable workshops, and the sought-after Certified Aesthetic Consultant Program.

### Preliminary Program At-A-Glance

#### Saturday, November 17

7:00 AM – 8:00 AM Registration

#### TRACK 1: Advanced Injectable Training Courses (Offered Twice)

8:00 AM – 9:45 AM Neurotoxin Presentations

9:45 AM – 10:00 AM Break

10:00 AM – 12:00 PM Neurotoxin Hands-On Workshop

12:00 PM – 1:00 PM Lunch

1:00 PM – 1:40 PM Keynote Presentation: The Prognosis for Aesthetic Medicine

1:40 PM – 3:00 PM Dermal Filler Presentations

3:00 PM – 3:15 PM Break

3:15 PM – 5:00 PM Dermal Filler Hands-On Workshop

#### TRACK 2: General Education: All About Aesthetics

8:00 AM – 9:15 AM Science and Outcomes in Regenerative Aesthetics

9:15 AM – 9:30 AM Break

9:30 AM – 10:30 AM Evaluation of Emerging Procedures and Technologies

10:30 AM – 10:45 AM Break

10:45 AM – 12:00 PM The Art and Science of Male Aesthetics

12:00 PM – 1:00 PM Lunch

1:00 PM – 1:40 PM Keynote Presentation: The Prognosis for Aesthetic Medicine

1:40 PM – 2:40 PM The Prevention and Treatment of Complications

2:40 PM – 3:30 PM Breakthroughs in High-Demand Treatments

3:30 PM – 3:45 PM Break

3:45 PM – 5:00 PM Choosing the Right Technologies for Your Practice

#### TRACK 3: Certified Aesthetic Consultant Program – Advanced Techniques for Practice Success (Offered Twice)

8:00 AM – 10:00 AM Advanced Marketing Techniques

10:00 AM – 10:15 AM Break

10:15 AM – 12:00 PM Advanced Practice Metrics

12:00 PM – 1:00 PM Lunch

1:00 PM – 1:40 PM Keynote Presentation: The Prognosis for Aesthetic Medicine

1:40 PM – 2:40 PM Advanced Counseling Skills

2:40 PM – 3:45 PM Advanced Management Skills

3:45 PM – 4:00 PM Break

4:00 PM – 5:45 PM Certified Aesthetic Consultant Exam



Connect with elite aesthetic professionals and faculty from across the country to network, learn the latest techniques, and gain a competitive edge. With more than 13 hours of CME training and a flexible, affordable program designed to benefit everyone in your practice, you will have the opportunity to meet your annual CME requirements, indulge in a luxury weekend getaway, and acquire the skills to take your aesthetic practice to the next level. In order to provide an intimate and immersive learning experience, space is limited. Register today!

## Sunday, November 18

7:00 AM – 8:00 AM Registration

### TRACK 1: Advanced Injectable Training Courses (Offered Twice)

8:00 AM – 9:45 AM Dermal Filler Presentations

9:45 AM – 10:00 AM Break

10:00 AM – 12:00 PM Dermal Filler Hands-On Workshop

12:00 PM – 1:00 PM Lunch

1:00 PM – 2:45 PM Neurotoxin Presentations

2:45 PM – 3:00 PM Break

3:00 PM – 5:00 PM Neurotoxin Hands-On Workshop

### TRACK 2: General Education: All About Aesthetics

8:00 AM – 9:15 AM Techniques and Outcomes in Hair Restoration and Rejuvenation

9:15 AM – 9:30 AM Break

9:30 AM – 10:30 AM Combining Multiple Modalities to Achieve Optimal Results

10:30 AM – 10:45 AM Break

10:45 AM – 12:00 PM The Great Debate Behind Feminine Rejuvenation

12:00 PM – 1:00 PM Lunch

1:00 PM – 2:00 PM Learning from Real World Examples of Success

2:00 PM – 3:00 PM More than Just a Pretty Face: The Importance of Body Shaping

3:00 PM – 3:15 PM Break

3:15 PM – 5:00 PM Beauty is Skin Deep: Developments in Skincare

### TRACK 3: Certified Aesthetic Consultant Program – Advanced Techniques for Practice Success (Offered Twice)

8:00 AM – 10:00 AM Advanced Marketing Techniques

10:00 AM – 10:15 AM Break

10:15 AM – 12:00 PM Advanced Practice Metrics

12:00 PM – 1:00 PM Lunch

1:00 PM – 2:00 PM Advanced Counseling Skills

2:00 PM – 3:00 PM Advanced Management Skills

3:00 PM – 3:15 PM Break

3:15 PM – 5:00 PM Certified Aesthetic Consultant Exam

Please check for program updates at [www.TheAestheticAcademy.com](http://www.TheAestheticAcademy.com).

## Invited Faculty

Red Alinsod, M.D.

Tina Alster, M.D.

Mark Berman, M.D.

Monica Bonakdar, M.D.

Vivian Bucay, M.D.

Rich Castellano, M.D.

Gregory Chernoff, M.D.

Cameron Chestnut, M.D.

Suneel Chilukuri, M.D.

Deepak Dugar, M.D.

Jason Emer, M.D.

Chad Erickson

Kimberly Evans, M.D.

Dore Gilbert, M.D.

Richard Goldfarb, M.D.

Leann Griffin, R.N.

Thomas Jeneby, M.D.

Elizabeth Houshmand, M.D.

John Kahen, M.D.

Jonathan Kaplan, M.D.

Kian Karimi, M.D.

Terrence Keaney, M.D.

Tara Leifer

Tess Mauricio, M.D.

J.D. McCoy, N.M.D.

Nasir Mohammedi, M.D.

Zein Obagi, M.D.

Andrew Ordon, M.D.

Christine Petti, M.D.

Anil Rajani, M.D.

Aubrey Rankin

Wendy Roberts, M.D.

Lori Robertson, M.S.N., F.N.P.-C.

Leif Rogers, M.D.

Charles Runels, M.D.

Rand Rusher, R.N., C.A.N.S.

Kevin Sadati, M.D.

Tim Sawyer

Aaron Shapiro, M.D.

Jay Shorr

Mara Shorr

Kelly Smith

Dori Soukup

Christian Subbio, M.D.

Farhan Taghizadeh, M.D.

Sherry Thomas, M.D.

Carl Thornfeldt, M.D.

Robert Troell, M.D.

Nikolay Turovets, Ph.D.

Lisa Wark

Greg Washington, Sr.

Ryan Welter, M.D., Ph.D.

Allan Yang Wu, M.D.

Craig Ziering, M.D.

Edward Zimmerman, M.D.

... and more



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# How MiXto Fits into My Practice

By Ken Oleszek, M.D.

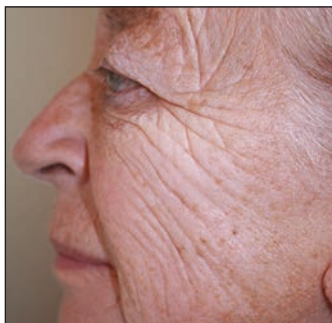
With over 15 devices in my practice, I have plenty of options for treatments and patients. Naturally, over the years I have established my favorite devices, as well as my less utilized devices. With multiple applications and predictable results, the MiXto is one of my top three devices, and I use it frequently.

MiXto's patented scan pattern and micro laser spot size of 180  $\mu\text{m}$  are just two of the advanced features that make this system stand out in its class of lasers.

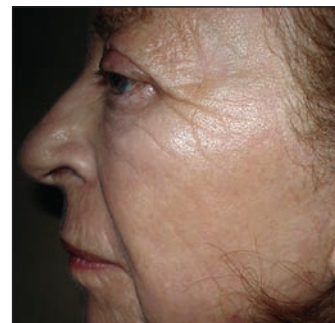
Based on a proprietary mathematical algorithm, the MiXto's scanning pattern leaves the largest amount of time possible between adjacent laser spots, while filling in the targeted square area of tissue. This allows each spot to cool before any adjacent spots are placed next to it, thus decreasing adjacent heating.

In addition, the fractional setting offers variable intensities, which I customize to each patient. I have low-, mid- and high-intensity settings that allow me to match desired results and downtime. The MiXto can use a 180  $\mu\text{m}$  or 300  $\mu\text{m}$  laser spot. I prefer the 180  $\mu\text{m}$  laser for acne scar treatment or more aggressive resurfacing. With the smaller laser spot procedural pain is decreased and healing is accelerated, resulting in fewer adverse events. I use the 300  $\mu\text{m}$  laser spot for more superficial applications and body treatments.

One of my favorite techniques is to combine the MiXto with Sculptra and IPL. This multi-faceted improvement of sun damaged skin, pigmentary changes and volume restoration gives the patient a more global enhancement.



Before and after treatment with MiXto  
Photos courtesy of Ken Oleszek, M.D.



Before and after treatment with MiXto  
Photos courtesy of Ken Oleszek, M.D.



With no disposable costs there are no obstacles prohibiting use of the MiXto for small treatments such as sebaceous hyperplasia, skin tags or ice pick scars. It is also my go-to for scar resurfacing post face-lift, abdominoplasty or breast augmentation.

The MiXto device has been reliable and Lasering USA is responsive and helpful,

whether for repairs or to discuss different treatment parameters.

I am often approached by physicians just starting their laser practice. I say MiXto is a must for any new practice – the relatively lower acquisition cost and diverse treatment options make it very attractive.



**Ken Oleszek, M.D.**

Dr. Oleszek attended medical school in Denver at the University of Colorado Health Sciences Center and completed his internal medicine residency at the University of New Mexico. He is the owner and medical director of La Fontaine Aesthetics in Denver, Colo., a medical aesthetic practice focused on innovative minimally invasive treatments. His practice won an Aesthetic Award for Best Non-Surgical Facial Enhancement at The Aesthetic Show.



Four Awards.

MiXto 



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**The MiXto Fractional CO<sub>2</sub> Laser delivers winning results to capture the Best Surgical Facial Rejuvenation Enhancement Award\* in four years.**

MiXto leads the way in micro fractional CO<sub>2</sub> laser skin resurfacing for all skin types, easily outperforming all other energy-based systems – lasers, RF, and other heat producing devices.

This award-winning technology combines the CO<sub>2</sub> gold standard for skin resurfacing with a unique patented scanner to deliver a precise matrix of Microspots that penetrate to the dermis and stimulate new collagen growth.

Learn how easy it is to achieve award-winning results for your patients with the MiXto Fractional CO<sub>2</sub> Laser. Visit

[www.laseringusa.com](http://www.laseringusa.com) or call

**866.471.0469** today.

You'll see more results after one MiXto treatment than competing devices can deliver in three treatments. Patients can expect less discomfort and faster recovery times.

\*The Aesthetic Show, Las Vegas, Nevada



# Laser-Based Platform Delivers No-Downtime Submental Treatment

By Jeffrey Frentzen, Executive Editor



**Bruce Katz, M.D.**  
Director  
JUVA Skin & Laser Center  
Clinical Professor of Dermatology  
Icahn School of Medicine at Mt. Sinai  
New York City, NY



**David H. McDaniel, M.D.**  
Co-Director  
Hampton University Skin of  
Color Research Institute  
Adjunct Professor  
School of Science at Hampton University  
Hampton, VA

A fast, no-downtime fat reduction treatment for the submental region has finally arrived. SculpSure®, the efficient laser-based body contouring platform from Hologic, Inc. (Marlborough, Mass.), which also treats the abdomen, flanks, back, and inner and outer thighs, was recently FDA-cleared to address the double chin.

Powered by a 1060 nm hyperthermic diode laser, SculpSure's submental application penetrates the skin to heat subcutaneous adipose tissue. This mechanism of action disrupts fat cells, leaving extracellular lipids and other cellular debris, to be naturally removed by the body over time.

Though many patients need a series of treatments to achieve a desired outcome, SculpSure can offer significant results after just one or two 25-minute sessions.

"SculpSure has streamlined the way we eliminate fat," stated Bruce E. Katz, M.D., a clinical professor of dermatology at the Icahn School of Medicine at Mt. Sinai, and director of the JUVA Skin & Laser Center in New York City, N.Y.

"It is a major development in terms of body contouring," he continued. "You can treat small and large areas and obtain good

results. Patients have been thrilled. We conducted studies for the submental FDA clearance and found that patient satisfaction was 100%, which is very remarkable."

According to David H. McDaniel, M.D., co-director of the Hampton University Skin of Color Research Institute (Hampton, Va.) and adjunct professor in the School of Science at Hampton University, "Since SculpSure also addresses most body areas, it was a natural progression to adopt the submental piece."

"I was very interested in the laser lipolysis because of the thermal effect. We were already using the SculpSure system for other body areas, so we knew it was very reliable," Dr. McDaniel added.

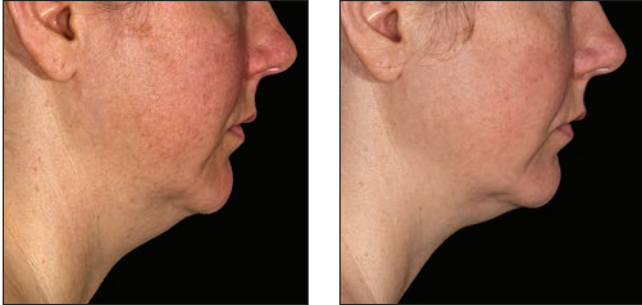
"Effectively treating the submental area depends somewhat on the shape of the patient's anatomy," he explained. "SculpSure's applicators possess a bicycle helmet-like strap that enables treatment of all the different contours under the chin. The applicator's design provides some flexibility, as well as some rigidity depending on the patient's anatomy."

Compared with other approaches, SculpSure's laser energy creates heat over a larger volume without creating hot spots. Feathering of the heat dispersal provides natural-looking results, while minimal energy absorption in the dermis leaves the skin's surface unharmed.

The skin is further protected by proprietary Contact Cooling™ technology, which operates at 15° C during treatment and enhances patient comfort. "The unit's water-cooled sapphire windows must be in contact with the skin surface at all times," stated Dr. Katz. "There is a safety feature that stops the laser from firing if contact with the skin is lost, which diminishes the risk of burns."



Before and 12 weeks after second SculpSure submental treatment series  
Photos courtesy of Bruce Katz, M.D.



Before and 12 weeks after second SculpSure submental treatment series  
Photos courtesy of L. Bass, M.D.

“On top of its efficient delivery of laser energy to the subcutaneous target, through my research I’ve noticed SculpSure also safely treats darker skin,” Dr. McDaniel reported.

“We have treated up to Fitzpatrick skin type V and have had no difficulties at all on skin of color. With a lot of laser treatments, you have to worry about depigmentation or post-inflammatory hyperpigmentation (PIH), but with SculpSure there is no real concern about that.”

Additionally, SculpSure’s submental procedure supports individuals with a BMI up to 43, while other products are indicated for a BMI of 30 or less.

“On submental fat, I think you could achieve really nice outcomes with a higher BMI,” expressed Dr. McDaniel. “The applicators cover the area well, so I think SculpSure is particularly suited to some of the people that have a moderately higher BMI.”

SculpSure’s functionality also lets practitioners create a comprehensive body contouring treatment plan that targets multiple body areas.

“Selecting the right subjects for this procedure is key to good results,” Dr. McDaniel indicated. “Designing which direction

and how to place the applicators is really important. One of the unique things about SculpSure is its Lego-like ability, which allows you to arrange the applicators in different configurations. You can place them in rectangles, put them together to make more of a square, or you can lay them out like a locomotive train to address other body areas. Exact placement is critical.”

Patients should also have realistic expectations of the amount of fat they can expect to have removed, noted Dr. McDaniel. “A second treatment with the 1060 nm laser six weeks later may produce better results,” he said.

“When we start to look at patients at six, nine or twelve weeks out, I’m pretty confident that we will see better fat reduction than what was originally appreciated. I think over time the patient satisfaction of long-term outcomes is going to be very good.”

Apart from observing exceptional patient results, SculpSure is a joy to use, Dr. McDaniel expressed. “The staff really like it. Using it effectively requires some operator skill and experience. It is not complicated to use, but you need to have good training,” he said.

SculpSure is good for the practice’s bottom line, as well, Dr. McDaniel explained. “The device has enhanced our body sculpting business, and our practice continues to grow with it. With the addition of new FDA-cleared indications and even with all the other treatment options, SculpSure has been very successful for us.”

Dr. Katz agreed, stating that the new submental treatment will continue a tradition of SculpSure’s good return on investment.

“Submental treatments are popular with many people,” he noted. “It is an area that people have concerns about, such as the double chin, and SculpSure does a good job of treating fat that is resistant to exercise and diet.”

“The device has enhanced our body sculpting business, and our practice continues to grow with it. With the addition of new FDA-cleared indications and even with all the other treatment options, SculpSure has been very successful for us.”



# IMCAS 2019 Program Offers Something for Everyone

The *International Master Course on Aging Science* (IMCAS) has become one of the most anticipated international congresses in dermatology, plastic surgery and aesthetic science today. Year after year, this event continues to flourish from what began as an ambitious project, to what is now a growing empire.

In 2018, IMCAS commemorated its 20th anniversary of the Annual World Congress in Paris, France. Based on the consistently positive feedback from attendees over the last 20 years, IMCAS has built a reputation as being a world leader in medical aesthetic conferences. According to Klaus Fritz, M.D., a dermatologist in Germany, IMCAS is a “great leading congress in aesthetic treatments. Most innovations start here!”

The 20th anniversary edition was no exception. For Javier Beut, M.D., a facial plastic surgeon in Spain, IMCAS World 2018 was an excellent educational meeting. “Congratulations on keeping us updated for the last 20 years. Here’s to another 20 years and more,” he commended.

IMCAS is always striving to build and improve on the achievements of the past. Along these lines, the triumph of their 2018 congress has set the bar for an even more successful 21st edition.

More than 10,000 delegates from over 100 countries and 745 world-renowned speakers leading 265 sessions are expected. This amounts to three days of intense learning to ensure that attendees do not miss out on a lecture or workshop.

Delegates will be able to pick and choose from these sessions, which explore every aspect of dermatology, surgery and aesthetic science, to create their own tailored experience. This year, the congress will cover leading themes such as lasers and energy-based devices; injectables; clinical dermatology; cosmeceuticals; face surgery; breast and body surgery; regenerative medicine and cell



therapy; genital treatments; hair restoration; and professional business.

As always, the famous Anatomy on Cadaver Workshop is the must-attend event of the congress. This one-day workshop will feature cutting-edge treatment demonstrations presented through a cadaver dissection via live satellite transmission. Attendees should participate in this workshop to discover how understanding anatomy is a critical aspect of all aesthetic treatments.

New to this year’s Annual World Congress is the IMCAS Live Aesthetic Surgery Course featuring a full day of live surgeries, dissections and debate, all occurring simultaneously. This event boasts the endorsement of a number of European and American scientific societies and is dedicated to plastic surgeons.

Other session formats include regional masterclasses that cover the specificities of



each population, focused courses offering peer-to-peer exchange, debates on controversial hot topics and live demonstrations. This variety ensures that there is something for everyone.

By touring the exhibition hall, along with attending symposia and product analysis workshops, delegates also have the chance to interactively discover the newest products and devices on the market from 300 leading companies.

And what’s Paris without a bit of glamour? As attendees have come to expect, the Networking Cocktail and Gala Dinner will offer a chance to network with other professionals in the aesthetic field in a laidback, yet sophisticated environment.

Join the IMCAS Annual World Congress 2019 and discover all the advancements in the aesthetic field. Register today at [www.imcas.com](http://www.imcas.com).

## Why wait for 2019?

*Kick-start your education now by joining the IMCAS Academy!*

The IMCAS Academy is the leading social learning platform for dermatology and plastic surgery. Since its launch, the community has grown to over 15,000 members, with an ever-increasing library of over 2,600 lectures and 500 courses. In addition, the newly launched IMCAS Alert provides a platform for members to easily and quickly receive advice on their complicated cases from international experts.

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# The Aesthetic Show Annual Awards Ceremony Honors Aesthetic Innovators and Influencers

By Jeffrey Frentzen, Executive Editor

**A**s a mainstay of The Aesthetic Show (TAS), the annual Aesthetic Awards ceremony has been recognizing leaders in medical aesthetics for eight years. Hosted by celebrity plastic surgeon and TAS scientific chairman, Andrew P. Ordon, M.D., F.A.C.S., the new TAG! You're It! awards ceremony maintained tradition, but with expanded categories that honored professionals truly driving innovation and excellence in medical aesthetics, including practitioners, researchers, product developers and industry leaders. Nominations were received from across the country, and a distinguished panel of aesthetic specialists reviewed and scored hundreds of submissions in order to determine the best of the best. Winners were announced during the live ceremony on Saturday, July 7, 2018.



INFLUENCERS & INNOVATORS

AG! *You're It!*

2018 Awards





*We would like to thank our Awards Sponsors and Judges for their support*



A long-standing supporter of The Aesthetic Show, Galderma Aesthetics, a division of Nestlé Skin Health (Fort Worth, Texas), has a reputable history and unique heritage in the aesthetic industry due to its portfolio of popular facial injectable products. "As a company invested in the future of the aesthetic industry, we are proud to be recognized for our commitment to innovation," stated Alisa Lask, general manager & vice president of the U.S. Aesthetic Business Unit at Nestlé Skin Health. "This is further proof of Nestlé Skin Health's dedication to advancing science-based solutions that help rejuvenate aging skin."



Oxygenetix Institute, Inc. (Beverly Hills, Calif.) has steadfastly supported The Aesthetic Show over several years. The company's novel technology, Oxygenetix Oxygenating Foundation, which is a breathable protective foundation makeup, conceals and reduces post-procedure scarring and discomfort to minimize social downtime. After the awards ceremony, the company's CEO Kort V. Pearson remarked, "We are honored to receive this recognition and look forward to future shows, collaboration and continuing to develop innovative products for the aesthetic industry."



**Rich Castellano, M.D.**  
Facial Plastic Surgeon  
ImageLift Cosmetic Surgery  
Tampa, FL

As a plastic surgeon and trainer specializing in minimally invasive face-lifts and laser-based skin rejuvenation, Dr. Castellano is recognized as a top injector of long-term fillers. Having performed over 10,000 facial cosmetic procedures, over 3,500 face-lifts under local anesthesia and authoring two best-selling books, Dr. Castellano has made hundreds of media appearances. He is also known as the first facial plastic surgeon to regularly post live, global broadcasts of aesthetic procedures.



**Gregory W. Chernoff, M.D., F.R.C.S.**  
Plastic Surgeon  
Chernoff Cosmetic Surgery  
Beverly Hills, CA and Indianapolis, IN

Dr. Chernoff was trained in facial plastic and reconstructive surgery, laser therapy, breast rejuvenation and body contouring. This education provided him with comprehensive expertise in combining meticulous surgical techniques with the latest non-surgical therapies to deliver consistent results in a gentle manner. In addition, he has authored numerous scientific papers and medical laser textbook chapters, as well as given over 600 lectures to physicians around the world on both surgical and non-surgical therapy.



**Suneel Chilukuri, M.D., F.A.A.D., F.A.C.M.S.**  
Director of Cosmetic Surgery  
Refresh Dermatology  
Houston, TX

Dr. Chilukuri is an internationally recognized cosmetic dermatologic surgeon specializing in non-surgical (liquid) face-lift techniques. He has published extensively in cosmetic surgery, dermatologic surgery and dermatology journals and textbooks. He lectures at national and international conferences regarding cosmetic and reconstructive surgery, and has served as a faculty instructor and clinical professor for cosmetic and reconstructive surgery at Yale University School of Medicine, Columbia University School of Medicine, Baylor College of Medicine and Albert Einstein Medical College.



**Kian Karimi, M.D., F.A.C.S.**  
Facial Plastic Surgeon  
Rejuva Medical Aesthetics  
Los Angeles, CA

As a double-board certified facial plastic surgeon / head and neck surgeon, Dr. Karimi maintains an active aesthetic practice where he focuses on facial surgery, skin rejuvenation procedures and body sculpting. He is currently serving his fourth year as a team plastic surgeon for the Los Angeles Kings Hockey organization. Additionally, he is a volunteer lecturer and clinical instructor for the UCLA-Santa Monica department of family medicine.



**Terrence Keane, M.D., F.A.A.D.**  
Dermatologist  
SkinDC  
Arlington, VA

Dr. Keane is a dermatologist with training in cutaneous laser, hair and dermatologic surgery. He was instrumental in launching the first cosmetic, hair and laser surgery center for men in the U.S. He utilizes a gender-specific approach to aesthetics, which is focused on personalized, preventive skincare using innovative dermatology techniques and products. His specialized training makes him a unique and expert opinion leader in dermatology, skincare and aesthetics.



**Joseph Niamtu, III, D.M.D.**  
Cosmetic Surgeon  
Niamtu Cosmetic Facial Surgery  
Richmond, VA

Surgeon, teacher and author, Dr. Niamtu lectures internationally on facial surgery and has authored four textbooks, 22 chapters in other textbooks, hundreds of publications on various cosmetic facial topics and a cosmetic facial surgery DVD series. In addition, he has served on the board of directors of the Cosmetic Surgery Foundation and chaired numerous committees with the *American Academy of Cosmetic Surgery*. He appears regularly in newspaper articles, TV broadcasts and popular magazines.



**Christine Petti, M.D., F.A.C.S.**  
Plastic Surgeon  
Palos Verdes Plastic Surgery Medical Center  
Torrance, CA

An award-winning plastic surgeon, Dr. Petti is committed to remaining on the leading edge of aesthetic surgery. She was one of the first plastic surgeons in California to have a state and federally-licensed ambulatory surgery center and medical day spa. Her work with surgical and laser-assisted liposuction and laser-based cellulite treatments has been published in medical literature. Her practice is a training center for plastic surgeons interested in laser-assisted surgical and non-surgical procedures. Also, Dr. Petti has appeared on multiple TV programs, including *The Doctors*, *20/20* and *Inside Edition*.



**Lori J. Robertson R.N., M.S.N., F.N.P.-C.**  
Owner and Clinical Director  
Skin Perfect Medical  
Brea, CA

Ms. Robertson has spent over 30 years in healthcare, with specialties in critical care, emergency medicine, hyperbaric medicine, family practice and, since 2007, aesthetic medicine for which she has won multiple awards. She is a national speaker and clinical educator for top aesthetic manufacturers, including Galderma, Lutronic and Allergan. She worked for 19 years as a medical technical advisor and actor on the daytime series *General Hospital*. Ms. Robertson also runs a non-profit organization dedicated to treating victims of facial trauma.



Learn more: • Sept 29th - Oct 1st, 2018 **ASPS 2018 Chicago**

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Paul Nassif MD

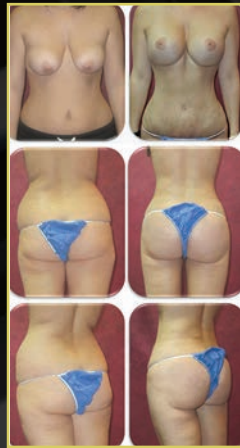
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## Physician Surgical Innovator of the Year

Angelo Cuzalina, M.D., D.D.S.  
Cosmetic Surgeon  
Tulsa Surgical Arts  
Tulsa, OK



Dr. Cuzalina has been dedicated to the specialty of cosmetic surgery since 1998. His advanced surgical techniques have continued to wow and inspire his peers and TAS attendees alike, while also earning him multiple aesthetic awards.

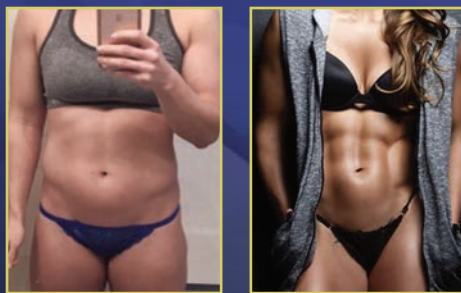
"I try to pick surgeries that will make a big difference to my patients, safely." This 30-year-old female patient received a Brazilian butt lift, liposuction to the hips and thighs, full tummy tuck and breast lift, as well as breast augmentation utilizing silicone gel implants.





## Physician Non-Surgical Innovator of the Year

Jason Emer, M.D.  
Beverly Hills, CA



Dr. Emer was actually a multiple award winner at the 2018 TAG! You're It! Aesthetic Awards. "We were shocked that we had this level of winning, but what is cool about the award-winning before-and-after photos is they showed the extent of what I do in my practice with surgical techniques, non-surgical therapies, technology, etc. I feel very honored," he said. For this patient Dr. Emer applied ten weekly treatments of BTL Vanquish to the front and back, combined with BTL Exilis Ultra and Cellutone procedures. In addition, she received two cycles of CoolSculpting to the flank and stomach, given six weeks apart.







## Non-Physician Non-Surgical Innovator of the Year

Joseph Sardano  
CEO  
Sensus Healthcare  
Boca Raton, FL



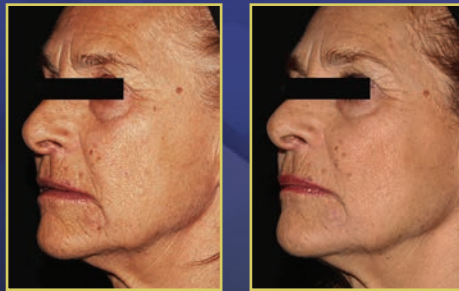
Over the past several years, Mr. Sardano, CEO of Sensus Healthcare, has worked tirelessly to offer a non-surgical solution for non-melanoma skin cancer and an effective treatment for keloid scars. The state-of-the-art Superficial Radiation Therapy (SRT) technology is the non-surgical treatment option dermatologists and oncologists have been waiting for.

Upon receiving the award, Mr. Sardano remarked, "We are absolutely thrilled, surprised and excited to be recognized. We take the award seriously. We will work hard to live up to the expectations that have been set, and continue to provide world-class technology that works well within the physician's environment."



## Company Non-Surgical Innovator of the Year

DefenAge Skincare  
Carlsbad, CA



In recognition of pioneering an advanced anti-aging skincare, DefenAge Skincare earned a prestigious TAG! You're It! Aesthetic Award. "It's great," said company CEO Nikolay Turovets, Ph.D. "We have worked so hard to bring this technology to the market, and are very grateful to The Aesthetic Show and The Aesthetic Channel for recognizing our accomplishments."

DefenAge's exclusive and proprietary ingredient, Age-Repair Defensins, reprograms the body to create new and younger-acting skin via the activation of dormant cells. DefenAge products can be combined with almost any skincare regimen and do not contain animal- or human-originated ingredients, parabens, formaldehyde-releasing preservatives, sulfates, mineral oils, colorants, phthalates or BPA.







## Physician Technology Innovator of the Year

Jason Emer, M.D.  
Beverly Hills, CA



Dr. Emer also received the award for Physician Technology Innovator of the Year for his advanced utilization of multiple technologies to achieve outstanding high-definition contouring outcomes. Treatment began with a VASER Lipo body sculpting procedure combined with J Plasma internal tightening; breast gland removal; nipple lifting; and fat injections to the chest, shoulders and biceps for a full-body transformation.





## Non-Physician Technology Innovator of the Year

Joseph Proctor  
CEO  
Bellus Medical  
Addison, TX



Bellus Medical's non-invasive innovations include the SkinPen® microneedling device; the post-microneedling protocol Skinfuse®; Allumera® light-activated cream; and the ProGen and RegenLab® PRP systems.

As a strong influencer in the medical aesthetic industry, Mr. Proctor has earned awards and distinctions throughout his executive leadership and is highly regarded for his foresight, innovation and business strategy. "It's been five years of incredibly hard work to develop the SkinPen," said Mr. Proctor. "So, to win an award from the industry acknowledging our achievements is exceptional."





## Company Technology Innovator of the Year

BodyTite by InMode Aesthetic Solutions  
Richmond Hill, Ontario, Canada



InMode's energy-based aesthetic systems are known for their innovative qualities, and its BodyTite™ RF-based body contouring device received top honors at the 2018 awards ceremony. BodyTite RFAL (radiofrequency assisted lipolysis) is an innovative body contouring system, specifically targeting the surgery averse population, as well as so-called "in-between" patients whose needs are not serious enough for an excisional procedure, but not good enough for liposuction. Using advanced A.C.E. (Acquire, Control, Extend) technology, BodyTite addresses the needs of these patients with less downtime, local anesthesia and limited scarring.



## Physician Practice Management Innovator of the Year

Jason Emer, M.D.  
Beverly Hills, CA



Upon winning his third award of the night, Dr. Emer immediately shared the honor with his social media staff for crafting ingenious outreach campaigns to promote and support his practice. "I work closely with my team to develop unique ways to combine photographs, videos and audio clips," he said. "The goal is to create distinctive social media content that is eye-catching, educational and parallels the advancements being made in industries outside of the medical field, such as make-up, beauty and entertainment."







## Non-Physician Practice Management Innovator of the Year

Jay Shorr & Mara Shorr  
Ft. Lauderdale and  
Winter Park, FL



Jay Shorr continues to be a voice of practice management in the medical aesthetic industry, and his business partner / daughter Mara Shorr is a recognized expert in medical marketing. They have gained a strong reputation nationally for helping practices with organizational, marketing and business management needs, as well as running the Certified Aesthetic Consultant program, so it no surprise they were each nominated in this category, but even less of a surprise that our judges scored them equally, resulting in the only tie of the night.

"Winning a national award with my father is a great honor. We help medical practices across the U.S., and the fact that a community of our peers has chosen us for this award means so much," said Ms. Shorr.



## Company Practice Management Innovator of the Year

Nextech Systems  
Tampa, FL



Nextech is a leading specialty-specific practice management and electronic medical records (EMR) software provider, offering aesthetic practitioners a fully integrated, advanced technology solution that can transform their business. Nextech has been a long-standing major developer of medical business software, with systems that are intuitive and well-designed. Customizable templates work seamlessly with the unique needs of each specialty practice to enhance profitability, boost patient engagement and enhance overall patient care. The Nextech system can integrate with a variety of value-added modules in order to create a singular platform for addressing clinical, administrative, financial and marketing workflows.





## Best Aesthetic Practice

The Aesthetic Clinique  
Steven F. Weiner, M.D.  
Santa Rosa Beach, FL



Specializing in non-surgical cosmetic enhancements, The Aesthetic Clinique consists of Dr. Weiner, a Johns Hopkins trained facial plastic surgeon who concentrates solely on laser-based treatments and injectables, along with his highly trained staff.

Dr. Weiner trains other physicians throughout the U.S. and is a regular speaker at The Aesthetic Show and other aesthetic meetings. "The fact that my practice won is still soaking in," Dr. Weiner said after the awards ceremony. "It could not have happened without contributions from my wife and team."

"When people want to know what is special about our practice, I tell them it's the whole package, from the way we treat our customers to the look and feel of the place. It doesn't seem like a doctor's office at all," he explained.

Interestingly, instead of waiting rooms there are lounges. Additionally, iPads are found in every room to offer patients before and after galleries, Dr. Weiner's videos, digital consent forms or entertainment.



## Andrew P. Ordon Lifetime Achievement Award

Zein Obagi, M.D.  
ZO Skin Health  
Beverly Hills, CA



Having spent more than 40 years practicing dermatology and establishing a leading skincare line, world-renowned skincare expert, award-winning inventor, educator and author, Zein Obagi, M.D., overwhelmingly earned the 2018 Lifetime Achievement Award.

Dr. Obagi has published two books and seven papers in peer-reviewed journals; has seven patents, five prestigious industry awards, and has lectured at countless aesthetic events over the past 30 years.

As medical director of ZO Skin Health, Dr. Obagi continues to revolutionize the skincare field, becoming known as the father of efficacious, results-driven techniques. It is this dedication to the field of aesthetic dermatology and his inspirational focus that makes him truly deserving of this award.

"My principle in life is to try to solve problems that are difficult to solve and have the passion to help people. Winning this award gives me a certain amount of personal satisfaction, which says to me that education and learning never ends. A lifetime achievement award should not be looked at as an end but as the beginning of something that encourages new, junior physicians as they enter the field."



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Crystal Clear is an industry leader in providing world-class software, marketing and consulting solutions for the modern medical / aesthetic practice. Named "Top Aesthetic Service Provider 2016 - 2017" by Aesthetic Everything® and "Best Practice Marketing Company of 2016 - 2017" by *The Aesthetic Guide*®, Crystal Clear strives to help practices around the globe find, serve and keep more patients profitably through one fully-integrated system. From patent-pending opportunity management software to customized digital marketing services, Crystal Clear is the solution for managing all aspects of your medical practice in today's social world.

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(415) 657-5500 telephone (415) 330-2444 facsimile  
www.cutera.com

Cutera develops new solutions that give medical aesthetic professionals the power to adapt, evolve and stay at the forefront of their field so that they can deliver true patient satisfaction. Ideating, exploring, designing, testing and developing new solutions is the foundation of our process, which has created truly one-of-a-kind devices.

**DefenAge Skincare**

5845 Avenida Encinas, Suite 130  
Carlsbad, CA 92008  
(888) 368-5372 telephone  
www.DefenAge.com

Can your skin naturally turn back the clock? According to a new study, yes, it can! A recent multi-center study shows that DefenAge's Clinical Power Trio, "globally improves the visual appearance of aging skin," and, "offers most of the advantages of retinols and growth-factor cosmeceuticals, without irritation, inflammation, sun-sensitivity, or concerns about neoplasia." (Taub, Bucay, Keller, et al. JDD, 2018;17(4):426-441).

**Endo Pharmaceuticals, Inc.**

1400 Atwater Drive  
Malvern, PA 19355  
(800) 462-ENDO (3636) telephone  
www.endo.com

Endo Pharmaceuticals, Inc., headquartered in Malvern, Penn., develops and markets high-value, quality-branded pharmaceutical products for patients in need. Endo Pharmaceuticals' specialty portfolio includes products for urology, men's health, orthopedics and endocrinology, with product development underway in medical aesthetics.

**Envy Medical, Inc.**

5150 E. Pacific Coast Highway, Suite 720  
Long Beach, CA 90804  
(888) 848-3633 telephone (818) 874-1195 facsimile  
www.envymedical.com

Envy Medical develops, markets and sells highly effective, non-invasive, clinically-proven skin rejuvenation therapies. Products include: Dermalinfusion®, an advanced skin resurfacing treatment that provides precision exfoliation with condition-specific serum infusions for better patient outcomes and patented Lumixyl® Peptide, a tyrosinase inhibitor researched and developed by Stanford University, that safely controls, treats and prevents hyperpigmentation.

**Epionce**

10211 W. Emerald Street  
Boise, ID 83704  
(866) EPIONCE (374-6623) telephone  
(866) 374-6603 facsimile  
www.epionce.com

Epionce is a comprehensive and innovative set of products designed to optimize the appearance and health of the skin by working at the core of the skin's own protective and reparative systems. Developed by a clinical dermatologist, the unique approach delivers a blend of active botanical ingredients to deeply penetrate the skin. This helps to improve skin function, restore the natural protective barrier and reverse destructive skin inflammation. Fifteen independent clinical studies comparing the marketed products against leading prescription products have validated the technology of the Epionce line.

**FotoFinder Systems, Inc.**

7100 Columbia Gateway Drive, Suite 120  
Columbia, MD 21046  
(888) 501-0805 telephone (443) 283-3869 facsimile  
www.fotofinder-systems.com

FotoFinder offers a variety of professional photo solutions for face and body, automatic mole mapping and dermoscopy. Our Mission is to bring the skin into the picture brilliantly and make medical photography high performance, time saving and intuitive.

**Fotona**

2307 Springlake Rd., Suite 518  
Farmers Branch, TX 75234  
(972) 598-9000 telephone  
www.fotona.com

Fotona develops and manufactures high performance, quality made laser systems. Our wide range of laser systems purvey quality, reliability, safety and cutting edge innovation in treatment speed and efficiency. Our global network of representatives and reference medical centers guarantee exceptional customer support, as well as technical and clinical training.

**Hironic Co., Ltd.**

19F U-Tower, 767, Sinsu-ro, Suji-gu, Yongin-si  
Gyeonggi-do, 16827, South Korea  
+82 31 525 7400 telephone +82 505 360 4201 facsimile  
www.hironic.com

Established in 2006, Hironic is a KOSDAQ-listed company that manufactures innovative medical aesthetic laser and energy-based devices for dermatology and plastic surgery clinics. Hironic provides a diverse range of products including Doublo™, a skin lifting device utilizing high intensity focused ultrasound (HIFU) technology for skin rejuvenation; Micool™, which permanently destroys fat cells using cryo fat reduction technology for body shaping; SLIMUS™, which also eliminates subcutaneous fat cells using 1060 nm diode laser and vibration via laser vibration alliance technology (LVAT); MIRACLEAR™ and A-Fit™ for acne treatment; VeraShape™ for obesity care; ByeLIPO™ for fat reduction and cellulite removal; Q-Fit™ for pigmented lesion treatment; and Easymo Graft™, a non-invasive hair transplant device. The Hironic brand is recognized, valued and trusted globally.



## **InMode**

100 Leek Crescent, #15  
Richmond Hill, ON L4B 3E6 Canada  
(855) 411-2639 telephone (855) 411-6789 facsimile  
www.inmodemd.com

InMode is an aesthetic medical technology company focused on developing products and procedures utilizing the most innovative radiofrequency, light-based energy and laser technologies. Our minimally invasive and non-invasive procedures are clinically proven to reduce treatment time, recovery time and deliver real results so people can live their most beautiful lives.

## **Lasering USA**

220 Porter Drive, Suite 120  
San Ramon, CA 94583  
(866) 471-0469 telephone (925) 718-8225 facsimile  
info@laseringusa.com / www.laseringusa.com /  
www.mixtoskinresurfacing.com / www.v-lase.com

Lasering USA is the exclusive U.S. and Canadian distributor for Lasering s.r.l., based in Modena, Italy. Founded in 1994, Lasering earned the reputation as a world-class manufacturer of surgical and aesthetic lasers. In 2006, Lasering introduced the first micro-fractional CO<sub>2</sub> laser for skin resurfacing. The MiXto SX and MiXto Pro have a revolutionary patented scanning technology utilizing chopped CW emission and a "Z" pattern algorithm. MiXto physicians have won the "Best Non-Surgical Facial Rejuvenation Enhancement Award" four times at The Aesthetic Show.

## **Lumenis**

2033 Gateway Place, Suite 200  
San Jose, CA 95110  
(877) LUMENIS telephone (408) 764-3500 facsimile  
www.aesthetic.lumenis.com

Lumenis® is a global developer, manufacturer and distributor of laser and intense pulsed light (IPL) systems. Surpassing 265 registered patents, 260 FDA clearances, and a presence in over 100 countries, Lumenis products are recognized worldwide as an industry gold standard. Market leading products include UltraPulse® and AcuPulse™ fractional CO<sub>2</sub> lasers; LightSheer® Infinity™, Desire™ and Duet® hair removal systems; the M22™ multi-technology platform with VascuPlus+™; and the newly introduced FemTouch™ on Acupulse, a solution for vaginal health related conditions. Lumenis aesthetic systems deliver high standards of excellence, quality and reliability, with premium value and service.

## **Mattioli Engineering Corporation**

1765 Greensboro Station Place, Suite 900  
McLean, VA 22102  
(703) 312-6000 telephone (703) 243-9139 facsimile  
www.mattioliengineering.com

Mattioli Engineering is a global, research-driven company dedicated to providing state-of-the-art technology to the medical community, specifically in the field of dermatology, skincare, cosmetic and general surgery. The company led the development of sterile crystal microdermabrasion devices and transdermal delivery devices based on proprietary dermoelectroporation technology. They are a world leader with more than 10,000 devices delivered worldwide over 20 years.

## **Millennium Medical Technologies**

6352 Corte del Abeto, Suite A  
Carlsbad, CA 92011  
(949) 215-8560 telephone (949) 215-8564 facsimile  
www.mmt-us.com

Millennium Medical Technologies (MMT) specializes in comprehensive solutions and products that support harvesting, processing and deployment of autologous tissue and cells. MMT makes autologous tissue and cell procedures safe, reproducible and cost-effective.

## **NewSurg**

1934 Hilltown Pike  
Hilltown, PA 18927-0261  
(215) 570-4327 telephone  
www.NewSurg.com

NewSurg develops and distributes the next generation of medical lasers and equipment for cosmetic practices. Generous trade-in credit for old Iridex, Laserscope and pulsed dye lasers towards the compact and affordable NS-532 system. This unit provides clinicians with the solution for pigmented and vascular lesions.

## **Oxygenetix Institute, Inc.**

9662 Santa Monica Blvd., Suite 223  
Beverly Hills, CA 90210  
(888) 500-1672 telephone  
www.oxygenetix.com

Oxygenetix is a breakthrough Breathable Foundation to cover, help heal and minimize – even eliminate – procedural scars. Designed for physicians, Breathable Foundation covers and soothes a wide variety of skin problems, including skin injuries, wounds, rashes, cracked, dry skin, acne scars, rosacea and other skin conditions. On post-surgical scars, patients are reassured and impressed that after care includes safely camouflaging any evidence of surgery.

## **Quanta System S.p.A.**

Via Acquedotto, 109  
Samarate, Varese 21017 Italy  
+39 0331 376 797 telephone +39 0331 367 815 facsimile  
www.quantasystem.com

Quanta System is an Italian company founded in 1985, based in Milan, Italy. Since 2004 it has been part of the El. En. International group. Quanta is among the first companies in the world producing lasers for three scientific fields: aesthetic medicine, surgery and art. Three areas united by one principle: to improve patients' quality of life and take care of people.

## **Rejuvn8, LLC**

4971 Bear Road  
Liverpool, NY 13088  
(315) 708-9913 telephone  
www.rejuvn8.com

Rejuvn8 offers both group and individual instructional courses, which cover the application of Polydioxanone (PDO) techniques and fat filler injections, as well as consulting services to physicians looking to add new medical aesthetic services. We represent the world-leading bio-filler autologous fat filler injection (BAFFI) kit, developed by a board certified general surgeon specializing in aesthetic medicine. The BAFFI kit allows you to perform these services in your clinics.





# New Transderm® Ionto DEP System

Professional drug infusion system  
exclusively for physicians.

The new, improved and portable Transderm® Ionto DEP System is the *only* "Needles Free Syringe" system on the market with Dermoelectroporation® technology\*.

Transderm® Ionto DEP System:

- A "syringe-like" handpiece design for medically controlled transdermal delivery of any ionic drug solution that is indicated by the physician
- Optimized transdermal delivery of macromolecules
- Continuous visual indication of the skin's impedance
- Ability to adjust the volume and flow of medication within the dispenser
- No pH change of the drug solution



## New Delivery Caps:

- 30% more efficient
- Faster than ever
- Avoids unwanted waste of product
- More comfortable sessions



## PRESCRIPTION DEVICE, RX ONLY

\* Dermoelectroporation® is a patented technology from Mattioli Engineering clinically proven to be able to transdermally deliver an accurate dosage of high molecular weight drugs into the body due to controlled electrical pulses.

CAUTION: Federal law (USA) restricts this medical device to sale by or on order of a physician.



**MATTIOLI ENGINEERING CORPORATION**  
1765 Greensboro Station Place, Suite 900,  
McLean, VA 22102 (USA)  
Main corporate number: 703-312-6000  
Toll-free number: 1-877-MATTENG (628-8364)

**MATTIOLI ENGINEERING ITALIA SPA**  
Via Petrarca 80/82, 50041 Calenzano (FI), Italy  
Tel. +39 055 882247 - Fax +39 055 8874879

info@mattioliengineering.com

www.mattioliengineering.com

a new science in skin care™



## **Rohrer Aesthetics, LLC**

105 Citation Court  
Homewood, AL 35209  
(205) 940-2200 telephone (205) 942-9905 facsimile  
www.rohleraesthetics.com

Rohrer Aesthetics provides high quality, affordable light and energy-based products. Featured products include the Spectrum Laser/IPL, The Phoenix CO<sub>2</sub> and the Pixel8-RF RF microneedling system. The Spectrum includes four lasers and an IPL, and is priced at \$54,995. Procedures include: removal of vascular and pigmented lesions, tattoos, unwanted body hair and skin resurfacing. The Phoenix CO<sub>2</sub> is priced under \$45,000 and can cut, coagulate and vaporize soft tissue. Furthermore, it can improve pigmentation, reduce fine lines, coarse wrinkles and help improve women's wellness. The PiXel8-RF combats aging using bipolar energy, alongside minimally invasive microneedles to facilitate effective skin tightening with little to no downtime and can be placed in your office for \$12,500. All of Rohrer Aesthetics' systems include a two-year warranty and our unmatched 30-Day Buy Back Guarantee.

## **Solta Medical, a division of Valeant Pharmaceuticals North America**

25881 Industrial Boulevard  
Hayward, CA 94545  
(877) 782-2286 telephone (510) 782-2287 facsimile  
www.solta.com

Solta Medical is a global leader in the medical aesthetic market, providing innovative and effective solutions. Solta offers energy-based aesthetic devices to address a range of skin-related concerns, including skin resurfacing and rejuvenation, fat reduction, hair removal and acne reduction. More than 5 million procedures have been performed with Solta Medical's portfolio of products around the world.

## **Suneva Medical, Inc.**

5870 Pacific Center Blvd.  
San Diego, CA 92121  
(888) 278-3345 telephone (858) 550-9997 facsimile  
www.sunevamedical.com

Privately-held aesthetics company Suneva Medical develops, manufactures and commercializes innovative products, including its flagship brand, Bellafill®. Available in the U.S., Canada, Hong Kong, Korea and Mexico, Bellafill dermal filler is approved by the U.S. FDA for treating nasolabial folds and facial acne scars.

## **Syneron Candela**

3 Goodyear, Unit A  
Irvine, CA 92618  
(800) 733-8550 telephone  
www.syneron-candela.com

Syneron Candela is a global leader in the aesthetic medical device marketplace. We combine a superior level of expertise and customer understanding, offering customers one of the broadest product portfolios, an exceptional global service organization, and an expansive worldwide distribution network.

## **Thermi, an Almirall Company**

3131 West Royal Lane  
Irving, TX 75063  
(866) 981-5017 telephone  
www.thermi.com

Thermi, an Almirall company, is a global leader in advanced temperature-controlled RF technology. Thermi systems offer versatile modalities and safely deliver rapid results through controlled heating using RF to impact positive tissue change and naturally stimulate collagen. Clinicians use Thermi technology to help address common signs of aging and/or weight loss, which may include fine lines, post-baby body, cellulite, loose skin and intimate tissue laxity, and to empower people to take control of their skin, body and intimate life.

## **Vevazz**

216 1st Street, Suite A  
Eaton, CO 80615  
(773) 620-9500 telephone  
jamie.fettig@vevazz.com  
www.vevazz.com

Vevazz light therapy technology inspired Dr. Jamie Fettig to create a system for fat loss and healthy living. Vevazz™ Contouring is a competitively priced, FDA-cleared LED light-based device designed to help people lose inches of fat immediately. Vevazz devices are ideal for private practices, spas and gyms. Featuring red, green and infrared LED light, Vevazz treats fat loss; cellulite; skin tightening; reduction of wrinkles, stretch marks and scars; relief from pain and neuropathy.

## **WonTech Co., Ltd.**

200 Lakeside Dr., Suite 260  
Philadelphia, PA 19044  
(267) 803-6880 telephone  
www.wtlaser.com

WONTECH Co., Ltd., established in 1999, develops and manufactures innovative energy-based devices for aesthetic, medical, surgical and veterinary applications. WONTECH is committed to developing high-quality products and has been improving maintenance and utilization of products through A/S and marketing worldwide. WONTECH has expanded its market not only domestically, but also into the U.S., Europe, Middle East, China and other overseas markets, and will continue to contribute to technology advancements that benefit physicians and patients.

## **Zimmer MedizinSystems**

25 Mauchly, Suite 300  
Irvine, CA 92618  
(800) 327-3576 telephone (949) 727-2154 facsimile  
www.zimmerusa.com

Zimmer MedizinSystems is a global leader in the aesthetic marketplace. Among other innovative products, Zimmer manufactures award-winning devices for conjunctive and stand-alone therapy. Zimmer's flagship products for aesthetics include Z Wave Radial Pulse Technology and the ZCryo line of cold air devices for epidermal protection and patient comfort at -30° C. Drawing inspiration from medical science and modern technologies, Zimmer MedizinSystems designs products to meet and exceed the expectations of the end-user.

# DERMAL FILLER PRODUCT COMPARISON CHART

Supplier	Product(s)	Key Component	Description	Physician Price	Regulatory Status	
<b>Adoderm</b>	VARIODERM Fine Line	Non-animal Hyaluronic Acid	6 mg/mL; for superficial wrinkles and lip augmentation.	Contact mfr.	CE marked, marketed in Europe and other countries.	
	VARIODERM Basic	Non-animal Hyaluronic Acid	12 mg/mL; for medium wrinkles and lip contour.	Contact mfr.	CE marked, marketed in Europe and other countries.	
	VARIODERM Plus	Non-animal Hyaluronic Acid	18 mg/mL; for deep wrinkles and volume.	Contact mfr.	CE marked, marketed in Europe and other countries.	
	VARIODERM Subdermal	Non-animal Hyaluronic Acid	27 mg/mL; for volume augmentation and facial contouring.	Contact mfr.	CE marked, marketed in Europe and other countries.	
	VARIODERM Lips and Medium	Non-animal Hyaluronic Acid	12 mg/mL; special formulation for lip augmentation and medium wrinkles.	Contact mfr.	CE marked, marketed in Europe and other countries.	
	VARIODERM Mesolift	Non-animal Hyaluronic Acid	12.8 mg/mL; effective smoothing of superficial wrinkles.	Contact mfr.	CE marked, marketed in Europe and other countries.	
	VARIOFILL Body Contour	Non-animal Hyaluronic Acid	10 mL; for various indications on the body surface.	Contact mfr.	CE marked, marketed in Europe and other countries.	
	Hyabell Lips	Non-animal Hyaluronic Acid	12 mg/mL; for lip augmentation and lip contour.	Contact mfr.	CE marked, marketed in Europe and other countries.	
	Hyabell Basic	Non-animal Hyaluronic Acid	16 mg/mL; medium wrinkles and lip contour.	Contact mfr.	CE marked, marketed in Europe and other countries.	
	Hyabell Deep	Non-animal Hyaluronic Acid	20 mg/mL; deep wrinkles, especially of the face.	Contact mfr.	CE marked, marketed in Europe and other countries.	
	Hyabell Ultra	Non-animal Hyaluronic Acid	24 mg/mL; very deep wrinkles, face contouring, volumizing.	Contact mfr.	CE marked, marketed in Europe and other countries.	
<b>Allergan</b>	CosmoDerm CosmoPlast	Purified Human-based Collagen + Lidocaine	Purified human-based collagen 35 mg/mL. Purified human-based collagen 35 mg/mL, cross-linked with glutaraldehyde. *All collagen products contain 0.3% lidocaine.	\$205 \$235	Worldwide Worldwide	
	HydraFill – Softline HydraFill – Softline Max Juvéderm ULTRA 2	Non-animal Hyaluronic Acid Non-animal Hyaluronic Acid + Lidocaine	Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g. Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g. Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g.	\$200 – \$225 \$200 – \$225 \$200 – \$225	CE marked. CE marked. CE marked.	
	Juvéderm ULTRA 3 Juvéderm ULTRA 4	Non-animal Hyaluronic Acid Non-animal Hyaluronic Acid	Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g. Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g. *All Juvéderm ULTRA products contain 0.3% lidocaine.	\$200 – \$225 \$245	CE marked. CE marked.	
	Juvéderm VOLUMA Juvéderm HYDRATE	Non-animal Hyaluronic Acid Non-animal Hyaluronic Acid	Non-animal, cross-linked cohesive hyaluronic acid 20 mg/g. 13.5 mg/g plus mannitol 0.9%; 1 x 1 mL syringe.	Contact mfr. Contact mfr.	CE marked for facial volume restoration. CE marked.	
	<b>Biologica Technologies</b>	Allofill	Allograft Adipose Tissue	Allograft adipose-based filler containing naturally occurring growth factors.	Contact mfr.	FDA regulated as a HCT/P.
<b>Galderma</b>	Restylane Restylane Lyft Restylane Silk Restylane Refyne Restylane Defyne	NASHA XpresHAN Technology	NASHA gel – a non-animal hyaluronic acid, stabilized with BDDE. The differentiation is in the size of the NASHA particles, to assure a tissue-tailored range of products. Flexible gels with a concentration of 20 mg/mL, varied cross-linking that allows for flexibility and support with consistent textures and smoothness.	Contact mfr. Contact mfr.	Restylane is approved worldwide with the exception of Japan. FDA approved in December 2016. Approved as Emervel Classic and Emervel Deep outside of U.S.	
	Sculptra Aesthetic	Injectable Poly L-Lactic Acid (PLLA)	Volumizer.	Contact mfr.	FDA approved.	
	<b>Hironic</b>	JUVINA – Light	Non-animal, cross-linked cohesive Hyaluronic Acid	20 mg/mL for superficial lines, worry lines, crows' feet and neck wrinkles.	Contact mfr.	CE marked.
		JUVINA – Moderate	Non-animal, cross-linked cohesive Hyaluronic Acid	20 mg/mL for deep nasolabial folds, facial contouring and augmentation.	Contact mfr.	CE marked.
JUVINA – Deep		Non-animal, cross-linked cohesive Hyaluronic Acid	20 mg/mL for severely deep lines, facial contouring and augmentation, and chin.	Contact mfr.	CE marked.	
JUVINA – Deep Plus		Non-animal, cross-linked cohesive Hyaluronic Acid	20 mg/mL for forehead, chin and nose.	Contact mfr.	CE marked.	
JUVINA – Light Comfort		Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine	20 mg/mL plus 0.3% lidocaine for superficial lines, worry lines, crows' feet and neck wrinkles.	Contact mfr.	CE marked.	
JUVINA – Moderate Comfort		Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine	20 mg/mL plus 0.3% lidocaine for deep nasolabial folds, facial contouring and augmentation.	Contact mfr.	CE marked.	
JUVINA – Deep Comfort		Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine	20 mg/mL plus 0.3% lidocaine for severely deep lines, facial contouring and augmentation, and chin.	Contact mfr.	CE marked.	
JUVINA – Deep Plus Comfort	Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine	20 mg/mL plus 0.3% lidocaine for forehead, chin and nose.	Contact mfr.	CE marked.		
<b>Merz Aesthetics</b>	Belotero Balance – 22.5 mg/mL	Hyaluronic Acid	Non-animal double phase cross-linked hyaluronic acid – via biofermentation – with CPM (Cohesive Polydensified Matrix) technology.	Contact mfr.	CE marked in Europe. FDA approved.	
	Radiesse	CaHA	Radiesse injectable implant is a sterile non-pyrogenic, semi-solid, cohesive implant, whose principle component is synthetic calcium hydroxylapatite suspended in a gel carrier of sterile water for injection, glycerin and sodium carboxymethyl cellulose (1.5 cc, 0.8 cc).	Contact mfr.	CE marked in Europe. FDA approved.	
	Radiesse (+)	CaHA	Radiesse (+) injectable implant is an opaque, sterile non-pyrogenic, semi-solid, cohesive implant, whose principle component is synthetic calcium hydroxylapatite suspended in a gel carrier of glycerin, sodium carboxymethyl cellulose 0.3% lidocaine hydrochloride and sterile water for injection (1.5 cc, 0.8 cc).	Contact mfr.		
<b>Suneva Medical</b>	Bellafill	Purified Bovine Collagen and PMMA	80% purified bovine collagen and 20% polymethylmethacrylate (PMMA) microspheres and 0.3% lidocaine.	Contact mfr.	FDA approved for the correction of nasolabial folds and moderate to severe, atrophic, distensible facial acne scars on the cheek in patients over the age of 21 years.	

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.



# EMERGING AESTHETIC TECHNOLOGIES COMPARISON CHART

Supplier	Product	Technology	Applications	Price
<b>Aesthetics Biomedical</b>	The Vivace Experience	Microneedling with RF	Fine lines and wrinkles.	Contact mfr.
<b>Alma Lasers, Ltd.</b>	FemiLift/Pixel CO <sub>2</sub> Alma-Q	Fractional CO <sub>2</sub> ; Thermal CO <sub>2</sub> ; Pixel CO <sub>2</sub> Roller Triple Mode Nd:YAG Laser: Q-switched, Long Pulse, Double Pulse on One System; 1064 nm and 532 nm Console with Pump and Vacuum	Intravaginal labia majora, skin and body (various handpieces). Pigmented and vascular lesions, tattoo removal, skin resurfacing; fractional resurfacing with pixel handpiece.	Contact mfr. Contact mfr.
	LipoFlow		All-in-one solution covering all stages of liposuction, fat harvesting, transfer and fat re-implantation for aesthetic body contouring. FDA cleared.	Contact mfr.
<b>Bellus Medical</b>	SkinPen Precision	Mechanical Microneedling; FDA-Cleared; Single-Use Cartridge Unit; 14, 32-Gauge Needles; Ergonomic Design; Cordless All-Day Charge	Facial acne scars for patients aged 22 and up. Clinically proven, FDA-cleared microneedling device.	\$4,995
<b>Collagen P.I.N.</b>	Collagen P.I.N.	Automated Microneedling; Single-Use 36/30 Gauge or Single-Use 12/32 Gauge Needle Cartridges; Corded or Cordless; Lifetime/Forever Warranty	Fine lines, wrinkles, acne scars, post surgery scars, skin tightening and retexturizing. Induction Therapies – specific post-microneedling products minimize complications and maximize results.	\$2,995
<b>Cutera</b>	truSculpt iD enlighten Juliet Secret RF	Monopolar RF Laser 532 nm, 670 nm, 1064 nm; 750 ps and 2 ns Er:YAG Laser Fractional Radiofrequency Microneedling	Body sculpting. Tattoos and pigmentation. Women's health and skin resurfacing. Scars.	Contact mfr. Contact mfr. Contact mfr. Contact mfr.
<b>Envy Medical</b>	Dermalinfusion	Advanced, Non-Invasive Skin Exfoliation for Face and Body	Patented 3-in-1 technology simultaneously exfoliates using diamond tips, extracts and infuses skin with condition-specific serums.	Contact mfr.
<b>Fotona</b>	StarWalker MaQX	Q-Switched Pico/Nano (523 nm, 585 nm, 650 nm, 1064 nm)	StarWalker FracTAT Tx creates micro-size holes in skin over the tattoo area prior to the main laser procedure. This pretreatment avoids the 'frosting' effect and allows shorter time between multiple passes, reducing the number of Tx sessions.	Contact mfr.
<b>Hironic</b>	EasyMo Graft	Automated Follicular Unit Extraction Hair Transplant Device	Supports extraction and implantation processes with automated mechanical technologies; pneumatic for extraction and implantation, rotation power for extraction and positive pressure for implantation. Equipped with a low temperature storage system (1° C ~ 5° C) to improve the survival rate of follicular units.	Contact mfr.
	Ultra Vera	High Intensity Focused Ultrasound (HIFU)	Non-invasive vaginal tightening to improve vaginal dryness and urinary incontinence. 20-minute painless treatment with no downtime or bleeding.	Contact mfr.
	SLIMUS	1060 Diode Laser Vibration Alliance Technology (LVAT)	High penetration depth with minimal absorption in the dermis. LVAT synchronizes with the laser for synergistic and effective fat reduction. Non-invasive; treats various parts of the body such as the abdomen, back, arms and thighs.	Contact mfr.
<b>InMode</b>	FormaV FractoraV	Non-Ablative RF Fractional RF	Votiva with FormaV is registered as a therapeutic device for the treatment of sexual dysfunction or as an adjunct to Kegel exercises (tightening of the pelvic floor muscles to increase muscle tone), and FractoraV fractional coagulation of tissue.	Contact mfr.
<b>Lasering USA</b>	MiXto Pro / V-Lase	Non-Fractional, Non-Ablative CO <sub>2</sub>	Safe, painless, non-ablative CO <sub>2</sub> soft tissue therapy for gynecology, ENT, dentistry and dermatology.	Contact mfr.
<b>Lumenis</b>	FemTouch	CO <sub>2</sub>	Vaginal rejuvenation.	Contact mfr.
<b>Mattioli Engineering Italia s.p.a.</b>	Transderm Ionto DEP	Pulsed Iontophoresis Infusion Device	Transdermal delivery of ionic drug solutions. anesthesia, skin rejuvenation and fat dissolving.	Contact mfr.
<b>Millennium Medical Technologies, Inc.</b>	Cellmyx	Autologous Adipose Tissue Transfer System	Cosmetic, plastic, reconstructive, orthopedic and pain management.	Contact mfr.
	Discovery PICO Series Forte Series	Picosecond with QuattroPulse Emission Modes (Picosecond, Q-Switched, OptiPulse, PhotoThermal); 1064 nm, 532 nm, 694 nm Multi-Application Platform: Diode, IPL, Er:YAG, Nd:YAG	Tattoo removal. Treatment of benign pigmented lesions, wrinkles, acne scars and mild to moderate inflammatory acne.  Hair removal, pigmented and vascular lesions, inflammatory acne, skin resurfacing, pseudofolliculitis barbae (PFB).	Contact mfr. Contact mfr.
<b>Rohrer Aesthetics</b>	Spectrum	Multi-Platform Laser/IPL	Hair removal, tattoo removal, skin resurfacing, vascular reduction and pigment reduction.	\$54,995
	Phoenix CO <sub>2</sub>	CO <sub>2</sub> Laser	FDA approved for dermatological, gynecological and general surgery procedures.	\$44,995
	PIXel8-RF	Fractional RF Microneedling	With a single treatment skin will become smoother, tighter and more vital.	No cost (call for details)
<b>Syneron Candela</b>	PicoWay	1064 nm, 532 nm (Zoom handpiece) and 785 nm (Titanium Sapphire Crystal handpiece) picosecond wavelengths	Tattoo and benign pigmented lesion removal.	Contact mfr.
	PicoWay Resolve	Resolve 1064 nm and 532 nm picosecond wavelengths each with 101 uniform beams	Wrinkles and acne scars.	Contact mfr.
	Profound CO <sub>2</sub> RE Intima	Bipolar RF Microneedling CO <sub>2</sub>	Jawline, submental area, wrinkles and cellulite. Feminine health.	Contact mfr. Contact mfr.
<b>Thermi, an Almirall Company</b>	ThermiVa Thermi250 ARVATI	Temperature Controlled RF Temperature Controlled RF Temperature Controlled RF	Heats tissue in the vulvovaginal area. Temporary reduction in the appearance of cellulite. ThermiTight, ThermiRase, ThermiSmooth Face, ThermiVa.	Contact mfr. Contact mfr. Contact mfr.
<b>Vevazz</b>	LED Bed Vevazz Body Contouring LED Face Mask	LED lights at various power, wavelengths, frequencies and intensities – Red Light 660 nm, Green Light 535 nm, Infrared 840 nm; 130 mW per Diode; 28 Diodes per Tx Paddle; 2-4 Small Paddles for Lymphatic Stimulation and 8-32 Large Paddles; LED Bed for full body coverage. Turn key systems.	Body contouring, weight loss, acne, wrinkles, anti-aging, neuropathy, skin tightening, stretch marks, pain, chronic pain, inflammation, wound healing, cellulite and more.	Starting at \$22,500. In-house financing available.
<b>WonTech Co., Ltd.</b>	PICOCARE	Picosecond Nd:YAG laser (1064 nm, 532 nm); Collimated, Dye (595 nm, 660 nm) and HEXA MLA (size 3 to 10 mm) handpieces.	Multi-colored tattoos, benign pigmented lesions, enlarged pores, uneven skin texture, dull skin tone, fine lines and acne scars.	Contact mfr.
<b>Zimmer MedizinSystems</b>	Z Wave ZCryo	Ballistic Radial Pulse Cold Air (up to -30° C)	Temporary reduction in the appearance of cellulite. Skin cooling pre, intra and post laser treatments without interfering with the laser beam. Minimizes pain and thermal injury during laser and dermatological treatments. Temporary topical anesthetic relief for injections. Can be used for hair removal, tattoo removal and skin rejuvenation procedures.	Contact mfr. Contact mfr.

Note: Data subject to change; please refer to Company Directory for supplier contact information.

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Driven by world-class R&D and built on 20 years of pharmaceutical experience, we are working to develop the solutions of tomorrow to enhance your practice and help patients feel better about their bodies.

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# BODY SHAPING TECHNOLOGIES COMPARISON CHART

Supplier	Device	Energy Source	Mechanism of Action	Regulatory Status (Europe and USA)	Price
Alma Lasers, Ltd.	Accent Prime	Ultrasound; Bipolar and UniPolar (with focused RF technology); UniForm; Pixel RF	Deep heating focused RF technology, effective dielectric heating with powerful impedance matching; cold shear wave ultrasound technology to selectively target treatment areas.	CE cleared. FDA cleared.	Contact mfr.
	Alma Ultra	Ultra; Bipolar (with focused RF technology); UniPolar (with focused RF technology); UniForm; Pixel RF	Acoustic pressure selectively destroys the fat cells with a combination of focused RF technology.	CE cleared. FDA pending.	Contact mfr.
	Soprano ICE ClearTite	Near-Infrared	Heat-induced collagen shrinkage and micro-thermal injury.	CE cleared. FDA cleared.	Contact mfr.
	HarmonyXL ClearTite LipoLife	Pulsed Near-Infrared 980 nm / 1470 nm	Same as above. Patented 360° lipolysis technology with simultaneous lasing and suction capabilities.	CE cleared. FDA cleared. CE cleared. FDA cleared.	Contact mfr. Contact mfr.
	LipoFlow	Console with Pump and Vacuum	All-in-one solution covering all stages of liposuction, fat harvesting, transfer and fat re-implantation for aesthetic body contouring.	FDA cleared.	Contact mfr.
Cutera	truSculpt iD	Monopolar RF	Proprietary, low frequency and uniform delivery technology penetrates deep to treat the entire fat layer from skin to muscle to create selective apoptosis of the subcutaneous adipose tissue.	FDA Cleared, CE Mark, Health Canada.	Contact mfr.
Fotona	SP Dynamis	Nd:YAG 1064 nm, Er:YAG 2940 nm	Laser assisted lipolysis, treatment of wrinkles; Photothermal - heat generated by laser light.	CE cleared. FDA cleared.	Contact mfr.
	XP-2 Focus	Nd:YAG 1064 nm	Same as above.	CE cleared. FDA cleared.	Contact mfr.
	XP Dynamis	Nd:YAG 1064 nm	Same as above.	CE cleared. FDA cleared.	Contact mfr.
	SP Spectro XP Spectro	Nd:YAG 1064 nm, Er:YAG 2940 nm Nd:YAG 1064 nm	Same as above. Same as above.	CE cleared. FDA cleared. CE cleared. FDA cleared.	Contact mfr. Contact mfr.
Hironic Co., Ltd.	Micool-A	Cooling Lipolysis	Cooling energy is delivered to the subcutaneous fat layer without any damage to surrounding tissues. Two Cryolipo handpieces can be used simultaneously.	CE cleared.	Contact mfr.
	VeraShape	Multipolar RF: 0.5 MHz, Vacuum, 580 mm Hg, LED 610 nm	Vacuum-assisted multipolar RF and LED device for obesity care.	CE cleared.	Contact mfr.
	ByeLIPO SLIMUS	658 nm Diode 1060 nm Diode Laser with Vibration	Low level laser therapy (LLLT) for fat reduction and cellulite removal. High penetration depth of 1060 nm diode laser with minimal absorption in the dermis, effecting subcutaneous fat cells for permanent elimination. The diode laser increases temperature of the target fat to 42°-47° C, which means hyperthermic treatment and interval vibration occurs after the laser energy is delivered, maximizing fat drainage.	CE cleared. FDA & CE clearance in progress.	Contact mfr. Contact mfr.
InMode Aesthetic Solutions	BodyFX and MiniFX / Contoura Workstation	Bipolar RF, Negative Pressure, Mechanical Massage, Ace Technology	Targets fatty tissue for body and cellulite Tx. RF provides precise, optimal heating of skin for contraction and body shaping using A.C.E. (Acquire, Control, Extend) technology to optimize maximal energy. Vacuum massage with gentle pressure allows maximum depth. Tissue temperature and impedance monitoring achieves and maintains optimal Tx temperature endpoints for enhanced safety and reduced risk of thermal injury. No consumables.	CE cleared. FDA cleared.	Contact mfr.
	BodyTite, FaceTite & EmbraceRF	RF	RF-assisted lipolysis. Dual electrode configuration allows both internal coagulation (fat) and external skin contraction. ACE technology prevents overheating.	CE cleared. FDA cleared.	Contact mfr.
Millennium Medical Technologies, Inc.	AcquiCell and Lipo-Loop	Electric	Vibration	CE cleared. FDA registered.	Contact mfr.
Solta Medical, a division of Valeant Pharmaceuticals North America	Thermage FLX	RF	Patented RF energy penetrates deep into the dermis and subcutaneous tissue to tighten skin.	CE cleared. FDA cleared for non-invasive Tx of wrinkles and rhytides; incl. upper / lower eyelids; temporary improvement in appearance of cellulite (with vibration).	Contact mfr.
	Liposonix	High-Intensity Focused Ultrasound (HIFU)	Non-invasive fat reduction system utilizing state-of-the-art HIFU to permanently destroy subcutaneous adipose tissue and provide Custom Contouring capabilities. Intended use and indications for use: The Liposonix system delivers HIFU energy that can disrupt subcutaneous adipose tissue (SAT) to provide a non-invasive approach to body contouring to achieve a desired aesthetic effect.	CE cleared. FDA cleared, U.S.: Indicated for non-invasive waist circumference reduction (i.e., abdomen and flanks). E.U.: Indicated for trunk and lower extremities excluding the lower leg (i.e., abdomen, flanks, hips, thighs and buttocks). Canada: Indicated for abdomen, flanks, hips, thighs and buttocks.	Contact mfr.
	VASERlipo	Ultrasound	Ultrasonic energy selectively emulsifies fatty tissue through Acoustic Streaming, while preserving nerves, blood vessels, collagen and fat cell viability. Emulsified fat is removed via specially designed, atraumatic, suction cannulas.	CE cleared. FDA cleared.	Contact mfr.
	VASERshape	Non-Invasive Ultrasound and Massage	Small vacuum-assisted massage handpiece coupled with an ultrasound transducer directs a double beam of 1 MHz ultrasound energy to shape the body by temporarily reducing the appearance of cellulite.	CE cleared. FDA cleared.	Contact mfr.
	PowerX	Power-Assisted Liposuction	A powered handpiece on the VASERlipo system rotates the attached cannula based on predetermined angle and speed settings, allowing physicians to quickly debulk large areas of fat and reduce physician fatigue.	CE cleared. FDA cleared.	Contact mfr.
Syneron Candela	UltraShape Power	Non-Thermal, Pulsed Ultrasound Waves	Ultrasound energy is focused at the subcutaneous fat layer beneath skin surface. Oscillating high pressure induces selective destruction of mechanically fragile cell membranes resulting in fat cell destruction.	CE cleared. FDA cleared.	Contact mfr.
	VelaShape III	Bipolar RF, IR and Mechanical Tissue Manipulation with Pulsed Vacuum	The combination of IR and vacuum-coupled RF technologies effectively causes deep heating of the fat cells (adipocytes), surrounding connective fibrous septae, and the underlying dermal collagen fibers.	CE cleared. FDA cleared for temporary reduction in circumference of the abdomen and thighs, and the appearance of cellulite.	Contact mfr.
Thermi, an Almirall Company	Thermi250	Temperature Controlled RF	Temperature Controlled RF to provide temporary reduction in the appearance of cellulite.	FDA cleared.	Contact mfr.
	ARVATI	Temperature Controlled RF	Versatile modalities and safe delivery of rapid results through controlled heating using RF to initiate positive tissue change and naturally stimulate collagen. Address common signs of aging and/or weight loss (fine lines, post-baby body, cellulite, loose skin and intimate tissue laxity).	FDA cleared.	Contact supplier
Zimmer MedizinSystems	ZWave	Electromagnetic Ballistic Radial Pulse	Mechanical impact: radial pulse technology temporarily reduces the appearance of cellulite. Electromagnetic generator creates ballistic force that is transferred to the applicator. Pulsed radial wave therapy is delivered to the treatment area for cellulite Tx and enhanced body shaping.	CE cleared. FDA cleared.	Contact mfr.

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.

# PHYSICIAN-DISPENSED TOPICALS COMPARISON CHART

Manufacturer / Supplier	Acne Tx	Collagen Stimulation	Exfoliation	Firming	Peel	Post-Procedure Tx	Scar Reduction	Skin Lightening	Sun Protection	Wrinkle Reduction	Website
Collagen P.I.N. / Induction Therapies	•	•	•	•	•	•	•	•	•	•	<a href="http://www.collagenpin.com">www.collagenpin.com</a> / <a href="http://www.inductiontherapies.com">www.inductiontherapies.com</a>
COSMED Dermaceuticals	•	•	•	•	•	•		•	•	•	<a href="http://www.cosmedderm.com">www.cosmedderm.com</a>
DefenAge Skincare		•	•	•		•				•	<a href="http://www.DefenAge.com">www.DefenAge.com</a>
DermapenWorld / DP Dermaceuticals	•	•	•	•	•	•	•	•	•	•	<a href="http://www.DermapenWorld.com">www.DermapenWorld.com</a>
Eclipse MedCorp						•					<a href="http://www.Eclipsemed.com">www.Eclipsemed.com</a>
Envy Medical		•	•	•		•	•	•		•	<a href="http://www.envymedical.com">www.envymedical.com</a>
Epionce	•	•	•	•	•	•		•	•	•	<a href="http://www.epionce.com">www.epionce.com</a>
LIFTLAB Skin Regeneration		•	•	•		•				•	<a href="http://www.liftlabskincare.com">www.liftlabskincare.com</a>
Newmedical Technology, Inc.						•	•		•		<a href="http://www.silagen.com">www.silagen.com</a> / <a href="http://www.newgelplus.com">www.newgelplus.com</a>
Oxygenetix	•	•		•		•	•		•	•	<a href="http://www.oxygenetix.com">www.oxygenetix.com</a>
SkinMedica, an Allergan Company	•	•	•	•	•	•	•	•	•	•	<a href="http://www.skinmedica.com">www.skinmedica.com</a>
TOPIX Pharmaceuticals	•	•	•	•	•	•		•	•	•	<a href="http://www.topixpharm.com">www.topixpharm.com</a>

*Note: Data subject to change; please refer to Company Directory for supplier contact information.*



# SKIN REJUVENATION COMPARISON CHART

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
<b>Aerolase</b>						
LightPod Neo	650 ms Nd:YAG	1064 nm	Up to 1272 J/cm <sup>2</sup>	650 μs – 1.5 ms	Contact mfr.	30+ applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No routine maintenance. Portable (25 lbs.). All laser accessories, training and marketing package included.
LightPod Era	Er:YAG	2940 nm	Up to 1400 mJ	300 μs	Contact mfr.	No per treatment consumables and no skin contact by handpiece. No service contracts. Portable (22 lbs.). All laser accessories, training and marketing package included.
<b>Aesthetics Biomedical</b>						
The Vivace Experience	Microneedling with RF	1 MHz and 2 MHz	70 W	100 – 800 ms	Contact mfr.	
<b>Alma Lasers, Ltd.</b>						
Harmony XL Pro	AFT Pulsed Light	515 – 950 nm	30 J/cm <sup>2</sup>	10, 12, 15 ms	Contact mfr.	Contact cooled version or non-cooled module options.
	Nd:YAG	1064 nm	30 – 450 J/cm <sup>2</sup>	10, 15, 45, 60 ms		2 mm, 6 mm and 10 mm tips with contact cooling.
	ClearLift Q-Switched / Nd:YAG	1064 nm	Up to 1200 J/cm <sup>2</sup>	20 ns		
	Dye-VL AFT Pulsed Light	500 – 600 nm	Up to 25 J/cm <sup>2</sup>	5, 10, 25 ms		5 mm and 8 mm tips.
	Alexandrite	755 nm	1 – 32 J/cm <sup>2</sup>	3 ms		
SINON	Ruby Q-Switched	694 nm	2 – 14 J/cm <sup>2</sup>	20 ns	Contact mfr.	
PicoClear	Q-Switched Nd:YAG with Pico and Nano Modes	1064 nm, 532 nm	250 mJ – 1 J	600 ps – 2 ns	Contact mfr.	Dual wavelength device featuring both pico and nano modes for tattoo removal, skin resurfacing, vascular and pigmented lesions. 2 mm - 15 mm spot size. Coming soon: 4D non-ablative skin resurfacing via a new refractive handpiece. Utilizes standard 110 V power and ready to treat in under two minutes.
EXCIMER 308	EXCIMER Laser	308 nm	50 – 6,000 mJ/cm <sup>2</sup>	N/A	Contact mfr.	
Alma-Q	Triple Mode Nd:YAG Laser: Q-Switched, Long Pulse, Double Pulse on One System	1064 nm / 532 nm	Up to 30 J/cm <sup>2</sup>	4 ms – 60 ms	Contact mfr.	Focus, HomoGenius, Fractional (with depth control), Collimated, Spectrum-Y (585 nm) and Spectrum-R (650 nm). Pigmented and vascular lesions, tattoo removal, skin resurfacing; fractional resurfacing with pixel handpiece.
<b>Cutera</b>						
xeo	Laser	1064 nm	Up to 300 J/cm <sup>2</sup>	Up to 300 ms	Contact mfr.	Optional IPL handpieces.
excel V	Laser	532 nm, 1064 nm	Up to 300 J/cm <sup>2</sup>	Up to 60 ms	Contact mfr.	
<b>Fotona</b>						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm <sup>2</sup>	0.1 – 50 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm <sup>2</sup> Tx area S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm <sup>2</sup> Tx area. S-11: Nd:YAG scanner: 42 cm <sup>2</sup> Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.
XS Dynamis	Er:YAG	2940 nm	Up to 500 J/cm <sup>2</sup>	0.1 – 1.5 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm <sup>2</sup> Tx area S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm <sup>2</sup> Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes.
XP MAX	Nd:YAG	1064 nm	Up to 600 J/cm <sup>2</sup>	0.1 – 300 ms	Contact mfr.	S-11: Nd:YAG scanner: 42 cm <sup>2</sup> Tx area. Nd:YAG handpieces: 2 - 20 mm spot sizes.
QX MAX	Nd:YAG Q-Switched / Long Pulse	1064 nm, 532 nm, 585 nm, 650 nm	Up to 160 J/cm <sup>2</sup>	5 – 20 ns / 250 μs	Contact mfr.	Handpieces: 2 - 8 mm spot sizes.
SP Spectro	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm <sup>2</sup>	N/A	Contact mfr.	F-Runner fractional Er:YAG scanner: 250 μm spot size, 168 mm <sup>2</sup> Tx area. S-Runner Er:YAG scanner: 4 mm spot size, 16 cm <sup>2</sup> Tx area. S-11 Nd:YAG scanner: 42 cm <sup>2</sup> Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.
XP Spectro	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm <sup>2</sup>	0.1 – 50 ms	Contact mfr.	S-11 Nd:YAG scanner: 42 cm <sup>2</sup> Tx area. Nd:YAG handpieces: 2 - 20 mm spot sizes.
XP Dynamis	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm <sup>2</sup>	0.1 – 50 ms	Contact mfr.	Same as above.
StarWalker MaQX	Nd:YAG Q-Switch Pico / Nano	523 nm, 585 nm, 650 nm, 1064 nm	Up to 300 J/cm <sup>2</sup>	580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional	Contact mfr.	R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.
<b>Hironic Co., Ltd.</b>						
New MIDAS	RF / IR	Bipolar (RF: 1 MHz / IR: 700 – 2,000 nm), monopolar (RF: 0.5 – 10 MHz)	360 W / 75 W	Continuous	Contact mfr.	No consumables; real-time cooling system (up to -5° C).
MIXEL	CO2 Fractional	10,600 nm	60 mJ	Up to 5,000 μs	Contact mfr.	Metal tube; scanner type, scan size 2 x 2 mm to 20 x 20 mm. Beam size: 70 - 200 μm. Maximum spot quantity: 40,000.
DOUBLO-S	High Intensity Focused Ultrasound	N/A	0.2 – 2 J/cm <sup>2</sup>	N/A	Contact mfr.	Three types of cartridges: M7, D4, D7, available to 10,000 shots; 0.5 - 10 mm space between dots, length 5 - 25 mm.
MIRACLEAR	Blue Light, Vacuum, IPL	400 – 1202 nm	2 – 11 J/cm <sup>2</sup>	3 – 27 ms	Contact mfr.	Small tip: 14.5 x 12.5 mm; normal tip: 26.5 x 14.5 mm.
Doublo Gold	High Intensity Focused Ultrasound	N/A	0.2 – 2 J/cm <sup>2</sup>	N/A	Contact mfr.	Three types of cartridges: M7, D4, D7 available to 10,000 shots. 0.5 – 10 mm space between dots; length 5 - 25 mm.
Q-Fit	Q-Switched Nd:YAG	1064 nm / 532 nm	1.8 J / 0.5 J	5 – 10 ns	Contact mfr.	532 Fractional, 1064 Fractional, 1064 7 Fixed Collimated handpieces.

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.

# SKIN REJUVENATION COMPARISON CHART

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
<b>InMode</b>						
Lumecca/Optimas Workstation	Spectrum Shifted IPL	515 – 1200 nm, 580 – 1200 nm	10 – 30 J/cm <sup>2</sup>	5 – 30 ms	Contact mfr.	Delivers 40% of total energy between 500 - 600 nm. Provides a photofacial in one to three treatments. Powerful peak power: 3,000 W/cm <sup>2</sup> . No consumables.
Forma/Optimas Workstation	Bipolar RF	N/A	Up to 65 W	N/A	Contact mfr.	Non-invasive subdermal heating for collagen remodeling and contraction. RF current flows uniformly between the electrodes for a comfortable and safe Tx. ACE technology features built-in temperature controls to attain clinically proven optimal epidermal temperature, and exclusive capability for prolonged exposure at therapeutic temperatures.
Fractora/Optimas Workstation	Fractional RF	N/A	Up to 62 mJ/Pin	Up to 2 pps	Contact mfr.	Variable pin configurations and TX depths allow for a Designer Dermis approach to treatment. Safe on ethnic skin. No pulse counter limitations.
FaceTite and Morpheus8 / EmbraceRF Workstation	RF	N/A	N/A	N/A	Contact mfr.	Subdermal adipose tissue remodeling targets skin laxity through subdermal RF and underlying fat coagulation. Bridging the treatment gap between non-invasive and surgical. EmbraceRF is perfect for patients who are not candidates for a face-lift, but want dramatic results without the downtime.
<b>Lasering USA</b>						
SLIM E30 MiXto SX	CO <sub>2</sub>	10,600 nm	0.5 – 30 W	2.5 – 16 ms	Contact mfr.	Patented chopped CW fractional scanner system; 20 x 20 mm, 180 micron scanning handpiece; 300 micron scanning handpiece; full range of cutting handpieces, micromanipulator and GYN handpiece for vaginal rejuvenation. No disposables.
SLIM EVOLUTION II MiXto PRO	CO <sub>2</sub>	10,600 nm	0.5 – 30 W	2.5 – 16 ms	Contact mfr.	Same as above.
Velure S5 MiXto VX	LBO Diode	532 nm	0.1 – 5 W	10 – 1,000 ms	Contact mfr.	MiXto VX Fractional scanner for non-ablative skin rejuvenation. Focusing handpieces with spot sizes of 0.3 mm, 0.5 mm, 1.0 mm, 1.5 mm. No disposables.
<b>Lumenis</b>						
M22	Multi-Application, Multi-Technology Modular Platform	IPL: 515 – 1200 nm / Nd:YAG: 1064 nm	10 – 35 J/cm <sup>2</sup> / 20 – 225 J/cm <sup>2</sup>	4 – 20 ms / 2 – 20 ms	Contact mfr.	Universal IPL module treats 24 applications, Universal IPL handpiece has two light guides (15 x 35 mm and 8 x 15 mm), with six exchangeable ExpertFilters: 515, 560, 590, 615, 640, 695 nm. Nd:YAG module treats five applications, MultiSpot Nd:YAG handpiece has 2 x 4 mm and 6 mm light guides. Optimal Pulse Technology (OPT) and Multiple-Sequential-Pulsing. Continuous contact cooling with SapphireCool light guides. Optimized presets.
M22 ResurfX	1565 nm Erbium Fiber Laser	1565 nm	10 – 70 mJ per microbeam	N/A	Contact mfr.	Single pass CoolScan scanner for non-sequential scanning, continuous contact cooling for increased patient comfort and protection of epidermis. No disposables; 600 combinations of shape, size and density.
M22 Q-Switched Nd:YAG	Q-Switched Nd:YAG	N/A	1.6 – 14 J/cm <sup>2</sup>	6 – 8 ns	Contact mfr.	Homogenous "Top-Hat" beam profile. Multiple disposable and non-disposable tips, multiple spot sizes: 2, 2.5, 3.5, 5 and 6 mm
Lumenis One	Multi-Application, Multi-Technology Modular Platform	IPL: 515 – 1200 nm / Nd:YAG: 1064 nm / LightSheer Diode: 800 nm	10 – 40 J/cm <sup>2</sup> / 10 – 225 J/cm <sup>2</sup> / 10 – 100 J/cm <sup>2</sup>	3 – 100 ms / 2 – 20 ms / 5 – 400 ms	Contact mfr.	Upgradable, expandable, seven IPL filters, OPT for multiple sequential pulsing, optimized presets and patient database, spot sizes: IPL: 15 x 35 mm and 8 x 15 mm, Nd:YAG: 2 x 4, 6 and 9 mm, LightSheer: 9 x 9 mm.
UltraPulse (with ActiveFX, DeepFX, TotalFX and SCAAR FX)	Fractional and Full Ablative CO <sub>2</sub>	10,600 nm	Proprietary, unique UltraPulse technology. Up to 225 mJ per single pulse (short pulse duration). Avg. power up to 60 W, peak power up to 240 W	Unique 225 mJ in less than 2 ms	Contact mfr.	Two scanners: CoolScan (CPG) delivers UltraPulse telecentric, collimated scanning with 1.3 mm spot size. DeepFX micro-scanner delivers energy with 0.12 mm spot size, up to 4 mm penetration depth. Collimated single spot energy delivery and focused incisional handpieces. SCAAR FX fractional mode delivers 150 mJ per pulse, deep treatment up to 4 mm in a single pulse and optimal ablation/coagulation ratio. 34 FDA cleared aesthetic indications.
AcuPulse MultiMode	Fractional and Full Ablative CO <sub>2</sub>	10,600 nm	Average power up to 40 W, peak power up to 200 W	SuperPulse pulses less than 0.3 ms	Contact mfr.	Ten modes: FeatherTouch, SilkTouch, FineTouch, ToeTouch, Paint, Superficial, Deep, Combo, StretchTouch and Bleph. Two scanners: AcuScan120 for fractional resurfacing and SurgiTouch for full resurfacing. Three handpieces for use with SurgiTouch scanner and one incisional handpiece. 34 FDA cleared indications.
<b>Mattioli Engineering Italia s.p.a.</b>						
Pulse II	IPL	560 – 960 nm	Up to 30 J/cm <sup>2</sup>	14 – 35 ms	Contact mfr.	
<b>NewSurg</b>						
NS-532 Laser System	Solid State Diode Pumped 532 nm Green Light Laser	532 nm	3 or 5 W	0.5 – 2,000 ms	Contact mfr.	Compact and portable. FDA cleared. Adjustable spot size through flexible fiber delivery.
<b>Quanta Aesthetic Lasers</b>						
Forte Series	Multi-Application Platform	IPL: SR580-950 nm / Er:YAG: 2940 nm	Up to 25 J/cm <sup>2</sup> / up to 95 J/cm <sup>2</sup>	10 – 25 ms / 1, 1.2, 1.5 ms	Contact mfr.	Upgradeable with up to eight modules; five IPL handpieces, high-speed diode, Er:YAG and Nd:YAG. Advanced contact cooling with sapphire waveguide cools to 12° C. Adaptive Pulse Control (APC) adjusts pulse sequence and energy for safe and effective Tx of all skin types.
YouLaser CO <sub>2</sub>	Fractional and Full Ablative CO <sub>2</sub>	10,600 nm	Up to 30 W	0.580 ms	Contact mfr.	Lightweight, ergonomic scanner has nine different fractional patterns varying in shape, size and density of spot. Industry leading metal RF excited tube provides greater stability and reliability over glass tubes.

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# SKIN REJUVENATION COMPARISON CHART

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
<b>Quanta Aesthetic Lasers - continued</b>						
Twain 2940	Er:YAG	2940 nm	Up to 3 J	0.3 – 1 ms	Contact mfr.	Twain 2940 option for all EVO, Discovery PICO Series and Forte. Variable pulsed duration, rep. rate up to 6 Hz. Spot size 2, 4, 9 mm; fractional 9 mm.
Discovery PICO	Picosecond Nd:YAG	532 nm / 1064 nm	0.3 J / 0.8 J	400 ps / 450 ps	Contact mfr.	Peak power up to 0.75 GW at 532 nm and 1.8 GW at 1064 nm. Exclusive Pico-Boost technology (patented) to allow emissions in pico, nano or micro seconds. OptiBeam II technology for fractional, squared and round flat top spots up to 10.5 mm. Twain options available.
<b>Rohrer Aesthetics, LLC</b>						
Phoenix CO <sub>2</sub> Laser	CO <sub>2</sub>	10,600 nm	Adjustable up to 200 mJ / point	Adjustable up to 20 ms	\$34,995	Incisional handpiece and ergonomic, microthermal zone scanner. Pixelated scanner features unique scanning technology to customize treatment for individual patients. 30 mm x 30 mm pattern size allows resurfacing of both hands in under 2 minutes. Can also be used to improve vaginal health.
Spectrum	Er:YAG	2940 nm	1000 mJ	300 ms	\$54,995 (fully loaded) \$29,995 (with single handpiece)	Multi-platform laser/IPL features: 810 diode, Er:YAG, Q-switched Nd:YAG, long pulsed YAG and IPL. Er:YAG features adjustable spot size from 1.5 mm - 6 mm and adjustable Hz rate from 1 - 5 pulses/sec allowing treatment of a full face in under 15 minutes. Safe to treat the neck and chest; removes fine lines, wrinkles and pigmentation (including melasma); and can safely be used on most skin types.
<b>Solta Medical, a division of Valeant Pharmaceuticals North America</b>						
Fraxel re:pair SST	CO <sub>2</sub> Laser	10,600 nm	Up to 70 mJ/MTZ	N/A	Contact mfr.	Four plug-and-play handpieces with fractional and surgical applications. Built-in smokeless evacuation system. Intelligent Optical Tracking system (IOTS) with roller tip. Over 240 pre-programmed Tx settings for targeted indications.
Fraxel DUAL 1550 / 1927	1550 nm Erbium Fiber / 1927 nm Thulium Fiber Laser	1550 nm / 1927 nm	Up to 70 mJ/MTZ / up to 20 mJ/MTZ	N/A	Contact mfr.	Two non-ablative lasers. IOTS adjusts to hand speed and ensures uniform Tx. Maximized lesion depth for chosen pulse energy. Variable optical spot size with telescope. Zimmer cooling integrated into handpiece.
Fraxel 1550	1550 nm Erbium Fiber Laser	1550 nm	Up to 70 mJ/MTZ	N/A	Contact mfr.	IOTS adjusts to hand speed and ensures uniform Tx. Variable optical spot size using telescope. Zimmer cooling integrated into handpiece. Precise dosimetry increases patient comfort for targeted indications.
Clear+Brilliant	Diode Laser	1440 nm	Up to 9 mJ/MTZ	N/A	Contact mfr.	Desktop system with ergonomic handpiece and roller tip. IOTS adjusts to hand speed and ensures uniform Tx.
Clear+Brilliant Perm�a	Fractional Diode Laser	1927 nm	5 mJ	N/A	Contact mfr.	Same as above.
Thermage FLX / Thermage CPT	RF	N/A	6 – 32 J/cm (average) dependent on impedance and body tissue thickness	N/A	Contact mfr.	Single ergonomic handpiece for face and body. Face Tip for upper and lower face (excluding eyelids); Eye Tip for treatment of periorbital area and eyelids; Total Tip for face and body (including smaller areas of abdomen, neck, arms, thighs, buttocks and knees). Body Tip for larger body areas of the abdomen, arms thighs, buttocks and knees.
<b>Syneron</b>						
Profound	Bipolar RF – 460, 5 kHz	N/A	Max. output voltage 84 VRMS	N/A	Contact mfr.	Single use, sterile Tx cartridge with either five (dermal) or seven (subQ) independently controlled, bipolar microneedle pairs. 100 µbeams, 6 x 6 mm array per Tx area.
PicoWay Resolve	101 Uniform Microbeams	532 nm / 1064 nm	Up to 1.5 mJ/µbeam / up to 3.0 mJ/µbeam	375 ps / 450 ps	Contact mfr.	101 µbeams, 6 x 6 mm array per Tx area.
elos Plus with SRA applicator	Multi-Application Platform: Optical Energy (IR) / RF (elos)	470 – 980 nm	Light fluence: up to	1 Hz	Contact mfr.	Spot size: 12 x 25 mm; tip cooling temp: 5° C.
<b>WonTech Co., Ltd.</b>						
PICOCARE	Picosecond Nd:YAG	1064 nm / 532 nm	600 mJ / 300 mJ	450 ps	Contact mfr.	Zoom (2 – 10 mm), collimated (7 mm), dye(595 nm, 660 nm / 3 mm) and HEXA MLA (3-5 mm, 6-10 mm) handpieces; and footswitch.
PASTELLE	Q-Switched Nd:YAG Laser	532 nm, 1064 nm	532 nm: 500 mJ, 1064 nm: 1,300 mJ, PTP Mode: 1,600 mJ, Genesis mode: 3,500 mJ	4 – 48 ns (QS mode) / 80 – 480 µs (Genesis mode)	Contact mfr.	Zoom (2-10 mm), collimated (7 mm) and dye (595 nm, 660 nm / 3 mm) handpieces; and footswitch.
COSJET SR	Long Pulsed Nd:YAG Laser	1064 nm, 1320 nm	50 J (1064 nm), 15 J (1320 nm)	0.3 – 1 ms (short) / 1 – 100 ms (long)	Contact mfr.	Handpiece cooling systems: skin cooling system and sapphire window contact cooling; foot switch spot size from 2-10 mm.
Ultraskin II	HIFU	N/A	3.0 J/cm <sup>2</sup>	N/A	Contact mfr.	Standard cartridges: 4.5 mm, 3.0 mm. Optional cartridges: 1.5 mm, 13 mm. 10,000 shots.
V-laser	Long-Pulsed KTP / Nd:YAG Laser	532 nm / 1064 nm	1 J / 50 J	1 – 40 ms / 5 – 60 ms / Genesis: 0.3 ms	Contact mfr.	Spot size: 2, 3, 4, 5, 6, 8, 10, 12 mm; Sapphire window contact cooling.
Sandro Dual	Long-Pulsed Alexandrite / Nd:YAG Laser	755 nm / 1064 nm / Hybrid mode (755 – 1064 nm, 1064 – 755 nm)	50 J / 80 J / 60 J	0.2 – 300 ms / 0.2 – 300 ms / 5 – 50 ms	Contact mfr.	Spot size: 2, 3, 5, 7, 10, 12, 15, 18, 20 mm; Skin Cooling Spray (SCS).

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.

# ACNE Tx DEVICE COMPARISON CHART

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
<b>Advalight</b>						
ADVATx	Diode	589 nm / 1319 nm	Up to 40 J/cm <sup>2</sup>	Variable	Contact mfr.	Included scanner handpiece and optional foot pedal.
<b>Aerolase</b>						
LightPod Neo	650 ms Nd:YAG	1064 nm	Up to 1272 J/cm <sup>2</sup>	650 μs – 1.5 ms	Contact mfr.	30+ applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No routine maintenance. Portable (25 lbs.). All laser accessories, training and marketing package included.
<b>Alma Lasers, Ltd.</b>						
Harmony XL Pro	AFT Pulsed Light / Fractional Er:YAG Pixel / Nd:YAG	420 – 950 nm / 2940 nm / 1320 nm	Up to 25 J/cm <sup>2</sup> / 300 – 2,500 mJ/p / 5 – 40 J/cm <sup>2</sup>	30, 40, 50 ms / short, medium, long / 30, 40, 50 ms CW Superpulse	Contact mfr.	Pixel tips are 11 mm <sup>2</sup> with 1 x 7, 7 x 7 and 9 x 9 arrays. Er:YAG tips are 1 mm and 4 mm. Nd:YAG: 6 mm tip.
Pixel CO <sub>2</sub>	Fractional CO <sub>2</sub> System	10,600 nm	70 W	N/A	Contact mfr.	Pixel tips are 11 mm <sup>2</sup> with 1 x 7, 7 x 7 and 9 x 9 arrays, surgical handpieces are 50 mm and 100 mm. 25 mm Roller Tip, 12 mm stationary tip.
vShape EXELO <sub>2</sub>	Pixel RF Fractional CO <sub>2</sub> System	RF, 40.68 MHz 10,600 nm	Up to 80 W 3 – 40 W	1 – 100 ms plus CW	Contact mfr.	
<b>Cutera</b>						
excel V	Laser	532 nm / 1064 nm	Up to 300 J/cm <sup>2</sup>	Up to 60 ms	Contact mfr.	
<b>Fotona</b>						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm <sup>2</sup>	0.1 – 50 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm <sup>2</sup> Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm <sup>2</sup> Tx area. S-11: Nd:YAG scanner: 42 cm <sup>2</sup> Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes. F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm <sup>2</sup> Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm <sup>2</sup> Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes. Handpieces: 2 - 8 mm spot sizes.
XS Dynamis	Er:YAG	2940 nm	Up to 500 J/cm <sup>2</sup>	0.1 – 1.5 ms	Contact mfr.	
QX MAX	Nd:YAG Q-Switched / Long Pulse	1064 nm, 532 nm, 585 nm, 650 nm	Up to 160 J/cm <sup>2</sup>	5 – 20 ns, 250 μs Accelerera Pulse N/A	Contact mfr.	
SP Spectro	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm <sup>2</sup>		Contact mfr.	
XP Spectro	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm <sup>2</sup>	0.1 – 50 ms	Contact mfr.	
XP Dynamis StarWalker MaQX	Nd:YAG / Long Pulse Nd:YAG Q-Switch Pico / Nano	1064 nm 523 nm, 585 nm, 650 nm, 1064 nm	Up to 600 J/cm <sup>2</sup> Up to 300 J/cm <sup>2</sup>	0.1 – 50 ms 580 ps, 0.6–50 ms, 5 ns / Hybrid Pico in Nano, Fractional	Contact mfr. Contact mfr.	Same as above. R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.
<b>Hironic Co., Ltd.</b>						
MIRACLEAR	Blue Light, Vacuum, IPL	400 – 1200 nm	2 – 11 J/cm <sup>2</sup>	3 – 25 ms	Contact mfr.	Small tip: 14.5 x 12.3 mm; normal tip: 26.5 x 14.5 mm.
A-Fit	IPL Diode/RF	1450 nm / 0.5, 0.7, 1.0 MHz	Max. 13 J/cm <sup>2</sup>	250 ms	Contact mfr.	RF needle.
<b>InMode</b>						
Fractora / Optimas Workstation	Fractional RF	N/A	Up to 62 mJ/pin	Up to 2 pps	Contact mfr.	Variable pin configurations to treat active and cystic acne. Treats acne scars. Safe on ethnic skin. No pulse counter limitations.
<b>Quanta Aesthetic Lasers</b>						
Forte Series	Multi-Application Platform	IPL: AC415–980 nm	5 – 15 J/cm <sup>2</sup>	15 – 100 ms	Contact mfr.	Portable, upgradeable with up to eight modules; five IPL handpieces, high-speed diode, Er:YAG and Nd:YAG. Advanced contact cooling with Sapphire waveguide cools to 12° C. Adaptive Pulse Control (APC) adjusts pulse sequence and energy for safe and effective Tx of all skin types. Air or contact skin cooling systems for pulsed lasers and optional IPL. Nd:YAG spot sizes: up to 16 mm. IPL spot sizes: 48 x 13 mm and 25 x 13 mm.
EVO Light Series	Nd:YAG (pulsed) / IPL (opt.)	1320 nm / 400 – 1200 nm	35 J/cm <sup>2</sup> / up to 25 J/cm <sup>2</sup>	5 – 10 ms / up to 40 ms	Contact mfr.	
<b>Solta Medical, a division of Valeant Pharmaceuticals North America</b>						
Isolaz 2 Acne Therapy	Photopneumatic: Vacuum and Broadband Light	400 – 1200 nm	Up to 60 J/cm <sup>2</sup>	Up to 25 ms	Contact mfr.	Protective eyewear for patient and physician. Small and large tips available to access different areas with ease. 400 or 580 nm options based on skin type; safe for all skin types.
<b>Syneron</b>						
eIos Plus; AC Applicator	Multi-Application Platform: Optical Energy (IR) / RF (eIos) High-Output Pulsed Dye Laser	400 – 980 nm	Light fluence: up to 18 J/cm <sup>2</sup> / RF: up to 25 J/cm <sup>2</sup> Up to 40 J/cm <sup>2</sup>	N/A	Contact mfr.	25 x 12 mm spot size at 1 Hz pulse rep. rate.
Vbeam Perfecta		595 nm		0.45 – 40 ms	Contact mfr.	Six spot sizes up to 12 mm, including 3 x 10 mm elliptical and two pigmented lesion handpieces; unique, patented Dynamic Cooling Device (DCD) maximizing patient comfort and Tx efficacy.
PicoWay Resolve	Picosecond Laser with 101 Uniform Microbeams	1064 nm	Up to 3.0 mJ/μbeam	450 ps	Contact mfr.	101 μbeams, 6 x 6 mm array per Tx area for acne scar treatment.
<b>WonTech Co., Ltd.</b>						
COSJET SR	Long Pulsed Nd:YAG Laser	1064 nm, 1320 nm	50 J (1064 nm), 15 J (1320 nm) 1 J / 50 J	0.3 – 1 ms (short) / 1 – 100 ms (long)	Contact mfr.	Handpiece cooling systems: skin cooling system and sapphire window contact cooling; foot switch spot size from 2 to 10 mm. Spot size: 2, 3, 4, 5, 6, 8, 10, 12 mm; Sapphire window contact cooling.
V-laser	Long-Pulsed KTP / Nd:YAG Laser	532 nm / 1064 nm		1 – 40 ms / 5 – 60 ms / Genesis: 0.3 ms	Contact mfr.	
Sandro Dual	Long-Pulsed Alexandrite / Nd:YAG Laser	755 nm / 1064 nm / Hybrid mode (755 – 1064 nm, 1064 – 755 nm)	50 J / 80 J / 60 J	0.2 – 300 ms / 0.2 – 300 ms / 5 – 50 ms	Contact mfr.	Spot size: 2, 3, 5, 7, 10, 12, 15, 18, 20 mm; Skin Cooling Spray (SCS).

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# VASCULAR TECHNOLOGY COMPARISON CHART

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
<b>Advalight</b>						
ADVATx	Diode	589 nm / 1319 nm	Up to 40 J/cm <sup>2</sup>	Variable	Contact mfr.	Included scanner handpiece and optional foot pedal.
<b>Aerolase</b>						
LightPod Neo	650 ms Nd:YAG	1064 nm	Up to 1272 J/cm <sup>2</sup>	650 μs – 1.5 ms	Contact mfr.	30+ applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No routine maintenance. Portable (25 lbs.). All laser accessories, training and marketing package included.
LightPod V650	650 ms Nd:YAG	1064 nm	Up to 1272 J/cm <sup>2</sup>	650 μs – 1.5 ms	Contact mfr.	No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No service contracts. Portable (25 lbs.). All laser accessories, training and marketing package included.
<b>Alma Lasers, Ltd.</b>						
Harmony XL Pro	AFT Pulsed Light / Nd:YAG / ClearLift Q-Switched / Nd:YAG / Dye-VL AFT Pulsed Light / Alexandrite Diode	515–950 nm / 1064 nm / 1064 nm / 500 – 600 nm / 755 nm	30 J/cm <sup>2</sup> / 30 – 450 J/cm <sup>2</sup> / up to 1200 J/cm <sup>2</sup> / up to 25 J/cm <sup>2</sup> / 1 – 32 J/cm <sup>2</sup>	10, 12, 15 ms / 10, 15, 45, 60 ms / 20 ns / 5, 10, 25 ms / 3 ms	Contact mfr.	Contact cooled version or non-cooled module options. Nd:YAG: 2 mm, 6 mm and 10 mm tips with contact cooling. Alexandrite: 5 and 8 mm tips.
VascuLife		1470 nm	Up to 15 W	10 – 990 ms	Contact mfr.	Unique robotic pullback fiber system; 1470 nm radial emitting diode for complete and accurate treatment of great and small saphenous veins (GVS, SSV).
<b>Cutera</b>						
excel V xeo	Laser Laser / Limelight	532 nm, 1064 nm 1064 nm / 520–1100 nm	Up to 300 J/cm <sup>2</sup> 300 J/cm <sup>2</sup> / <30 J/cm <sup>2</sup>	Up to 60 ms Up to 300 ms / Automatic	Contact mfr. Contact mfr.	
<b>Fotona</b>						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm <sup>2</sup>	0.1 – 50 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm <sup>2</sup> Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm <sup>2</sup> Tx area. S-11: Nd:YAG scanner: 42 cm <sup>2</sup> Tx area. Er:YAG handpieces: 0.25 – 12 mm spot sizes; Nd:YAG handpieces: 2 – 20 mm spot sizes.
XP-2 Focus XP MAX	Nd:YAG Nd:YAG	1064 nm 1064 nm	Up to 300 J/cm <sup>2</sup> Up to 600 J/cm <sup>2</sup>	0.1 – 50 ms 0.1 – 300 ms	Contact mfr. Contact mfr.	Nd:YAG handpieces: 2 – 10 mm spot sizes. S-11: Nd:YAG scanner: 42 cm <sup>2</sup> Tx area. Nd:YAG handpieces: 2 – 20 mm spot sizes.
QX MAX	Nd:YAG Q-Switched / Long Pulse	1064 nm, 532 nm, 585 nm, 650 nm	Up to 160 J/cm <sup>2</sup>	5 – 20 ns, 250 μs	Contact mfr.	Handpieces: 2 – 8 mm spot sizes.
SP Spectro	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm <sup>2</sup>	N/A	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm <sup>2</sup> Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm <sup>2</sup> Tx area. S-11: Nd:YAG scanner: 42 cm <sup>2</sup> Tx area. Er:YAG handpieces: 0.25 – 12 mm spot sizes; Nd:YAG handpieces: 2 – 20 mm spot sizes.
XP Spectro	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm <sup>2</sup>	0.1 – 50 ms	Contact mfr.	S-11 Nd:YAG scanner: 42 cm <sup>2</sup> Tx area. Nd:YAG handpieces: 2 – 20 mm spot sizes.
XS Dynamis	Er:YAG	2940 nm	Up to 500 J/cm <sup>2</sup>	0.1 – 1.5 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm <sup>2</sup> Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm <sup>2</sup> Tx area. Er:YAG handpieces: 0.25 – 12 mm spot sizes.
XP Focus	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm <sup>2</sup>	0.1 – 50 ms	Contact mfr.	Standard handpiece: R31/R32 with 2 – 8 mm spot sizes. Nd:YAG handpieces: 2 – 20 mm spot sizes.
StarWalker MaQX	Nd:YAG Q-Switch Pico / Nano	523 nm, 585 nm, 650 nm, 1064 nm	Up to 300 J/cm <sup>2</sup>	580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional	Contact mfr.	R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.
<b>InMode Aesthetic Solutions</b>						
Vasculaze	Diode	1064 nm	40 – 300 J/cm <sup>2</sup>	5 – 100 ms	Contact mfr.	
<b>Lasering USA</b>						
Velure S5 MiXto VX	LBO Diode	532 nm	0.1 – 5 W	10 – 1,000 ms	Contact mfr.	MiXto VX fractional scanner for non-ablative skin rejuvenation. Focusing handpieces with spot sizes of 0.3 mm, 0.5 mm, 1.0 mm, 1.5 mm. No disposables.
Velure S5	LBO Diode	532 nm	0.1 – 5 W	10 – 1,000 ms	Contact mfr.	Focusing handpieces with spot sizes of 0.3 mm, 0.5 mm, 1.0 mm, 1.5 mm. No disposables.
<b>Lumenis</b>						
M22	Multi-Application, Multi-Technology Modular Platform	IPL: 515 – 1200 nm, Nd:YAG: 1064 nm	10 – 35 J/cm <sup>2</sup> , 20 – 225 J/cm <sup>2</sup>	4 – 20 ms, 2 – 20 ms	Contact mfr.	Universal IPL module treats 24 applications. Universal IPL handpiece has two light guides (15 x 35 mm and 8 x 15 mm), with six interchangeable ExpertFilters: 515, 560, 590, 615, 640, 695 nm. Nd:YAG module treats five applications, MultiSpot Nd:YAG handpiece has 2 x 4 mm and 6 mm light guides. Optimal Pulse Technology (OPT) and Multiple-Sequential-Pulsing. Continuous contact cooling with SapphireCool light guides. Optimized presets.
Lumenis One	Multi-Application, Multi-Technology Modular Platform	IPL: 515 – 1200 nm, Nd:YAG: 1064 nm, LightSheer Diode: 800 nm	10 – 40 J/cm <sup>2</sup> , 10 – 225 J/cm <sup>2</sup> , 10 – 100 J/cm <sup>2</sup>	3 – 100 ms, 2 – 20 ms, 5 – 400 ms	Contact mfr.	Upgradable, expandable, seven IPL filters, OPT for Multiple-Sequential-Pulsing, optimized presets and patient database, spot sizes. IPL: 15 x 35 mm and 8 x 15 mm, Nd:YAG: 2 x 4, 6 and 9 mm, LightSheer 9 x 9 mm.
<b>NewSurg</b>						
NS-532 Laser System	Solid State Diode Pumped 532 nm Green Light Laser	532 nm	3 or 5 W	0.5 – 2,000 ms	Contact mfr.	Compact and portable. FDA cleared. Adjustable spot size through flexible fiber delivery.
<b>Quanta Aesthetic Lasers</b>						
EVO Light Series	Nd:YAG (pulsed) / KTP (pulsed) / IPL (opt.)	1064 nm/532 nm/650 nm, 625 nm, 590 nm, 570 nm, 550 nm; 400 – 1200 nm	300 J/cm <sup>2</sup> / 95 J/cm <sup>2</sup> / up to 25 J/cm <sup>2</sup>	0.3 – 300 ms / 2 – 50 ms / up to 40 ms	Contact mfr.	Air or contact skin cooling systems for pulsed lasers and optional IPL. Nd:YAG spot sizes: up to 16 mm. IPL spot sizes: 48 x 13 mm and 25 x 13 mm.
EVO MDK Series	Multi-Application Platform: Nd:YAG (Q-Switched) / Nd:YAG FD (Q-Switched) / Nd:YAG (pulsed) / Alexandrite (pulsed) / KTP (pulsed) / IPL (opt.)	1064 nm QS / 532 nm QS / 1064 nm / 755 nm / 532 nm / 1320 nm / 650 nm, 625 nm, 590 nm, 570 nm, 550 nm; 400 – 1200 nm	45 J/cm <sup>2</sup> / 19 J/cm <sup>2</sup> / 300 J/cm <sup>2</sup> / 123 J/cm <sup>2</sup> / 95 J/cm <sup>2</sup> / 35 J/cm <sup>2</sup> / up to 25 J/cm <sup>2</sup>	6 ns / 6 ns / 0.3 – 300 ms / 0.3 – 300 ms / 2 – 50 ms / 5 – 10 ms / up to 40 ms	Contact mfr.	Air cooling system for Q-switched lasers. Air or contact skin cooling systems for pulsed lasers and optional IPL. Q-switched spot sizes up to 5 x 5 mm, Alexandrite spot sizes: up to 16 mm. Nd:YAG spot sizes: up to 16 mm, IPL spot sizes: 48 x 13 mm and 25 x 13 mm.
Forte Series	Multi-Application Platform	IPL: VLPL535 – 980 nm	5 – 25 J/cm <sup>2</sup>	10 – 25 ms	Contact mfr.	Portable, upgradeable with up to eight modules; five IPL handpieces, high-speed diode, Er:YAG and Nd:YAG. Advanced contact cooling with Sapphire waveguide which cools to 12° C. Adaptive Pulse Control (APC) adjusts pulse sequence and energy for safe and effective Tx of all skin types.
Thunder Series	Alexandrite (pulsed) / Nd:YAG (pulsed)	755 nm / 1064 nm	Up to 60 J/cm <sup>2</sup> / up to 300 J/cm <sup>2</sup>	0.3 – 300 ms	Contact mfr.	Optional Qool-Air air cooling system connected and controlled by the laser device. Optimized spot shape up to 24 mm, rep. rate up to 10 Hz, Optional OptiScan scanner device for up to 30 cm <sup>2</sup> per scan. Rep. rate up to 15 Hz (with scanner).

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# VASCULAR TECHNOLOGY COMPARISON CHART

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
<b>Rohrer Aesthetics, LLC</b>						
Spectrum	YAG Laser	1064 nm	50 J/cm <sup>2</sup>	Adjustable up to 10 ms	\$54,995 (fully loaded); \$29,995 (with single handpiece)	Multi-platform laser/IPL features: 810 diode, Er:YAG, Q-switched Nd:YAG, long pulsed YAG and IPL. Nd:YAG features adjustable spot size (1.5 mm and 3 mm); built-in contact cooling; safely removes facial and leg veins and small angiomas on the body without bruising.
<b>Syneron Candela</b>						
eIos Plus / LV and LVA, SR Plus, SRA Plus and SRA Mini Applicators	Multi-Application Platform: eIos, LV/LVA: Diode/RF Electrical Energy, SR/SRA: Optical Energy/RF Electrical Energy, SRA Mini: Optical Energy/RF Electrical Energy	LV/LVA: 915 nm; SR/SRA Plus: 580 – 980 nm (SR), 470 – 980 nm (SRA); SRA Mini: 470 – 980 nm	Light Fluence: LV/LVA: up to 140 J/cm <sup>2</sup> ; 100 – 350 J/cm <sup>2</sup> ; SR/SRA Plus: 580 – 980 nm (SR), 470 – 980 nm (SRA); SRA Mini: 470 – 980 nm / RF Energy: LV/LVA: up to 100 J/cm <sup>2</sup> ; SR/SRA Plus: up to 25 J/cm <sup>2</sup> ; SRA Mini: up to 25 J/cm <sup>2</sup> Up to 40 J/cm <sup>2</sup>	N/A	Contact mfr.	8 x 5 mm spot size at 1 Hz pulse rep. rate (LV/LVA); 35 x 14 mm spot size at 3 Hz (SR/SRA Plus); and 15 x 14 mm at 1 Hz (SRA Mini) for treatment of smaller, more focused areas.
Vbeam Perfecta	High-Output Pulsed Dye Laser	595 nm	Up to 400 J/cm <sup>2</sup> / up to 520 J/cm <sup>2</sup>	0.45 – 40 ms	Contact mfr.	Six spot sizes up to 12 mm, including 3 x 10 elliptical and two pigmented lesion handpieces; unique, patented Dynamic Cooling Device (DCD); maximizing patient comfort and Tx efficacy.
GentleMax Pro	Dual Wavelength Alexandrite / Nd:YAG	755 nm / 1064 nm	Up to 400 J/cm <sup>2</sup> / up to 520 J/cm <sup>2</sup>	0.250 – 100 ms	Contact mfr.	Standard Tx spot sizes from 6 - 18 mm; specialty delivery system option provides 1.5, 3 and 3 x 10 mm Tx spots; finger and foot switch pulse control; patented DCD provides comfort and consistent epidermal protection. Same as above with Nd:YAG grade to GentleMax Pro available.
GentleLase Pro-U	Alexandrite	755 nm	Up to 400 J/cm <sup>2</sup>	0.250 – 100 ms	Contact mfr.	Same as above with Nd:YAG grade to GentleMax Pro available.
GentleYAG Pro-U	Nd:YAG	1064 nm	Up to 520 J/cm <sup>2</sup>	0.250 – 100 ms	Contact mfr.	Same as above with Alexandrite system upgrade to GentleMax Pro available.
<b>WonTech Co., Ltd.</b>						
COSJET SR	Long Pulsed Nd:YAG Laser	1064 nm, 1320 nm	50 J (1064 nm), 15 J (1320 nm)	0.3 – 1 ms (short) / 1 – 100 ms (long)	Contact mfr.	Handpiece cooling systems: skin cooling system and sapphire window contact cooling; foot switch spot size from 2 to 10 mm.
V-laser	Long-Pulsed KTP / Nd:YAG Laser	532 nm / 1064 nm	1 J / 50 J	1 – 40 ms / 5 – 60 ms / Genesis: 0.3 ms	Contact mfr.	Spot size: 2, 3, 4, 5, 6, 8, 10, 12 mm; Sapphire window contact cooling.
Sandro Dual	Long-Pulsed Alexandrite / Nd:YAG Laser	755 nm / 1064 nm / Hybrid mode (755 – 1064 nm, 1064 – 755 nm)	50 J / 80 J / 60 J	0.2 – 300 ms / 0.2 – 300 ms / 5 – 50 ms	Contact mfr.	Spot size: 2, 3, 5, 7, 10, 12, 15, 18, 20 mm; Skin Cooling Spray (SCS).

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## PRODUCT PROFILES



### Vevazz

Vevazz™ Contouring is a competitively priced, FDA-cleared LED light-based device designed to help people lose inches of fat immediately. Treatment is safe, painless and completely non-invasive for fat loss, spot reduction and aesthetic body contouring. Other indications include cellulite reduction, scar treatment, wrinkle reduction, skin tightening, neuropathy, pain and inflammation. Vevazz's LED light works in only seven minutes per treatment area, in addition to a full body LED bed.

Vevazz: 773-620-9500 or visit [www.vevazz.com](http://www.vevazz.com)



### Millennium Medical Products

Millennium Medical Technologies (MMT) specializes in comprehensive solutions and products that support harvesting, processing and deployment of autologous tissue and cells. MMT makes autologous tissue and cell procedures safe, reproducible and cost-effective.

Millennium Medical Technologies:  
949-215-8560 or visit [www.mmt-us.com](http://www.mmt-us.com)



### ARVATI

With its EPIC Technology, the new ARVATI™ system powered by Thermo®, offers emission of continuous, powerful RF waves, with an enhanced 50 W capacity system, intelligent software with electrode recognition, and a control algorithm, providing the speed you want and the control you need for various modalities (ThermiTight®, ThermoRase®, ThermoSmooth® Face, ThermoVa®). With its advanced temperature-controlled RF EPIC Technology, ARVATI is a state-of-the-art platform offering expanded versatility to treat more body areas and grow your practice.

Thermi, an Almirall Company: 866-981-5017 or visit [www.thermi.com](http://www.thermi.com)



# FRACTIONAL TECHNOLOGIES COMPARISON CHART

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
<b>Aerolase</b>						
LightPod Era	Er:YAG	2940 nm	Up to 1400 mJ	300 $\mu$ s	Contact mfr.	No per treatment consumables and no skin contact by handpiece. No service contracts. Portable (22 lbs.). All laser accessories, training and marketing package included.
<b>Aesthetics Biomedical</b>						
The Vivace Experience	Microneedling with RF	1 MHz and 2 MHz	70 W	100 – 800 ms	Contact mfr.	
<b>Alma Lasers, Ltd.</b>						
Harmony XL Pro Platform	Pulsed UV Light / AFT Pulsed Light / IN-Motion AFT Pulsed Light / Pulsed NIR / Alexandrite / Q-Switched Nd:YAG with KTP / Nd:YAG / Pixel 2940 Er:YAG / ClearLift Q-Switched / Nd:YAG / Dye-SR AFT Pulsed Light / Dye-VL AFT Pulsed Light	UVB / UVA, 300 – 380 nm / 515 – 950 nm, 540 – 950 nm, 570 – 950 nm / Near-Infrared / Near-Infrared / 755 nm / 532 nm, 1064 nm / 1064 nm, 1320 nm / 2940 nm / 1064 nm / 550 – 650 nm / 500 – 6600 nm	2,000 – 5,000 mJ/cm <sup>2</sup> / 30 J/cm <sup>2</sup> , 30 J/cm <sup>2</sup> , 30 J/cm <sup>2</sup> / 5 – 20 J/cm <sup>2</sup> , 1 – 7 J/cm <sup>2</sup> / 1 – 7 J/cm <sup>2</sup> / 1 – 32 J/cm <sup>2</sup> / 400 – 1200 mJ/p / 30 – 450 J/cm <sup>2</sup> , 5 – 40 J/cm <sup>2</sup> / 300 – 2,500 mJ/p / up to 1200 J/cm <sup>2</sup> / up to 15 J/cm <sup>2</sup> / up to 30 J/cm <sup>2</sup> / up to 70 W	30, 40, 50 ms / 10, 12, 15 ms, 10, 12, 15 ms, 10, 12, 15 ms / 30, 40, 50 ms, 1, 3, 30 sec / 10, 30, 90 sec / 3 ms / 20 ns / 10, 15, 45, 60 ms, 30, 40, 50 ms / Short, Medium, Long / 20 ns / 10, 12, 15 ms / 5, 10, 25 ms	Contact mfr.	AFT Pulsed: contact cooled version or non-cooled module options. IN-Motion AFT: contact cooled version or non-cooled module options. Pulsed NIR: ST module with large 40 x 16 mm spot. Alexandrite: 5 mm and 8 mm tips. QS Nd:YAG: 3 mm and 5 mm tips. Nd:YAG: 2 mm, 6 mm and 10 mm tips with contact cooling; 1320 nm: 6 mm tip. Pixel 2940: Pixel tips are 11 mm <sup>2</sup> with 1 x 7, 7 x 7 and 9 x 9 arrays. Erbium tips are 1 mm and 4 mm. ClearLift QS: 5 x 5 tip.
Pixel CO <sub>2</sub>	Fractional CO <sub>2</sub> System	10,600 nm	Up to 80 W	CW Superpulse	Contact mfr.	Pixel tips are 11 mm <sup>2</sup> with 1 x 7, 7 x 7 and 9 x 9 arrays, surgical handpieces are 50 mm and 100 mm.
VShape EXELO <sub>2</sub>	Pixel RF Fractional CO <sub>2</sub> System	RF, 40.68 MHz 10,600 nm	3 – 40 W	N/A 1 – 100 ms plus CW	Contact mfr.	25 mm Roller Tip, 12 mm stationary tip.
BURANE	Er:YAG	2940 nm	Up to 2.5 J	Up to 260 ms	Contact mfr.	Variable, 1 – 6 mm; 7 x 7 fractional handpiece.
SINON PicoClear	Ruby Q-Switched Four Wavelength Q-Switched Nd:YAG with Pico and Nano Modes Triple Mode Nd:YAG Laser: Q-switched; Long Pulse, Double Pulse on One System	694 nm 1064 nm / 532 nm; 585 nm and 650 nm (Nano only) 1064 nm / 532 nm	2 – 14 J/cm <sup>2</sup> 250 mJ – 1 J	20 ns 600 ps – 2 ns	Contact mfr.	Dual wavelength device for resurfacing of vascular and pigmented lesions, tattoo removal and fractionated skin resurfacing. 2 – 15 mm spot size.
Alma-Q			Up to 30 J/cm <sup>2</sup>	4 ms – 60 ms	Contact mfr.	Pigmented and vascular lesions, tattoo removal, skin resurfacing, tattoo removal; fractional resurfacing with pixel handpiece.
<b>Cutera</b>						
xeo pearl	YSGG	2940 nm	Up to 3.5 J/cm <sup>2</sup>	$\leq$ 1000 $\mu$ s	Contact mfr.	
xeo pearl fractional	YSGG	2940 nm	<400 mJ	$\leq$ 1000 $\mu$ s	Contact mfr.	
<b>Fotona</b>						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm <sup>2</sup>	0.1 – 50 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 $\mu$ m spot size, 168 mm <sup>2</sup> Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes.
XS Dynamis	Er:YAG	2940 nm	Up to 500 J/cm <sup>2</sup>	0.1 – 1.5 ms	Contact mfr.	Same as above.
StarWalker MaQX	Nd:YAG Q-Switch Pico / Nano	523 nm, 585 nm, 650 nm, 1064 nm	Up to 300 J/cm <sup>2</sup>	580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional	Contact mfr.	R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.
<b>Hironic Co., Ltd.</b>						
MIXEL	CO <sub>2</sub> Fractional	10,600 nm	60 mJ	Up to 5,000 $\mu$ s	Contact mfr.	Metal tube; scanner type, scan size 2 x 2 mm to 20 x 20 mm, beam size: 70 $\mu$ m – 200 $\mu$ m. Max. spot quantity: 40,000.
<b>InMode</b>						
Fractora / Optimas Workstation	Fractional RF	N/A	Up to 62 mJ/pin	Up to 2 pps	Contact mfr.	Variable pin configurations and Tx depths allow for a Designer Dermis approach to treatment. Safe on ethnic skin. No pulse counter limitations.
Morpheus8 / EmbraceRF Workstation	RF	N/A	N/A	N/A	Contact mfr.	New concept of combining microneedling with a bipolar RF mechanism in the subdermal space resulting in subdermal adipose tissue remodeling with longer lasting skin contraction.
<b>Lasering USA</b>						
SLIM E30 MiXto SX	CO <sub>2</sub>	10,600 nm	0.5 – 30 W	2.5 – 16 ms	Contact mfr.	Patented chopped CW fractional scanner system; 20 x 20 mm, 180 and 300 micron scanning handpieces, full range of cutting handpieces, micromanipulator and GYN handpiece for vaginal rejuvenation. No disposables.
SLIM EVOLUTION II MiXto PRO	CO <sub>2</sub>	10,600 nm	0.5 – 30 W	2.5 – 16 ms	Contact mfr.	Same as above.
<b>Lumenis</b>						
UltraPulse (with ActiveFX, DeepFX, TotalFX and SCAAR FX)	Fractional and Full Ablative CO <sub>2</sub>	10,600 nm	Proprietary, unique UltraPulse technology; up to 225 mJ per single pulse (short pulse duration). Avg. power up to 60 W, peak power up to 240 W	Unique 225 mJ in less than 2 ms	Contact mfr.	Two scanners: CoolScan (CPG) delivers UltraPulse telecentric, collimated scanning with 1.3 mm spot size. DeepFX micro-scanner delivers energy with 0.12 mm spot size, up to 4 mm penetration depth. Collimated single spot energy delivery and focused incisional handpieces. SCAAR FX fractional mode delivers 150 mJ per pulse, deep treatment up to 4 mm in a single pulse and optimal ablation/coagulation ratio. 34 FDA cleared aesthetic indications.

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.

# FRACTIONAL TECHNOLOGIES COMPARISON CHART

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
<b>Lumenis - continued</b>						
AcuPulse MultiMode	Fractional CO <sub>2</sub>	10,600 nm	Average power up to 40 W, peak power up to 200 W	SuperPulse pulses less than 0.3 ms	Contact mfr.	Ten modes: FeatherTouch, SilkTouch, FineTouch, ToeTouch, Paint, Superficial, Deep, Combo, StretchTouch and Bleph. Two scanners: AcuScan120 for fractional resurfacing and SurgiTouch for full resurfacing. Three handpieces for use with SurgiTouch scanner and one incisional handpiece. 34 FDA cleared indications.
M22 ResurFX	1565 nm Erbium Fiber Laser	1565 nm	10 – 70 mJ per micro-beam	N/A	Contact mfr.	Single pass CoolScan scanner for non-sequential scanning, continuous contact cooling for increased patient comfort and protection of epidermis. No disposables; 600 combinations of shape, size and density.
<b>Lutronic</b>						
eCO2	CO <sub>2</sub> Fractional laser	10,600 nm	Up to 240 mJ	Ultra Pulse: 40 – 1,000 µs; Super Pulse: 1 – 5 ms 10 ms – 1,000 ms	Contact mfr.	Fractional or Incisional handpieces. Variety of fractional handpiece tips available: 120, 300, 500 micron tip.
INFINI	Bipolar Fractional RF	N/A	50 W		Contact mfr.	MFR handpiece with a variety of tips available: 49 tip (7 x 7 needles, scan size: 10 x 10 mm), Comfort / 16 tip (4 x 4 needles, scan size: 5 x 5 mm).
Mosaic HP LaseMD PicoPlus	Er:Glass Thulium Laser Pico / Nanosecond Dual Pulse Width Laser	1550 nm 1927 nm 1064 nm, 532 nm, 585 nm, 660 nm	Up to 120 mJ 1 – 20 mJ 1 – 20 mJ	N/A N/A 750 ps	Contact mfr. Contact mfr. Contact mfr.	10 x 10, 8 x 8, 6 x 6 and 5 x 10 mm, Contact tip, Hair tip. Five handpieces, including two fractional. *Pending FDA clearance.
<b>Quanta Aesthetic Lasers</b>						
YouLaser CO <sub>2</sub>	Fractional and Full Ablative CO <sub>2</sub>	10,600 nm	Up to 30 W	0.5 – 80 ms	Contact mfr.	Advanced, lightweight scanner is ergonomically designed and has nine different fractional patterns that vary in shape, size and density of spot, making it a device for use on the face with minimal patient downtime. Metal RF excited tube provides greater stability and reliability over glass tubes.
Discovery PICO	Picosecond Nd:YAG	532 nm / 1064 nm	0.3 J / 0.8 J	400 ps / 450 ps	Contact mfr.	Peak power up to 0.75 GW at 532 nm and 1.8 GW at 1064 nm. Exclusive Pico-Boost technology (patented) to allow emissions in pico, nano or micro seconds. OptiBeam II technology for fractional, squared and round flat top spots up to 10.5 mm. Twain options available.
Twain 2940	Er:YAG	2940 nm	Up to 3 J	0.3 – 1 ms	Contact mfr.	Twain 2940 option for all EVO, Discovery PICO Series and Forte. Variable pulsed duration, rep. rate up to 6 Hz. Spot size 2, 4, 9 mm; fractional 9 mm.
<b>Rohrer Aesthetics, LLC</b>						
Phoenix CO <sub>2</sub> Laser	CO <sub>2</sub>	10,600 nm	Adjustable up to 200 mJ/point	Adjustable up to 20 ms	\$34,995	Incisional handpiece and ergonomic, microthermal zone scanner. Pixelated scanner features unique scanning technology to customize treatment for individual patients. 30 mm x 30 mm pattern size allows resurfacing of both hands in under 2 minutes. Can also be used to improve vaginal health.
<b>Solta Medical, a division of Valeant Pharmaceuticals North America</b>						
Fraxel DUAL 1550/1927 Laser System	Fractional Laser with Zimmer Cryo 6 Skin Cooling System	1550 nm / 1927 nm	Up to 70 mJ/MTZ (1550 nm) / 20 mJ/MTZ (1927 nm)	N/A	\$129,000	Intelligent Optical Tracking System (IOTS); single operator cooling.
Fraxel re:pair Laser System	CO <sub>2</sub> Fractional Laser	10,600 nm	Up to 70 mJ/MTZ	N/A	\$139,000	FMDA: 600 micron (superficial treatments); FDDA: 135 micron (deep treatments); 0.2 mm surgical incisional handpiece; 2.0 mm surgical ablative handpiece.
<b>Syneron</b>						
Profound	Bipolar RF – 460, 5 kHz	N/A	Max. output voltage – 84 VRMS Up to 62 mJ/pin RF: up to 100 mJ/pin	N/A	Contact mfr.	Single-use, sterile Tx cartridge with either five (dermal) or seven (subQ) independently controlled bipolar microneedle pairs.
eMatrix Sublative Rejuvenation elōsPlus Sublative Applicator	Fractional Bipolar RF Multi-Application Platform: Optical Energy (IR) / Fractional RF (elōs)	N/A N/A	RF: up to 100 mJ/pin	N/A 1 Hz	Contact mfr. Contact mfr.	Standard 64: 12 x 12 mm, Focal 44: 11 x 3 mm. Standard 64: 12 x 12 mm, Focal 44: 11 x 3 mm.
eTwo Sublative Applicator	Multi-Application Platform: Optical Energy (IR) / Fractional RF (elōs)	N/A	RF: up to 100 mJ/pin	Up to 200 pulses	Contact mfr.	Sublime energy: up to 100 J/cm <sup>3</sup> .
CO <sub>2</sub> RE	CO <sub>2</sub> Resurfacing System	10,600 nm	Up to 396 J/cm <sup>2</sup>	20 – 3,000 µs	Contact mfr.	Exclusive Fusion Tx mode to treat superficial and deep skin layers simultaneously. Multi-use featherweight delivery system, multiple treatment spots, full length fractional, short fractional and tapered surgical handpieces, 10.4" high-resolution color LCD, touchscreen user interface, footswitch.
PicoWay Resolve	Picosecond Laser with 101 Uniform Microbeams	532 nm / 1064 nm	Up to 1.5 mJ/µbeam / up to 3.0 mJ/µbeam	375 ps / 450 ps	Contact mfr.	101 µbeams, 6 x 6 mm array per Tx area.
<b>WonTech Co., Ltd.</b>						
PICOCARE	Picosecond Nd:YAG	1064 nm / 532 nm	600 mJ / 300 mJ	370 ps / 450 ps	Contact mfr.	Zoom (2 – 10 mm), collimated (7 mm), dye (595 nm, 660 nm / 3 mm) and HEXA MLA (3-5 mm, 6-10 mm) handpieces; and footswitch.
Lavieen	Thulium Fractional Laser	1927 nm	10 W	0.1 – 10 ms	Contact mfr.	Separately adjustable energy and pulse duration; adjustable shape and size of the laser beam. Tips: 10 mm, 20 mm, 30 mm. No consumables.

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# HAIR REMOVAL COMPARISON CHART

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
<b>Aerolase</b>						
LightPod Neo	650 ms Nd:YAG	1064 nm	Up to 1272 J/cm <sup>2</sup>	650 μs – 1.5 ms	Contact mfr.	30+ applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No routine maintenance. Portable (25 lbs.). All laser accessories, training and marketing package included.
<b>Alma Lasers, Ltd.</b>						
Soprano ICE	CW Diode	1064 nm	Up to 120 J/cm <sup>2</sup>	10 – 1,350 ms	Contact mfr.	Dual Mode: pulse and In-Motion SHR for virtually painless hair removal. Facial tip for hard to reach areas.
Harmony XL Pro	In-Motion AFT Pulsed Light / Alexandrite / Nd:YAG	650 – 950 nm / 755 nm / 1064 nm	Up to 120 J/cm <sup>2</sup> / 5 – 20 J/cm <sup>2</sup> / 1 – 32 J/cm <sup>2</sup> / 30 – 450 J/cm <sup>2</sup>	1, 3, 30 sec / 3 ms / 10, 15, 45, 60 ms	Contact mfr.	Contact cooled or non-cooled module options. Alexandrite: 5 mm and 8 mm tips. Nd:YAG: 2 mm, 6 mm and 10 mm tips with contact cooling.
ARION LEDA Soprano ICE Platinum	Alexandrite Diode CW Diode	755 nm 808 nm, 980 nm Trio Clustered Technology: 755 nm, 810 nm, 1064 nm	Up to 40 J/cm <sup>2</sup> 60 J/cm <sup>2</sup> Up to 120 J/cm <sup>2</sup>	5 – 140 ms 6 – 60 ms 10 – 1350 ms	Contact mfr. Contact mfr. Contact mfr.	6, 8, 10, 12, 14, 16 mm. Hygienic tip and facial tip.
<b>Cutera</b>						
xeo + prowave	Laser / IPL	1064 nm / 680 – 1100 nm	300 J/cm <sup>2</sup> / up to 35 J/cm <sup>2</sup>	Up to 300 ms / up to 90 ms	Contact mfr.	
excel HR	Laser	755 nm, 1064 nm	Up to 300 J/cm <sup>2</sup>	Up to 300 ms	Contact mfr.	
<b>Fotona</b>						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm	Up to 600 J/cm <sup>2</sup>	0.1 – 1.6 ms	Contact mfr.	S-11: Nd:YAG scanner: 42 cm <sup>2</sup> Tx area. Nd:YAG handpieces: 2 – 20 mm spot sizes.
XP MAX QX MAX	Nd:YAG Nd:YAG Q-Switched / Long Pulse	1064 nm 1064 nm, 532 nm, 585 nm, 650 nm	Up to 600 J/cm <sup>2</sup> Up to 160 J/cm <sup>2</sup>	0.1 – 1.6 ms 250 μs	Contact mfr. Contact mfr.	Same as above. Handpieces: 2 – 8 mm spot sizes.
StarWalker MaQX	Nd:YAG Q-Switch Pico / Nano	523 nm, 585 nm, 650 nm, 1064 nm	Up to 300 J/cm <sup>2</sup>	580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional	Contact mfr.	R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.
<b>InMode</b>						
Diolaze XL / Optimas Workstation	Diode	810 nm	40 J/cm <sup>2</sup> (short), 60 J/cm <sup>2</sup> (long)	Single and 1 pps auto repeat	Contact mfr.	Gold standard wavelength with ultra-fast speed / pulsing to tissue and large spot size. No compromising power for pulsing. Virtually painless due to strong built-in cooling (3PC - Pre, Parallel, Post). No consumables.
Triton DuoLight / Triton Workstation	Alexandrite / Diode	755 nm / 810 nm	5 – 40 J/cm <sup>2</sup>	Short and Long	Contact mfr.	
Triton DuoDark / Triton Workstation	Diode / Nd:YAG	810 nm / 1064 nm	5 – 40 J/cm <sup>2</sup>	Short and Long	Contact mfr.	
<b>Lumenis</b>						
LightSheer Duet	Diode	800 nm	HS: 4.5 – 12 J/cm <sup>2</sup> ET: 10 – 100 J/cm <sup>2</sup>	HS: 30 – 400 ms ET: 5 – 400 ms	Contact mfr.	Two spot sizes: 22 x 35 and 9 x 9 mm. Vacuum Assist technology. Advanced ChillTip handpiece. Intuitive touchscreen with recommended treatment settings.
LightSheer ET LightSheer Infinity	Diode Diode	800 nm 805 nm / 1060 nm	10 – 100 J/cm <sup>2</sup> HS: 4.5 – 12 J/cm <sup>2</sup> , ET: 20 – 80 J/cm <sup>2</sup> , LR: 5 – 25 J/cm <sup>2</sup>	5 – 400 ms HS: 30 – 400 ms, ET: 5 – 400 ms, LR: 5 – 400 ms	Contact mfr. Contact mfr.	Advanced ChillTip handpiece. No consumables. Optional cart. Three spot sizes: 22 x 35, 9 x 27 and 9 x 9 mm. Vacuum Assist technology. Advanced ChillTip handpieces. Intuitive touchscreen with recommended treatment settings.
LightSheer Desire	Diode	805 nm	HS: 4.5 – 12 J/cm <sup>2</sup> , ET: 10 – 100 J/cm <sup>2</sup> , XC: 10 – 40 J/cm <sup>2</sup>	HS: 30 – 400 ms, ET: 5 – 400 ms, LR: 5 – 400 ms	Contact mfr.	Three spot sizes: 22 x 35, 12 x 12 and 9 x 9 mm. Vacuum Assist technology. Advanced ChillTip handpieces. Intuitive touchscreen with recommended treatment settings.
M22	Multi-Application, Multi-Technology Modular Platform	IPL: 515 – 1200 nm / Nd:YAG: 1064 nm	10 – 35 J/cm <sup>2</sup> / 20 – 225 J/cm <sup>2</sup>	4 – 20 ms / 2 – 20 ms	Contact mfr.	Optimal Cart. Universal IPL Module treats 24 applications, Universal IPL handpiece has two light guides (15 x 35 mm and 8 x 15 mm), with six interchangeable Expert Filters: 515, 560, 590, 615, 640, 695 nm. Nd:YAG Module treats five applications, MultiSpot Nd:YAG handpiece has 2 x 4 mm and 6 mm light guides. Optimal Pulse Technology (OPT) and Multiple-Sequential-Pulsing. Continuous contact cooling with SapphireCool light guides on both modules. Optimized presets.
Lumenis One	Multi-Application, Multi-Technology Modular Platform	IPL: 515 – 1200 nm / Nd:YAG: 1064 nm / LightSheer Diode: 800 nm	10 – 40 J/cm <sup>2</sup> / 10 – 225 J/cm <sup>2</sup> / 10 – 100 J/cm <sup>2</sup>	3 – 100 ms / 2 – 20 ms / 5 – 400 ms	Contact mfr.	Upgradable, expandable, seven IPL filters, OPT for multiple sequential pulsing, optimized presets and patient database, spot sizes. IPL: 15 x 35 and 8 x 15 mm, Nd:YAG: 2 x 4, 6 and 9 mm, LightSheer 9 x 9 mm.
<b>Mattioli Engineering Italia s.p.a.</b>						
Pulse II	IPL	650 – 960 nm	Up to 25 J/cm <sup>2</sup>	14 – 35 ms	Contact mfr.	
<b>Quanta Aesthetic Lasers</b>						
EVO Domino	Dual Alexandrite (pulsed) / IPL (opt.)	755 nm / 650 nm, 625 nm, 590 nm, 570 nm, 550 nm; 400 – 1200 nm	198 J/cm <sup>2</sup> / up to 25 J/cm <sup>2</sup>	0.3 – 300 ms / up to 40 ms	Contact mfr.	Air or contact skin cooling systems for pulsed lasers and optional IPL. Alexandrite spot sizes: up to 20 mm. IPL spot sizes: 48 x 13 mm and 25 x 13 mm.
EVO Light Series	Alexandrite (pulsed) / Nd:YAG (pulsed) / KTP (pulsed) / IPL (opt.)	755 nm / 1064 nm / 532 nm / 1320 nm / 650 nm, 625 nm, 590 nm, 570 nm, 550 nm; 400 – 1200 nm	123 J/cm <sup>2</sup> / >300 J/cm <sup>2</sup> / 95 J/cm <sup>2</sup> / 35 J/cm <sup>2</sup> / up to 25 J/cm <sup>2</sup>	0.3 – 300 ms / 0.3 – 300 ms / 2 – 50 ms / 5 – 10 ms / up to 40 ms	Contact mfr.	Air or contact skin cooling systems for pulsed lasers and optional IPL. Alexandrite spot sizes: up to 20 mm, Nd:YAG spot sizes up to 16 mm. IPL spot sizes: 48 x 13 mm and 25 x 13 mm.
EVO MDK Series	Nd:YAG (Q-Switched) / Nd:YAG FD (Q-Switched) / Nd:YAG (pulsed) / Alexandrite (pulsed) / KTP (pulsed) / IPL (opt.)	1064 nm QS / 532 nm QS / 1064 nm / 755 nm / 532 nm / 1320 nm / 650 nm, 625 nm, 590 nm, 570 nm, 550 nm; 400 – 1200 nm	45 J/cm <sup>2</sup> / 19 J/cm <sup>2</sup> / 300 J/cm <sup>2</sup> / 123 J/cm <sup>2</sup> / 95 J/cm <sup>2</sup> / 35 J/cm <sup>2</sup> / up to 25 J/cm <sup>2</sup>	6 ns / 6 ns / 0.3 – 300 ms / 0.3 – 300 ms / 2 – 50 ms / 5 – 10 ms / up to 40 ms	Contact mfr.	Air cooling system for Q-switched lasers. Air or contact skin cooling systems for pulsed lasers and optional IPL. Q-switched spot sizes: up to 5x5 mm; Alexandrite spot sizes: up to 16 mm, Nd:YAG spot sizes: up to 16 mm, IPL spot sizes: 48 x 13 mm and 25 x 13 mm.
Forte Series	Multi-Application Platform	Diode 808 nm / IPL HR580 – 950, HR635 – 950 nm	90 J/cm <sup>2</sup> / 5 – 25 J/cm <sup>2</sup> / 5 – 25 J/cm <sup>2</sup>	1 – 200 ms / 15 – 100 ms / 15 – 100 ms	Contact mfr.	Portable, upgradeable with up to eight modules; five IPL handpieces, high-speed diode, Er:YAG and Nd:YAG. Advanced contact cooling with Sapphire waveguide, which cools to 12° C. Adaptive Pulse Control (APC) adjusts pulse sequence and energy for safe and effective Tx of all skin types.
Thunder Series	Alexandrite (pulsed) / Nd:YAG (pulsed)	755 nm / 1064 nm	Up to 60 J/cm <sup>2</sup> / up to 300 J/cm <sup>2</sup>	0.3 – 300 ms	Contact mfr.	Optional Qool-Air, air cooling system connected and controlled by the laser device. Optimized spot shape up to 24 mm, rep. rate up to 10 Hz. Optional OptiScan scanner device for up to 30 cm <sup>2</sup> per scan. Rep. rate up to 15 Hz (with scanner).

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# HAIR REMOVAL COMPARISON CHART

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<b>Rohrer Aesthetics, LLC</b> Spectrum	Diode Laser	810 nm	N/A	Adjustable up to 400 ms	\$54,995 (fully loaded) \$29,995 (with single handpiece)	Multi-platform laser/IPL features: 810 diode, Er:YAG, Q-switched Nd:YAG, long pulsed YAG and IPL. 810 diode (hair removal) features adjustable pulse duration from 20 ms to 400 ms; safe for all skin types. Large 12 mm x 14 mm spot size combined with adjustable Hz rate from 1 - 10 pulses/sec, allows treatment of large areas (full back, chest or legs) in under 15 minutes. Handpiece includes built-in contact cooling and reduces (usually permanently) dark colored hair after three to five treatments.
<b>Solta Medical, a division of Valeant Pharmaceuticals North America</b> Clear + Brilliant pélo	Diode	808 nm	Up to 750 J/cm <sup>2</sup>	4 - 400 ms	\$74,999	Linear scanning technology maximizes efficacy, speed and patient comfort. Large spot size and scan area. Integrated contact cooling.
<b>Syneron Candela</b> GentleMax Pro	Dual Wavelength Alexandrite / Nd:YAG	755 nm / 1064 nm	Up to 400 J/cm <sup>2</sup> / up to 520 J/cm <sup>2</sup>	0.250 - 100 ms	Contact mfr.	Standard Tx spot sizes from 6-18 mm; large spot delivery system handpiece provides 20, 22 and 24 mm Tx spots; finger and foot switch pulse control; patented Dynamic Cooling Device (DCD) providing consistent epidermal protection and patient comfort.
GentleLase Pro-U	Alexandrite	755 nm	Up to 400 J/cm <sup>2</sup>	0.250 - 100 ms	Contact mfr.	Same as above. Nd:YAG system upgrade to GentleMax Pro available.
GentleYAG Pro-U	Nd:YAG	1064 nm	Up to 520 J/cm <sup>2</sup>	0.250 - 100 ms	Contact mfr.	Same as above. Alexandrite system upgrade to GentleMax Pro available.
elôs Plus with Motif LHR Applicator	Multi-Application Platform: Optical Energy (IR) / RF (elôs)	810 nm	Light Fluence: up to 50 J/cm <sup>2</sup> , RF: up to 50 J/cm <sup>3</sup>	3 Hz	Contact mfr.	Spot size: 12 x 12 mm; tip cooling temp: 5° C.
elôs Plus with Motif HR Plus Applicator	Multi-Application Platform: Optical Energy (IR) / RF (elôs)	680 - 980 nm	Light Fluence: up to 35 J/cm <sup>2</sup> , RF: up to 25 J/cm <sup>3</sup>	Up to 3 Hz	Contact mfr.	Spot size: 35 x 14 mm; tip cooling temp: 5° C.
elôs Plus with Motif HR Applicator	Multi-Application Platform: Optical Energy (IR) / RF (elôs)	680 - 980 nm	Light Fluence: up to 45 J/cm <sup>2</sup> , RF: up to 25 J/cm <sup>3</sup>	1 Hz	Contact mfr.	Spot size: 25 x 12 mm; tip cooling temp: 5° C.

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.

## PRODUCT PROFILES



### Alma-Q

With both 532 nm and 1064 nm wavelengths, Alma-Q features Q-switched, long pulse and double pulse modes on a single dedicated platform to treat a wide-range of indications. The high powered Q-switched laser is effective in removing natural or artificial pigmentation while minimizing the risk of damage to surrounding tissue. Approved for all skin types, Alma-Q is FDA cleared for tattoo removal, skin resurfacing and hair removal, and can also be used to treat benign pigmented lesions, benign vascular lesions, wrinkles and *pseudofolliculitis barbae* (PFB).

Alma Lasers: 866-414-ALMA (2562) or visit [www.almalasers.com](http://www.almalasers.com)



### NS-532 Laser System

The NS-532 Laser System is a compact, portable and affordable FDA cleared 532 nm laser system for the safe and effective treatment of pigmented and vascular lesions on all skin types. NewSurg offers honest value and generous trade-in credit for old Iridex, Laserscope and Pulsed Dye Lasers, towards the NS-532 Laser System. This system sets a new standard in the evolution of simple and efficient aesthetic laser treatments.

NewSurg: 215-822-7722  
or visit [www.NewSurg.com](http://www.NewSurg.com)



### Ultrapeel II

The Ultrapeel® II innovative and technology-advanced microdermabrasion system allows users to perform a vast range of treatments in a completely safe, hygienic and sterile manner. The Ultrapeel II is reliable and versatile, and with easy-to-use accessories, sterilization features and power regulations, the Ultrapeel II represents the standard of care in the medical field.

Mattioli Engineering Corporation: 703-312-6000 or visit [www.mattioliengineering.com](http://www.mattioliengineering.com)





**Vivace**

The Vivace™ is the newest generation of RF microneedling and is FDA-cleared for patient safety. This minimally invasive treatment stimulates the natural production of collagen and is shown to be effective in alleviating facial wrinkles and fine lines, as well as tightening and toning the face, neck, hands and body. The Vivace is designed for an incomparable, comfortable patient experience. If you are looking for optimal results for your patients, look no further than The Vivace Experience™.

Aesthetics Biomedical: 800-526-7029 or visit [www.aestheticsbiomedical.com](http://www.aestheticsbiomedical.com)



**StarWalker MaQX**

Combining four complementary wavelengths and 14 laser modalities, the StarWalker functions as a highly versatile, multipurpose system that performs a wide range of applications in aesthetics. StarWalker's energy, four colors and proprietary FracTAT™ procedure also make it an industry leading tattoo removal laser system. StarWalker's third-generation technology combines the unsurpassed range of pulse duration modes of Fotona's VSP (Variable Square Pulse) technology with ASP™ to adapt the temporal structure of laser pulses to the biophotonic dynamics of laser-tissue interaction.

Fotona: 972-598-9000 or visit [www.fotona.com](http://www.fotona.com)



**Z Wave**

The Zimmer Z Wave constitutes the latest development in the treatment of cellulite. Utilizing soft pulse technology to enhance patient comfort, it delivers mild, consistent sound wave therapy to the target area over a series of treatment sessions. The Z Wave is FDA-cleared for the temporary reduction of the appearance of cellulite. Typical patient treatment time is 3-4 minutes per body zone.

Zimmer MedizinSystems: 800-327-3576 or visit [www.zimmerusa.com](http://www.zimmerusa.com)



**SkinPen**

SkinPen® by Bellus Medical is an FDA-cleared microneedling device. Designed for leading physician-directed practices around the world, SkinPen grows your business and protects your patients by setting the standard for profitability, efficacy and safety. In a clinical trial, 90% of subjects said they would recommend the treatment to friends and family. The benefits to your practice are just as compelling: high return on investment, minimal risk of adverse effects and FDA-cleared safety.

Bellus Medical: 888-372-3982 or visit [www.bellusmedical.com](http://www.bellusmedical.com)



**MiXto Pro / V-Lase**

MiXto Pro / V-Lase® utilizes a patented CO<sub>2</sub> laser Chopped CW technology that delivers safe, gentle, non-ablative skin therapy. For gynecology indications, V-Lase is a 15-minute therapy without pain or downtime. Treatment addresses vaginal atrophy, laxity, stress urinary incontinence and vaginal dryness; as well as non-ablative soft tissue therapy for ENT, dentistry and dermatology. Additional accessories are available for skin resurfacing and numerous surgical applications.

Lasering USA: 866-471-0469 or visit [www.v-lase.com](http://www.v-lase.com)



**Envy Medical**

Envy Medical was born out of a demand for safer alternatives to treating problem skin. Dermalinfusion technology, and a concise range of daily at-home skincare products support the high standards of professionals while maximizing patient satisfaction with visible results. Envy Medical's products are powered by ingredient discoveries including Lumixyl® peptide, the tyrosinase-inhibitor researched and developed by Stanford University that is clinically-proven to safely address, control and prevent hyperpigmentation. Choose Envy Medical for results that retain patients and build your practice without compromising skin's delicate balance.

Envy Medical: 888-848-3633 or visit [www.envymedical.com](http://www.envymedical.com)





**ADVATx**

ADVATx is a solid-state, dual wavelength, 589 nm / 1319 nm laser with 16 FDA-cleared indications for everything from vascular and pigmented lesions, to scars, acne, and wrinkle reduction. Delivering yellow light without the need for costly and toxic pulse dye kits has long been considered the holy grail of vascular lasers. The ADVATx laser exceeds this, providing versatility, clinical efficacy with no downtime for the patient and a simple to use interface, without the need for consumables.

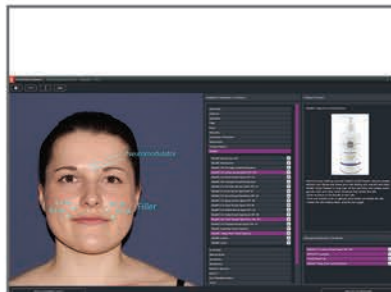
**Advalight:** 888-354-5551  
or visit [www.advalight.com](http://www.advalight.com)



**Soprano Ice Platinum**

Alma Lasers' Soprano Ice Platinum platform is the complete solution for laser hair removal and lesions. Soprano Ice Platinum offers three combined wavelengths covering the optimal spectrum with new three-dimensional (3D) trio-clustered diode technology for 755 nm, 810 nm, and 1064 nm treatment. With multiple revenue streams and zero disposables, Soprano Ice Platinum is the most robust platform ever in the award-winning Soprano family. Soprano Ice Platinum continues to offer the treatments your patients demand: virtually painless SHR hair removal; proven safety on all skin types, including tanned skin; and full, homogenous coverage for optimal results.

**Alma Lasers:** 866-414-ALMA (2562) or visit [www.almalasers.com](http://www.almalasers.com)



**FotoFinder Proposer**

FotoFinder's Bodystation – for consistent before and after images – now includes the exciting Proposer module. FotoFinder Proposer improves client consultations using effective time-saving customization. Simply highlight treatment areas on your client's photos and select your recommended procedures and skincare products from your personalized product database. Present your proposal on a high-resolution report for a professional, exciting patient experience.

**FotoFinder Systems, Inc.:** 888-994-0727 or visit [www.fotofinder-systems.com](http://www.fotofinder-systems.com)



**M22 ResurFX**

The ResurFX module of M22 is a true, one-pass, fractional non-ablative treatment technology. Unlike other fractional technologies, ResurFX needs only one pass to be effective, saving you time and protecting the patient's skin. ResurFX uses a 1565 nm fiber laser and a very advanced scanner, which enables you to choose from more than 600 combinations of shape, size and density for optimal treatment results. Even better, your practice wins as there are no consumables or recurring procedure fees.

**Lumenis:** 877-LUMENIS (586-3647) or visit [www.aesthetic.lumenis.com](http://www.aesthetic.lumenis.com)



**Induction Therapies, Makers of Collagen P.I.N.**

Break through to ageless skin with Collagen P.I.N., an advanced medical-grade, automated, percutaneous induction needling device. With more needles and more power, this non-invasive technology delivers controlled micro-wounding, resulting in enhanced collagen and elastin regeneration. Safe and effective for all Fitzpatrick skin types, it targets photo-aging, acne, scarring and more. Our private label skincare is the result of years of research, expertise and input from physicians seeking very specific formulations, resulting in more than 25 unique products that no other skincare company offers. Plus, we now offer the A Method by Tina Alster M.D., based on years of clinical expertise.

**Collagen P.I.N.:** 877-746-4407  
or visit [www.collagenpin.com](http://www.collagenpin.com) /  
[www.inductiontherapies.com](http://www.inductiontherapies.com)



**PiXel8-RF**

The PiXel8-RF uses bipolar RF energy alongside minimally invasive microneedles (insulated and non-insulated) to facilitate effective, non-surgical skin tightening with little to no downtime. During the treatment, heat is delivered deep within the skin layers to stimulate and remodel collagen, and regenerate elastin cells. This results in a firmer, smoother, and more consistent skin surface. Call to find out how the PiXel8-RF can be placed in your office at no charge.

**Rohrer Aesthetics:** 205-940-2200 or visit [www.rohreraesthetics.com](http://www.rohreraesthetics.com)





**Advice Media**

What does success mean to you and your aesthetic practice? Advice Media has partnered with thousands of aesthetic practices over the past 20 years, helping doctors achieve their personal and professional success. We bring you patients through website design and digital marketing, allowing you to transform more lives and achieve your own definition of success! Contact us today to become our next success story.

Advice Media: 800-260-9497  
or visit [www.AdviceMedia.com](http://www.AdviceMedia.com)



**Votiva**

As women age, their bodies face a host of new changes, from a loss in elastin and collagen, to physical trauma associated with vaginal childbirth, to reduced estrogen. The time has come for a safe and effective treatment that treats both internal and external areas, and is quick and comfortable. Votiva by InMode offers technologies that deliver immediate results and continued improvement over time for the treatment of sexual dysfunction, or as an adjunct to Kegel exercises (tightening of the muscles of the pelvic floor to increase muscle tone). Votiva is a top choice for safe and effective treatment for feminine health.

InMode: 855-411-2639 or visit [www.inmodemd.com](http://www.inmodemd.com)



**Discovery PICO Series**

The Discovery PICO Series 1064 nm, 532 nm and 694 nm (ns only), delivers both picosecond and nanosecond pulses with industry leading 1.8 Gw of peak power. PICO-BOOST technology offers four separate emission modes: Picosecond, Q-switched, OptiPulse™ and Photo-Thermal for even more treatment options. With a wide range of top hat square, round and fractional spots, the Quanta OptiBeam II handpieces make Discovery PICO a powerful and flexible laser in its class. Other options include a chilled tip Twain IPL and a Twain Erbium:YAG handpiece.

Quanta System S.p.A. for Quanta Aesthetic Lasers: 866-353-5115 or visit [www.quantausa.com](http://www.quantausa.com)



**Crystal Clear Digital Marketing**

Crystal Clear is an industry leader in providing world-class software, marketing and consulting solutions for the modern medical / aesthetic practice. Named "Top Aesthetic Service Provider 2016-2017" by Aesthetic Everything® and "Best Practice Marketing Company 2016-2017" by *The Aesthetic Guide*®, Crystal Clear strives to help practices around the globe find, serve and keep more patients profitably through one fully-integrated system. From patent-pending opportunity management software to customized digital marketing services, Crystal Clear is the solution for managing all aspects of your medical practice in today's social world.

Crystal Clear Digital Marketing: 888-611-8279 or visit [www.crystalcleardm.com](http://www.crystalcleardm.com)



BEFORE

AFTER

**LightPod Neo**

Aerolase 650 ms laser technology offers a new approach for highly effective, long-lasting results for treating active acne including problematic conditions such as nodulocystic acne and acne conglobata. This new treatment option offers an efficacious solution for patients who have not been able to use or have not responded to traditional therapies. Aerolase laser technology allows immediate results, is uniquely gentle and sanitary, and offers maximum versatility for both adolescent acne and adult acne.

Aerolase: 914-345-8300  
or visit [www.aerolase.com](http://www.aerolase.com)

**CLINICAL POWER TRIO**



**DefenAge Clinical Power Trio**

Can your skin naturally turn back the clock? According to a new study, yes, it can! A recent multi-center, placebo-controlled clinical study shows that DefenAge®'s Clinical Power Trio™, "globally improves the visual appearance of aging skin,"\* and, "offers most of the advantages of retinols and growth-factor cosmeceuticals, without irritation, inflammation, sun-sensitivity, or concerns about neoplasia.\*" DefenAge's key ingredient, Age-Repair Defensins®, features a stand-alone natural target-specific mechanism of action.

\*Taub, Bucay, Keller, et al; *J Drug Dermatol*, Apr 2018;17(4):426-441

DefenAge Skincare: 888-368-5372 or visit [www.DefenAge.com](http://www.DefenAge.com)





**Bellafill**

Bellafill® dermal filler is FDA approved for the correction of nasolabial folds and moderate to severe, atrophic, distensible facial acne scars on the cheek in patients over the age of 21 years. This smooth, collagen-based filler is comprised of 80% bovine collagen gel and 20% polymethylmethacrylate (PMMA) microspheres. The collagen immediately volumizes smile lines or atrophic acne scars, lifting them to the level of surrounding skin. The PMMA microspheres form a matrix that supports production of endogenous collagen, which replaces the injected collagen over time.

Suneva Medical: 888-278-3345  
or visit [www.sunevamedical.com](http://www.sunevamedical.com)



**PDO Threads and BAFFI LipoFilling Kits**

The BAFFI Kit includes two spiral multi-perforated infiltration cannulas, two multi-hole suction cannulas with sharp margins, and an implant cannula. This kit also includes three different filters to allow the preparation of macro, micro and nano fat.

Rejuvn8, LLC: 315-708-9913 or visit [www.rejuvn8.com](http://www.rejuvn8.com)



**PICO CARE**

PICO CARE® is a novel picosecond laser system for tattoo removal, treatments of benign pigmented lesions, scars and skin rejuvenation. This system features dual wavelengths (532 nm and 1064 nm) so epidermal and dermal pigmentation, and various colored tattoos can be treated on all skin types. Additional handpieces available: 595 nm and 660 nm dye for certain tattoo colors (595 nm for blue and 660 nm for green), epidermal pigmented lesions, active acne and rosacea; and HEXA MLAs for scarring and skin rejuvenation.

WonTech Co.: 267-803-6880 or visit [www.wtlaser.com](http://www.wtlaser.com)



**SLIMUS**

SLIMUS is a non-invasive lipolysis device for various parts of the body such as the abdomen, back, arms and thighs. The high penetration depth of the 1060 nm diode laser with minimal absorption in the dermis, effects adipocytes for permanent elimination, stimulation and acceleration of fat cell drainage. SLIMUS is a non-invasive body fat reduction treatment and is very safe, with no downtime and quick recovery.

HIRONIC: +82-31-525-7400 or visit [www.hironic.com](http://www.hironic.com)



**Oxygenetix**

Oxygenetix is a breathable foundation / camouflage designed to help heal and conceal a wide variety of skin conditions. Founded in Beverly Hills, Calif., Oxygenetix is used daily on and off the set by Hollywood's elite. This post-procedure cover-up reduces and eliminates social downtime following aesthetic procedures – the main reason many patients choose not to proceed with laser, peel, needling or dermabrasion treatments – thereby increasing your consultation to procedure conversion rate.

Oxygenetix Institute, Inc.: 888-500-1672  
or visit [www.oxygenetix.com](http://www.oxygenetix.com)



**Mattiolipulse Two**

Mattiolipulse™ Two is an IPL system designed by Mattioli Engineering, that allows operators to perform either skin rejuvenation or hair removal (HR) treatments via two applicators with different surfaces. Mattiolipulse Two features technologies that improve and simplify treatments: a multi-language interface, pre-programmed parameter settings for HR applications, and a user-selectable parameter interface to improve unit performance and results. Vascular and acne applicators are also available.

Mattioli Engineering Corporation: 703-312-6000 or visit [www.mattioliengineering.com](http://www.mattioliengineering.com)





**Thermage FLX**

Thermage FLX is the newest generation of Thermage® technologies known for non-invasively reducing the appearance of fine lines and wrinkles on the face, eyes and body, as well as being the only system on the market indicated to treat the eyelids. Thermage FLX features a new optimized energy delivery algorithm, AccuREP™ technology, which offers real-time tuning with each pulse to account for variations in local impedance and deliver consistent energy from one treatment site to the next. The system also features multidirectional vibration in a new ergonomic handpiece to improve patient comfort and enhance user experience. Treatment time is now also 25% faster with a new tip that covers a larger surface area.

**Solta Medical, a division of Valeant Pharmaceuticals North America LLC: 510-786-6946 or visit [www.solta.com](http://www.solta.com)**



**UltraShape Power**

UltraShape® Power is a body contouring system that delivers non-thermal, pulsed ultrasound waves to selectively destroy fat cells in a walk-in, walk-out procedure. It is a non-invasive solution for fat destruction and body contouring in the abdomen, flanks and thighs. Patients love the truly comfortable and satisfying end results. UltraShape Power is both FDA and CE cleared.

**Syneron Candela: 800-733-8550 or visit [www.syneron-candela.com](http://www.syneron-candela.com)**



**TransFORM Body Treatment**

TransFORM Body Treatment with TriHex Technology® can be used as a post-procedure topical treatment in synergy with energy-based body fat reduction or skin tightening procedures. This unique formulation utilizes our patent-pending LipoDRONE™ Delivery System to target the fat layers of the skin and accelerate the body's removal of post-procedure fat debris. TriHex Technology helps to support the production of new collagen and elastin after skin tightening procedures to address laxity, texture and crepiness on the body, and as an ongoing standalone treatment.

**ALASTIN Skincare: 844-858-7546 or visit [www.alastin.com](http://www.alastin.com)**



**VISIA Complexion Analysis System**

The award-winning VISIA® Complexion Analysis System delivers a state-of-the-art skincare consultation experience. Quantitative analysis enables you to document and track treatment progress over time, and clients are empowered to make informed decisions on skincare products and treatment options. Canfield's IntelliFlash® technology-based lighting, RBX® Technology and UV flashes provide clear visibility of eight surface and subsurface skin features, and VISIA's patented comparison to norms analysis enables individual patient comparisons to a peer group of the same gender, age and skin type.

**Canfield Scientific: 973-434-1201 / 800-815-4330 or visit [www.canfieldsci.com](http://www.canfieldsci.com)**



**truSculpt iD**

truSculpt® iD is the latest body sculpting technology for a personalized, hands-free/hand-held solution to revolutionize your practice. This non-invasive, monopolar RF platform tailors to patients' individual needs and features Real-Time Temperature Control for clinically-proven results, safety and patient experience. truSculpt iD treats the entire fat layer, resulting in approximately 24% fat thickness reduction. It offers handpiece and placement location versatility and customized, 15-minute protocols to treat a full abdomen or multiple body areas simultaneously.

**Cutera: 415-657-5500 or visit <https://cutera.com/trusculptiD>**



**Purifying Wash and Purifying Spot Gel**

Introducing the new, powerful acne fighting duo from Epionce – Purifying Wash and Purifying Spot Gel. The Purifying Spot Gel was clinically proven in a head-to-head study to clear acne blemishes faster than the leading prescription clindamycin/benzoyl peroxide product. Designed specifically for adult acne, the unique Epionce approach to clearing blemishes combines new moieties of traditional acne fighting ingredients along with botanicals that provide proven therapeutic benefit – all without dryness, irritation or redness. Launching end of September 2018. Clinical study on file at Episciences, Inc.

**Epionce: 866-EPIONCE or visit [www.epionce.com](http://www.epionce.com)**



# Disrupting Technology and Pigment

# PIQo4

By Lumenis

The most powerful pigment and  
tattoo removal solution on the market

PICO  
+  
NANO

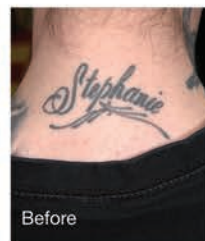
HIGH  
ENERGY

DEEP  
REACH

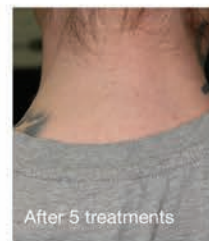
4  
WAVE-  
LENGTHS

FRACTIONAL

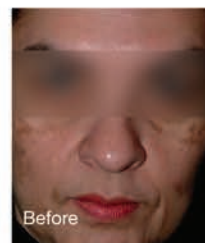
- **Pico** and **Nano** Technology
- **High Energy, Deep Reach**
- **4 Wavelengths** Targeting **9 Ink Colors**
- Acoustic **Fractional Treatments**  
for **all Skin Types**
- **No Inflated Pricing**



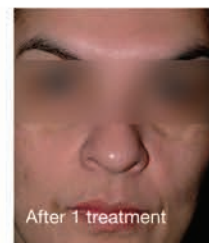
Before



After 5 treatments



Before



After 1 treatment

## Call 1.877 Lumenis for more information

PIQo4™ is intended solely for use by trained physicians and may pertain some risks such as edema.

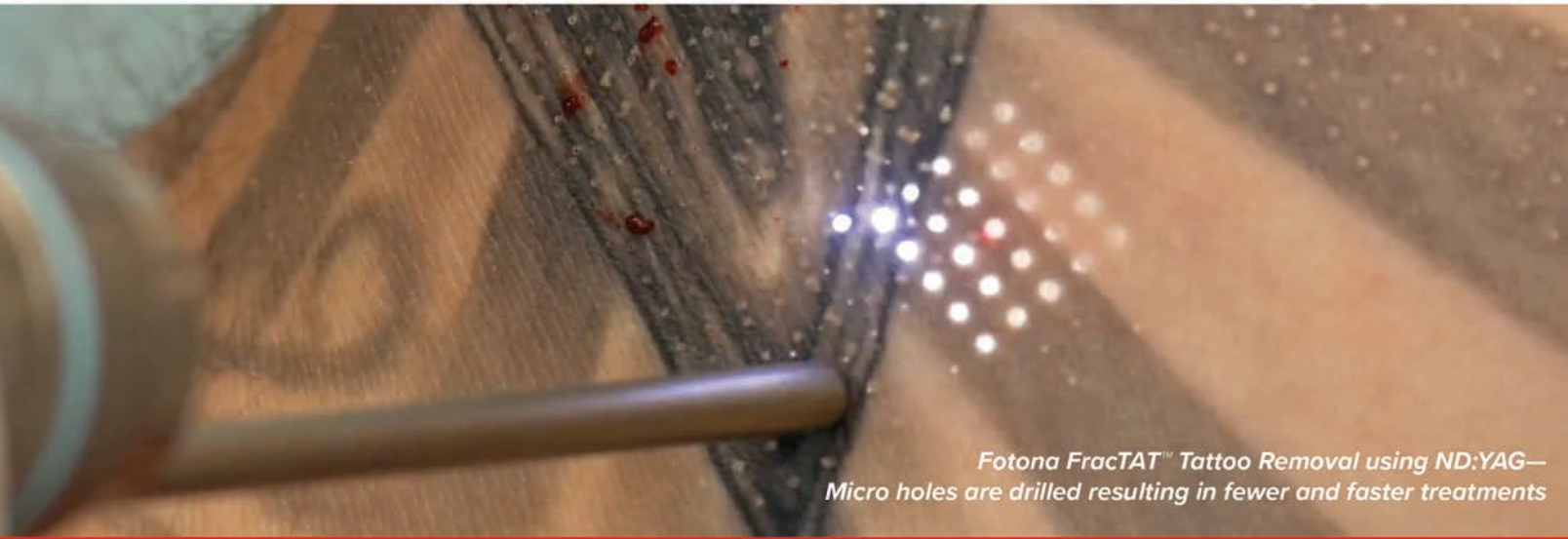
LUMENIS.COM/AESTHETIC

 **Lumenis®**  
Energy to Beauty



# StarWalker® MaQX

Ultra Performance Q-Switched Laser System



*Fotona FracTAT™ Tattoo Removal using ND:YAG—  
Micro holes are drilled resulting in fewer and faster treatments*

## Improve Your Practice Today With the Ultimate Performance Laser System!

Exclusive FracTAT™ Advanced Tattoo Removal

14 Laser modalities and 4 Laser Wavelengths

Expanded treatment range epidermal and dermal  
pigmented lesions, vascular treatments, acne treatments,  
facial redness, hair removal, and resurfacing.

Third generation ASP Technology



**Fotona**  
Ultra Performance Lasers™



*Scan for more info  
and to watch video*

**To learn more about what the StarWalker® can do for your practice  
contact Fotona at (972) 598-9000 or [info@fotona.com](mailto:info@fotona.com) today.**

