

# LUMENIS

## AT A GLANCE

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## CASE STUDY

### ULTRApulse $\alpha$ BY LUMENIS

WOW RESULTS  
IN JUST ONE  
TREATMENT.



### INTRODUCTION

It has been more than a decade since I started working with my first UltraPulse Encore device. So many patients came and went since then, all with results they are satisfied with, something that I can take much pride in. After using the new ULTRApulse Alpha for a couple of months now, I can conclude that this is the next level of CO<sub>2</sub> laser devices in aesthetics. This device can take both experts and beginners to the next level of treatment in various indications, including facial and body skin treatments, scar revision, periorbital and perioral wrinkle resurfacing, and many more – all with outstanding results and high patient satisfaction.

### WHY DID YOU ADD ULTRApulse Alpha TO YOUR OFFERING?

Our industry hasn't had a significant development in aesthetic CO<sub>2</sub> technology for many years. So when I heard that Lumenis was introducing the ULTRApulse Alpha, I was intrigued. Immediately upon testing the new device, I loved it. It's designed for the provider and patient's benefit. The new features work together to create advanced usability that facilitates treatment. This is good because it gives providers more time to focus on what matters the most – our patient.

Most importantly, I found that the short pulse delivered by ULTRApulse Alpha creates a deep-clean wound, while other devices are less powerful and don't. Providers who've worked with CO<sub>2</sub> technology will see the monumental advantage here.

## HOW DOES ULTRApulse Alpha COMPARE TO ITS PREDECESSOR, THE UltraPulse?

Lumenis' original UltraPulse is one of those rare devices that's achieved a legendary status among medical professionals. From the moment Lumenis introduced UltraPulse to the industry, it's been a workhorse in my practice and countless others. When we began rehabilitating trauma and burn scars, we relied on the UltraPulse as we developed procedures and mastered techniques. With all of that said, you can see that Lumenis set a very high bar with the UltraPulse.

Fortunately, Lumenis did a great job developing ULTRApulse Alpha. Comparing the two devices is like comparing the first Motorola flip phone to today's latest iPhone. ULTRApulse Alpha can do anything and everything that the UltraPulse could of course and more, but it's an entirely different experience from the moment you turn the machine on to the final pulse that concludes treatment. New scanning modes, additional flexibility in parameter setting, automated presets per indication, smoke evacuator control from the laser's GUI, are just a few features that make the use of the device much more user-friendly. And speaking of the new GUI, it is beautiful! More importantly, it's incredibly intuitive and easy to work with. The pre-sets are smart and helpful, and still the Alpha gives us the ability to customize settings whenever we need to. All of this means that providers can harness the power and speed of ULTRApulse Alpha while enjoying an outstanding user experience from beginning to end.

## WHAT DO YOU USE YOUR ULTRApulse Alpha FOR?

That's a great question. Over ULTRApulse Alpha's first 30 days in my practice, I treated 75 patients with it. The treatments ranged from full face resurfacing, face and neck resurfacing, acne scars, dyschromia, and scars from trauma. Scar patients, about 25% of that number, received treatment on arm, legs, torso, or other body parts.

Helping patients with scars is one of my primary passions. When we rehabilitate a scar and improve a patient's ability to move, we're truly improving their quality of life. The improvement in the appearance of the scar is a visible bonus. Lumenis' technology has played an important role in these innovations and ULTRApulse Alpha ensures that it will dominate the field for years to come.

I've worked with many CO<sub>2</sub> laser systems and I know how rare it is to have one that can perform deep fractional resurfacing as well as totally ablative superficial resurfacing. ULTRApulse Alpha is that rare device that does both extremely well. I love that I have treatment-flexibility without sacrificing results.

## WHAT ADVICE WOULD YOU GIVE OTHER PROVIDERS CONSIDERING ULTRApulse Alpha?

If you're new to CO<sub>2</sub>, this is the only device to consider. It is the new gold standard and the new bar to reach. And if you're an experienced CO<sub>2</sub> provider, this is the device you'll wish you had when you were a beginner. Get it as soon as you retire older technology. If you're mentoring new providers as I am, this is the device you'll want to show off.

When you're considering CO<sub>2</sub> lasers, explore the big picture and evaluate the most important aspects of the machine. Start with pulse width and power. These will determine how long it takes the laser to achieve ablation and the impact on the surrounding tissue. You want a fast ablation rate, which is derived from a high peak power. Secondly, know the depth of injury and what level of the skin you'll be able to reach. If you're striving to give patients extraordinary results, you must have penetration. Finally, know the treatment density, meaning what percentage of the skin will be treated.

All of this might sound complicated at first, but once you've got these factors down, you'll see how ULTRApulse Alpha hits the sweet spot for all of them.

BEFORE



AFTER



TREATMENT BY JILL S. WAIBEL, MD. IMAGE COURTESY OF OFIR ARTZI, MD.

## HOW DOES ULTRApulse Alpha HELP WITH PATIENT ACQUISITION?

Aesthetic is booming, as we all know. These days, there's competition almost everywhere. With ULTRApulse Alpha, I'm able to give patients a result they love in just one treatment. Competitors without this technology can't offer this one-and-done kind of solution.

In addition to this differentiator, I have yet to have a patient who's had CO<sub>2</sub> and doesn't like the result. Patients love their skin post-treatment, and they freely tell others what they've had done and where. When you have an ULTRApulse Alpha, you can think of your patients as walking advertisements for your skills and services.

### BEFORE



## IS THERE ANYTHING ELSE YOU'D LIKE US TO KNOW?

Have you heard the expression that not all lasers are created equal? This is especially true in the world of CO<sub>2</sub>. Some manufacturers have overly complicated this technology. Others have shortchanged providers with a device that has a CO<sub>2</sub> tube but can't achieve quality outcomes. Some devices require pulse stacking, which obviously increases thermal damage, healing time, and can open the door to adverse side effects.

Inferior devices are not a bargain. They're the opposite because they put you and your patients at an unacceptable disadvantage. So do your homework, make the right choice, and learn your new technology. Once you have the psychics down and you're giving your patients extraordinary outcomes, you'll be glad you did.

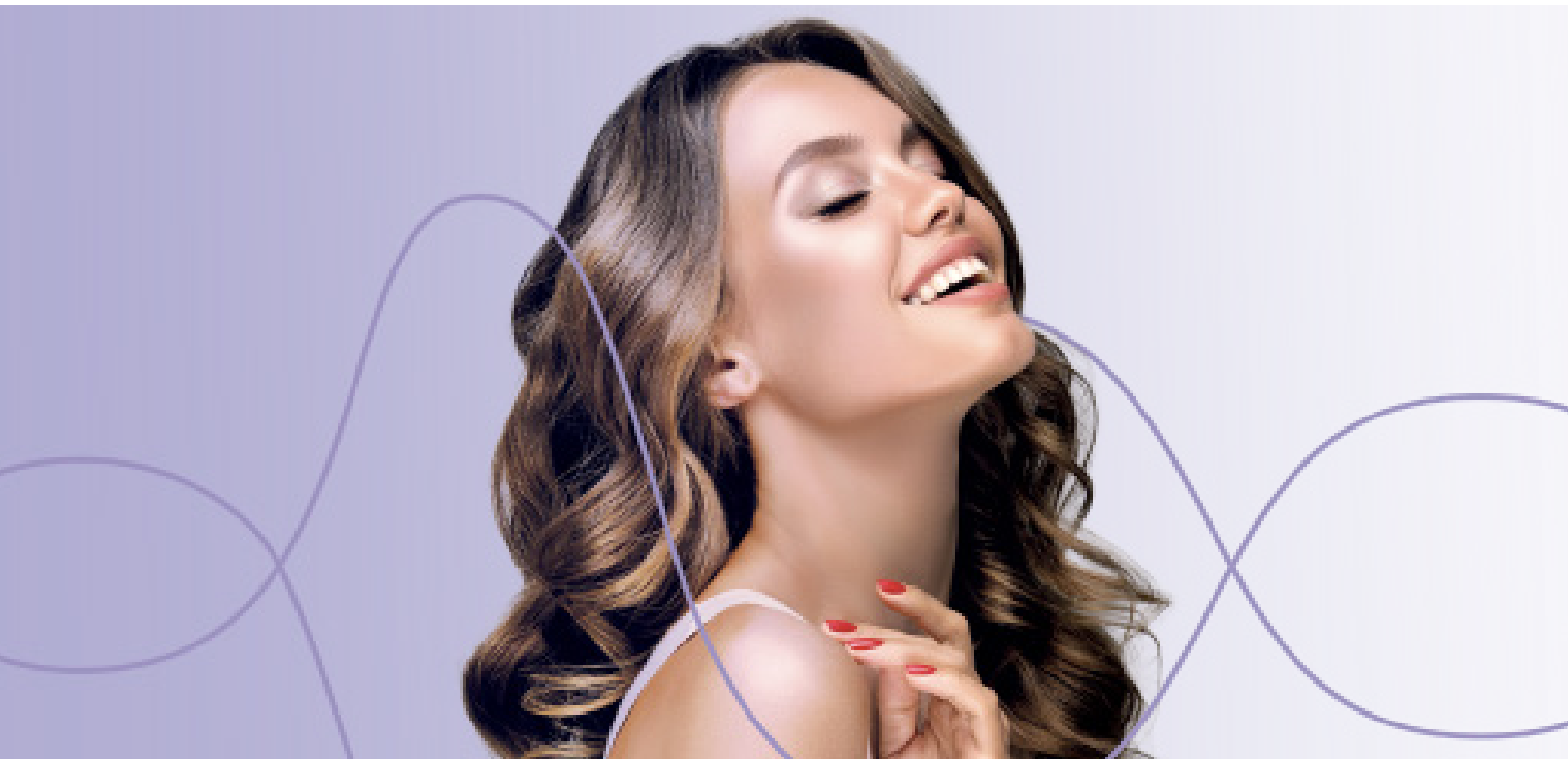
### AFTER



PHOTOS COURTESY OF JILL S. WAIBEL, MD

ULTRApulse $\alpha$

“ULTRApulse Alpha can do anything and everything that the UltraPulse could of course and more, but it's an entirely different experience from the moment you turn the machine on to the final pulse that concludes treatment.”



## WARNINGS AND RISKS

CO<sub>2</sub> lasers are intended solely for use by professionals trained in the use of the Carbon Dioxide laser (10.6 μm) wavelength. Incorrect treatment settings or misuse of the technology can present risk of serious injury to patient and operating personnel. Risks that may be associated with any CO<sub>2</sub> laser procedure may include change of pigmentation, infection, erythema, skin induration or scarring. Read and understand the CO<sub>2</sub> systems and accessories operator manuals for a complete list of intended use, contraindications, and risks. The use of Lumenis® CO<sub>2</sub> laser is contraindicated where a patient has taken Accutane (Isotretinoin) within the past 6–12 months, has a history of keloid formation and demonstrate excessive or unusually prolonged erythema.

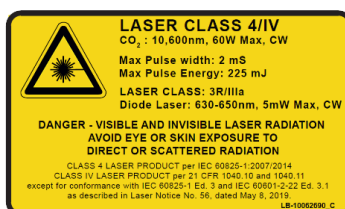
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