

Harmony^{XL} Features Comprehensive Platform to Treat Both Medical and Aesthetic Conditions

By Bob Kronemyer, Associate Editor

With ten distinct technologies and more than 60 aesthetic/medical applications, the Harmony^{XL} platform from Alma Lasers, Inc. (Buffalo Grove, Ill.) has allowed many practices to continue increasing revenue despite current economic challenges.



Peter Rullan, M.D.
Dermatologist
Chula Vista, CA

"This is the most comprehensive platform for treating multiple medical skin conditions and cosmetic concerns for modern dermatologists," said Peter Rullan, M.D., a dermatologist in Chula Vista, Calif., who has incorporated several technologies into his Harmony^{XL}. With one machine, Dr. Rullan now treats a variety of conditions – including melasma, acne scars, wrinkles, freckles, brown spots, dilated capillaries, tattoos, localized psoriasis and localized vitiligo – safely on the face, neck, chest and hands.

Combining several different technologies into one treatment regimen – known as Laser360 skin rejuvenation – adds a new dimension to skin rejuvenation. Dr. Rullan uses the Pixel fractionated erbium laser with Advanced Florescence Technology (AFT) and skin tightening, typically in a series of three to five treatments. "This protocol provides the greatest patient satisfaction for



Before Tx

improving the skin's color, texture, tone and tightening," Dr. Rullan conveyed.

"It's great that the Harmony^{XL} platform provides both cosmetic cash revenue and medical insurance reimbursement revenue," Dr. Rullan noted. "This single platform is especially good for the beginning dermatologist who wants to purchase one system to treat medical and cosmetic concerns."

Many of the technologies feature integrated contact cooling, "which is essential for safe and effective treatment," stated Min-Wei Christine Lee, M.D., a dermatologist in Walnut Creek, Calif. "Efficacy is enhanced by cooling the epidermis and allows use of higher settings. Cooling decreases the chances of burning or blistering, thus treatment is much safer, especially on ethnic skin types."



Min-Wei Christine Lee, M.D.
Assistant Clinical Professor of
Dermatologic Surgery
University of California, San Francisco
San Francisco, CA

Among the multitude of technologies, the 650 nm AFT for pain free, hair free hair removal, "is a quick, effective and virtually painless treatment," said Dr. Lee, who is also an assistant clinical professor of dermatologic surgery at the University of California, San Francisco.



After Tx



Before Tx



After Laser360 Tx

Photos courtesy of Min-Wei Christine Lee, M.D.

Alma has successfully achieved virtually painless hair removal with a unique, In-Motion energy delivery protocol. Patients schedule five to eight sessions, spaced four to six weeks apart.

For minimally invasive resurfacing, the Pixel erbium handpiece "is very good for moderate wrinkles and acne scarring," Dr. Lee advised. "We normally recommend three to six treatments at monthly intervals." The Pixel requires minimal pre- and post-treatment preparation and downtime.

However, for anti-aging skin rejuvenation, "the best results come from combining multiple handpieces," Dr. Lee related. "One of my favorite combinations is the near infrared skin tightening attachment; the AFT photorejuvenation handpiece for pigmentary and vascular problems; and the Pixel erbium laser for surface wrinkles. It is a three-dimensional approach."

The Harmony^{XL} platform "has been a terrific source of revenue for us," Dr. Lee said. "In a tight economy, I'm finding more patients are budget conscious. We're able to treat multiple indications by combining different handpieces at a more affordable price to the patient. Furthermore, the physician benefits since more patients are coming in due to the affordability and good results."