

Aesthetic Buyers Guide®

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Orion Launches Multi-Application Harmony System

By Stephen A. May

Undeniably, the use of light has been an important and revolutionary advance in aesthetic medicine. Over the last decade, broadband light sources have found great favor in the market because users can adjust the wavelength and other pulse characteristics to specifically target a wide range of conditions and then treat them effectively. But while this has appealed to the needs of practices that wanted to effectively treat more patients using a single device, it has still not been the light system that can treat everything and do it all well, all at a reasonable price.

Orion Lasers, Inc. (Fort Lauderdale, Fla.), has recently developed the Harmony™ system, an expandable platform for multiple aesthetic laser and light treatments. The system incorporates up to four discrete technologies in one unit. These light sources can address more than 30 aesthetic applications requiring selective photothermolysis, including: skin rejuvena-



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tion, permanent hair reduction, acne, pigmented lesions, scars, striae, vascular lesions, leg veins, vitiligo, psoriasis and tattoos. Harmony is indicated for use on all skin types (Fitzpatrick I-VI) including tanned skin. With the advent of Harmony, physicians can now perform the widest range of applications ever available on a single system.



Before Tx



After Harmony Tx

The range of treatments he can now offer his patients impresses Hartley Thomas, M.D., of the Northwest Indiana Center for Aesthetics in Valparaiso, Ind. “At my clinic we specialize in offering the right technology to those patients seeking aesthetic treatments. Often, that means combining different modalities to get the best outcome. Harmony allows me to offer multiple treatment options all at one time, rather than having to move my patients to each modality. For exam-

ple, I can now treat a patient's skin texture and their loss of pigment without switching devices. I used to have to switch rooms."

But Harmony is not just today's technology all in one unit. Harmony's Advanced Fluorescence Technology™ (AFT) is the next generation of multi-application pulsed light technology. Its design converts unused UV light into the optimal spectrum used by each application. This dramatic boost in efficiency also extends the life of the pulsed light head, significantly lowering the cost of ownership. AFT treatments include moderate inflammatory acne vulgaris, benign pigmented lesions (including dyschromia, hyperpigmentation, melasma and ephelids), cutaneous lesions (including warts, scars and striae), benign vascular lesions (including port wine stains, hemangiomas, telangiectasias, rosacea, etc.) and the removal of unwanted hair, including the ability to effect stable long-term or permanent hair reduction.

Abraham Tzadik, M.D., a cosmetic surgeon with a large practice in Marina del Rey, Calif., likes all that Harmony has to offer. "Overwhelmingly, my patients began demanding that I add non-ablative procedures to what I have traditionally offered them as a cosmetic surgeon. They convinced me that they wanted procedures that provided excellent results with a lack of downtime and minimal side effects. With Harmony, I have all of this, yet for a wider range of applications than I ever could have offered to patients before."

Harmony also includes an optional, cutting-edge, pulsed UVB light source for the treatment of leukoderma (including vitiligo), as well as psoriasis, atopic dermatitis (eczema) and seborrheic dermatitis.

In addition, Harmony users can incorporate two different Nd:YAG technologies. The first, a long-pulse Nd:YAG, provides up to 140 J/cm² in a 6 mm spot to effectively treat superficial and deep telangiectasias and reticular veins of the leg (up to 4 mm diameter), as well as provide non-ablative treatment of facial wrinkles as part of a skin rejuvenation protocol. Harmony's other Nd:YAG option is a Q-switched Nd:YAG for the treat-

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ment of tattoos. This low-cost option is ideal for practices that want to offer this service without investing in another complete system.

Harmony customers have the choice of incorporating one, two, three or all four of the technologies available, whenever it makes sense for their practice. "The wide range of applications allows me to treat virtually every aesthetic patient who walks through my door," says Amber Brown, M.D., of Cosmetic Care Medical Clinic in

Brantford, Ont., Canada. "Harmony is the exact system aesthetic practices have been asking for. Not only does it offer a full range of applications, which can be customized to suit the specific needs of any practice, but the results have been very impressive as well. I am also very pleased with the safety considerations that have been designed into the system."

A Lot of Power in a Little Box

And better yet, mega-applications do not come at the cost of size. The complete tabletop Harmony system weighs just 88 lbs. and measures only 26" x 18" x 16". An optional cart is also available. Harmony's compactness allows Orion Lasers to offer another important service to its customers, depot repair. If a Harmony system ever



Before Tx



After three Harmony treatments

needs repair, Orion will overnight a replacement system and repair the original system in the company's state-of-the-art facility, where it can be thoroughly checked and updated to ensure minimal downtime in the field, then and in the future.

The founders of Orion Lasers have been at the forefront of innovative laser and light-based medical technology since 1980, having developed and sold many of the industry's leading light-based aesthetic systems while working for such market leaders as Lumenis, Palomar Medical, and others. Their rich heritage, technical expertise and intimate understanding of practitioners' needs have inspired the development of Orion's multi-technology/multi-application Harmony system.

"Through the magic of light, Orion's mission is to provide modular, cost-effective and high performance designs that enable aesthetic practitioners to confidently offer safe, effective and profitable new services to their patients," explains Mauro Wjuniski, CEO of Orion Lasers. **So far, the** market's response to Orion's new system has been positive. "Harmony really is the most affordable way to offer these kinds of aesthetic services," added Wjuniski. "Each technology upgrade costs far less than another stand-alone system yet provides similar or improved performance. We have customers replacing several of their single-application devices with a Harmony system, thus increasing the services they offer and decreasing their monthly lease payments." ■