

Harmony's Expandable Technology Platform Grows with Practices

by *Stephen A. May*

Although the pace of new applications, new wavelengths and new systems certainly seems to be quickening again, no one seems to be moving faster than Orion Lasers (Fort Lauderdale, Fla.) which has recently increased the number of technologies available on its Harmony™ system, an expandable platform for multiple aesthetic laser and light treatments. Orion has also received FDA clearances for a large number of new applications, now perhaps compiling the longest list of applications available in a single system.

Just one Harmony system now incorporates up to six discrete technologies for treating countless cutaneous conditions, including skin rejuvenation, permanent hair reduction, several forms of acne, pigmented lesions, scars, striae, vascular lesions, leg veins, vitiligo, psoriasis, and tattoos, as well as surgical incision/excision, vaporization, ablation and coagulation of soft tissue. Harmony is also indicated for use on all skin types (Fitzpatrick I-VI) including tanned skin.

In addition to Orion's signature AFT™ broadband light modules, UV module and 1064 nm Q-switched and long-pulse Nd:YAG laser modules, Harmony now incorporates a 1320 nm Nd:YAG module and a 2940 nm Er:YAG module. For many applications, Harmony now offers multiple modalities to ensure every patient can receive the treatment option best suited to their particular condition.

"There are always patients who, for reasons that are often unknown, do not respond well to a particular, yet well-established treatment, but will respond to a different modality," explains Dr. Tanya Evans, M.D., a dermatologist practicing at Southern California Skin and Laser Center in Laguna Hills, California and the Aesthetic Skin and Laser Center in Redlands, California. "My Harmony



Tanya Evans, M.D.

treats not only a wide range of applications, but offers different technologies all in one unit so I can always find the right modality to treat my patients. Before Harmony, I had to keep a lot of different systems around, just in case."

Harmony's Advanced Fluorescence Technology (AFT™) modules provide a complete solution for the treatment of acne, pigmented and vascular lesions, cutaneous lesions and the removal of un-



Harmony

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to Harmony's Q-switched and long-pulse Nd:YAG modules previously introduced for the treatment of tattoos, telangiectasias and leg veins, users can now incorporate several new laser technologies as modules for any Harmony system, including:

Long-pulse 1320 nm Nd:YAG: This popular wavelength is now available on the Harmony system and can be used for the treatment of fine lines and wrinkles, including both periorbital and perioral wrinkles.

Additionally, this module can be used for the treatment of mild to moderate inflammatory acne vulgaris, including back acne. It is also indicated for the treatment of atrophic acne scars.

Also making its debut on the Harmony system is the Erbium YAG laser with its extremely versatile 2940 nm wavelength, used in the treatment of many kinds of soft tissue including cutaneous/subcutaneous tissue, striated/smooth tissue, muscle, cartilage, mucus membranes, lymph vessels/nodes, organs and glands. A large number of applications are indicated for this module including, skin resurfacing, many different epidermal pigmented and vascular lesions, keloids, skin tags, scar revision and many

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more, including lesions specific to many of the specialties that continue to make inroads into aesthetic medicine including gynecology, ophthalmology, otorhinolaryngology, podiatry, oral/maxillofacial and general medicine.

Over the last several years, laser companies have reported a steady trend of greater sales of aesthetic devices to physicians who did not previously provide cosmetic services. Whether it is a way of easing the burden of managed care or simply providing the additional services that the practice's patients ask for, more and more doctors are making this often challenging transition. Harmony now helps them bridge the gap.

"The Harmony system, with its multiple attachments, has significantly expanded my repertoire of medical and office surgery services using the most cutting edge technology—with impressive results and satisfied patients," insists Amrit Thandi, M.D., a family practice physician in Houston, Texas. "I am looking forward to working with the new, upcoming, 2940 nm erbium YAG head for laser resurfacing and ablation of lesions. With its quicker procedure

times and improved cosmetic outcomes, it appears promising in place of traditional minor surgical removal procedures."

Harmony's original 1064 nm Nd:YAG modules (both Q-switched and long-pulse technologies) have also had their list of indications greatly expanded. In addition to removing black, blue or green tattoos, effectively treating superficial and deep telangiectasias and reticular veins of the leg (up to 4 mm diameter) and providing a non-ablative treatment of facial wrinkles as part of a skin rejuvenation protocol, Harmony's 1064 nm wavelength is now also indicated for a much wider range of applications including, treatment and clearance of port-wine stains, hemangiomas, warts/verrucae, rosacea, venus lakes, poikiloderma of Civatte, angiomas, scars, striae, psoriasis, lentiginos, Café-au-lait macules, seborrheic keratoses, nevi/nevus of Ota, chloasma, skin tags, plaques and the significant reduction of black and/or blue/black tattoos.

"I have been using the Harmony's 1064 nm long-pulse Nd:YAG laser for a long time," says Dr. Evans. "In my practice it has been a critical tool for the successful treatment of so many of my patients. I not only use it for the treatment of leg veins but as adjunct therapy for many different vascular lesions."

And perhaps the best part of all, Harmony customers have the option of incorporating any or all of the available technologies, whenever it makes sense for their practice. They have the option of starting with as few as one module and allowing their practice to grow financially and in reputation. When they are ready to add a new service, it is as simple as adding a new module, not another system.

"Each module costs far less than another stand-alone system yet provides similar performance," explains Mauro Wjuniski, CEO of Orion Lasers. "Harmony is the exact system aesthetic practices have been asking for. It absolutely offers the widest range of applications and can be customized to suit the unique needs of a growing diversity of practices. Along with our Sonata diode system with CW Pulse™ Technology and the fastest hair removal treatment in the industry, we feel Orion continues to provide the smartest ways to grow an aesthetic practice." ■