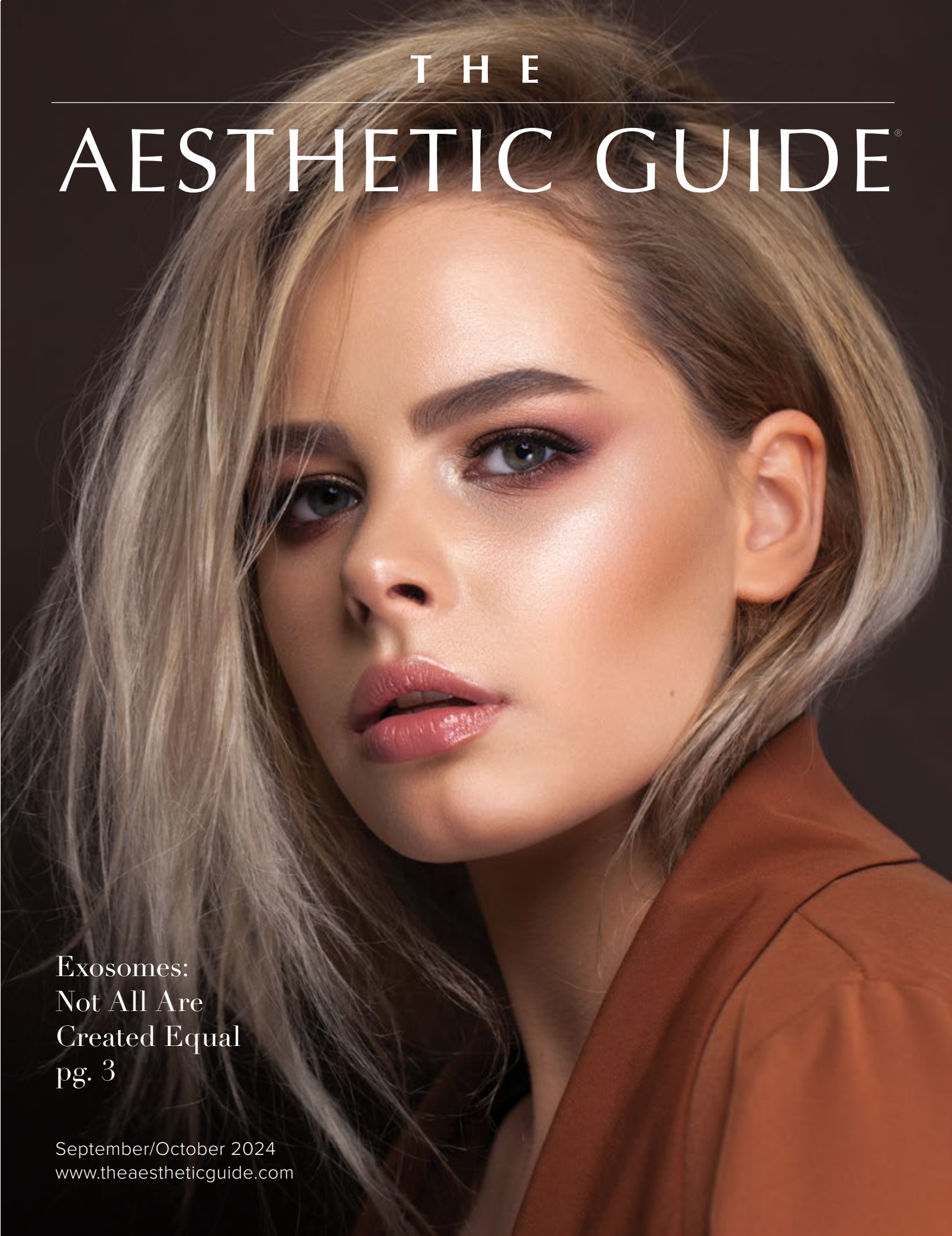




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A Device for the Ages: Futureproofing Your Practice

By Kevin A. Wilson, Contributing Editor

Utility that lasts will allow a device and its many indications to remain relevant and in-demand, contributing to the long-term profitability of any platform. That is apparent with the ADVATx dual-wavelength laser system from Advalight (Copenhagen, Denmark). With 25 FDA/CE-cleared indications for Fitzpatrick skin types I-V, an impressive safety record and low downtime, it is a textbook example of how to build a practice – large or small – around one device.

Stephanie Karam Whitmer, MSN, FNP-C, founder and chief executive officer of Skin Edit Medical Aesthetics (College Station, Texas), harnessed the efficacy, versatility and reliability of ADVATx to go from subleasing space with another provider, to opening her own medspa in a relatively short time. “I was doing toxin and filler injections, but patients wanted more. ADVATx was the first device I purchased because it checked all the proverbial boxes,” explained Ms. Whitmer. “The fact that I was able to pay off the machine in three months is proof that I made a good choice. One reason is that I can use it safely and successfully on virtually any patient that walks in.”



Before and after one treatment with ADVATx
Photos courtesy of Stephanie Karam Whitmer, MSN, FNP-C

Providers use the same scanner handpiece on the ADVATx to deliver two different wavelengths. The 589 nm wavelength not only provides gold-standard treatment for vascularity, but it is also valuable against inflammation and inflammatory skin conditions, having been shown to reduce porphyrins.¹ The 1319 nm

wavelength is superb for collagen remodeling. Excellent for any practice, it is gentle enough for the medspa setting and may be used even during sunny seasons. Typically, patients will undergo a course of three to six 40- to 60-minute sessions (for a full face) depending on their needs, or a single “refresher” for maintaining skin health. Treating acne or melasma* may require more sessions. “Acne and melasma are my top two indications,” shared Ms. Whitmer. “Between young mothers and other women with hormone issues, plus the sun here in Texas, this is one of my best tools for melasma management. Acne is number two, especially among younger patients. However, it does so much for so many of my patients.

“As I see it,” she continued, “ADVATx does its job, so our job is to give it patients to help. We talk about it with almost every single patient because of its versatility and the remarkable patient satisfaction we see consistently. It is easy to recommend good treatments that people love. If they do not have any contraindications for a laser and they have a skin complaint – even something like, ‘My skin is dull and has large pores’ – we recommend ADVATx. After a few days, everybody talks about the glow it gives you and without the downtime. These are professionals and they cannot afford to have their face peeling for an entire week. Our happy patients have referred so many because of these results.

“ADVATx has not only been a huge success in my practice,” Ms. Whitmer added, “it has fueled my growing passion for aesthetic device technology, and I have expanded my offerings even further. But it is the enthusiasm of my patients for ADVATx that hits the mark for me.”

Reference:

1. Data on File. Advalight (Copenhagen, Denmark).

*Melasma is a CE-cleared indication



Stephanie Karam Whitmer, MSN, FNP-C
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Acne, Vascular

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Texture, Tone

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*ADVATx is FDA-cleared for the treatment of inflammatory acne vulgaris, port-wine stains, telangiectasia on the face and legs, rosacea, hemangiomas, venous lakes, angiomas, scars, striae, warts, periorcular and periorbital wrinkles, and psoriasis with the 589nm wavelength (for skin types I-V), and the treatment of fine lines and wrinkles, atrophic acne scars, and mild to moderate inflammatory acne with the 1319nm wavelength. ADVATx is CE-cleared for the treatment of telangiectasias, spider veins on the face and legs, rosacea, hemangiomas, port-wine stains, venous lakes, red or hypertrophic scars, melasma, hyperpigmentation, and skin rejuvenation with the 589nm wavelength, and the treatment of mild to moderate inflammatory acne vulgaris, the reduction of acne scars, pore size regulation and skin rejuvenation with the 1319nm wavelength.

Acne Tx Device Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Advalight ADVATx	Diode	589 nm / 1319 nm	Up to 40 J/cm²	Variable	Contact mfr.	Included scanner handpiece and optional foot pedal.
BENEV Company, Inc. SmartLux Mini	SLD Phototherapy Device	420 nm, 590 nm, 535 nm, 830 nm	75 W/cm³ ~ 90 W/cm³	Single, dual, triple wavelength modes	MSRP \$13,000	N/A
Sylfirm X by BENEV	Pulsed Wave and Continuous Wave radiofrequency microneedling device.	N/A	N/A	N/A	MSRP \$149,000	Standard tip: High performance tip designed for larger treatment areas. XE Tip High performance tip designed for narrower treatment areas.
DEKA AGAIN PRO	Double wavelength multi-functional platform	1064nm Nd:YAG, 755nm Alexandrite	Alex 64J (max) – 125 W (max) / LP Nd:Yag 120 J - 180W (max) energy per pulse	From 0.2 to 300ms up to 12Hz	Contact mfr.	Three delivery pulses design and adjustment feature for Alexandrite and Nd:YAG. 13 different application hand pieces till 30mm. Automatic spot size recognition system. Top hat technology. Contact cooling or optional extn cooler connections. No disposables.
SmartXide DOT	Fractional CO ₂	10.6 µm	50 W max	200 – 2000 µs	Contact mfr.	DOT Scanner and Free hand handpiece; touch screen monitor, Stack feature, Smart Track delivery mode, Smart Pulse, patient database, CW, PW, traditional and fractional scanning modes available.
SmartXide2	Fractional CO ₂	10.6 µm	80 W max	100 – 2000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, UP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module.
SmartXide PRO	Fractional CO ₂	10.6 µm	30W max	200µs - 2000µs	Contact mfr.	DOT scanner and free hand handpiece included. Touch screen monitor, Stack feature, Smart track delivery mode, Smart Pulse, CW, PW, traditional and fractional scanning modes available.
SmartXide Touch	Fractional CO ₂	10.6 µm	60 W max	100 – 2000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module. Multidisciplinary.
SmartXide Tetra PRO	Fractional CO ₂	10.6 µm	40W max	100µs - 2000µs	Contact mfr.	PSD Technology with selectable pulse shape (SP-DP-HP-PW-CW, traditional and fractional scanning modes available), DOT/RF scanner, free hand, TFT touch screen monitor, Stack and Smart track delivery mode, storing user's protocols endorsing the new moveo mode for CO ₂ to drastically reduce time of the session, 20x20 scanning area for faster treatments, spray mode, additional ablation shapes and COOLPEEL.
SmartXide Tetra	Fractional CO ₂	10.6 µm	50 W max	100 – 2000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP-DP-HP-PW-CW, traditional and fractional scanning modes available), DOT/RF scanner, free hand, TFT touch screen monitor, Stack and Smart track delivery mode, storing user's protocols, spray mode and COOLPEEL.
Synchro FT	Multi-Functional Platform	1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	700 J/cm2 (max) SP and LP / 160 J (max) energy per pulse	From 0.8 – 10 ms SP; from 2 – 30 ms LP (1-3 pulses) / From 3 – 8 ms	Contact mfr.	Five different application-specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooling connections; delivery pulse settings available; patient database and protocols. IPL: five optional filters, 30,000 shots guaranteed. No disposables.
Synchro REPLA:Y	Multi-Functional Platform	755 nm Alexandrite / 1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	63.5 J (max) – 125 W (max) / LP: 120 J – 180 W (max); SP: 120 J (max) / 160 J (max) energy per pulse	From 2 – 50 ms (single pulse); from 2 – 40 ms (double pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode / From 3 – 8 ms	Contact mfr.	Twelve application handpieces up to 24 mm. Auto Spot Size Recognition System. Top hat technology; contact cooling or optional external cooling connections; patient database and protocols; IPL: five filters (optional) with enhanced vascular capabilities; 500 G. No disposables.
Motus AY	High Frequency Alexandrite / Nd:YAG Laser	755 nm / 1064 nm	Up to 30 J / up to 60 J	From 2 – 50 ms (single pulse); from 4 – 80 ms (Twin pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode	Contact mfr.	Integrated Peltier skin contact cooling. Additional standard handpiece for vascular, skin rejuvenation and other dermatology indications.
LUXEA	Multifunctional Platform	Lazur	6.2 cm² integrated 420 – 950 nm filter	8 ms; 30 ms; 50 ms	Contact mfr.	Flexible multifunctional platform; several handpieces with integrated peltier skin contact cooling and TEMP selection. 6.2 cm² spot at 3 Hz max rep. rate; short/medium/long pulse modes.
Motus AZ+	High Power and Frequency Alexandrite & Nd:YAG Laser	755 nm Alexandrite; 1064 nm Nd:YAG	Up to 31 J (62W); Up to 63 J (94W)	Single mode pulse length 2 – 50 ms, Burst Pulse length 4 – 80 ms, Total burst length 14 – 300 ms; 1 – 10 Hz rep. rate.	Contact mfr.	Transportable device, integrated Peltier skin contact cooling; hair removal, pigmented and vascular lesion treatments applied through either proprietary new Moveo Technology functionality for total painless and smokeless handpieces or standard up to 20 mm spot size optional handpieces. Up to 10 Hz rep. rate on both Nd:YAG and Alexandrite wavelengths. 180° wide touch screen, adjustable display for optimal view during sessions, high power 1200 micron fiber connectivity and automatic handpiece recognition with no need to turn machine off.
HELIX	Fractional CO ₂ / 1570 nm	10.6 µm / 157 nm	70 W max	10600 nm: 0.4 ms - 4 ms 1570 nm: 0.4 ms - 12 ms	Contact mfr.	PSD technology with selectable pulse shape (SP-DP-HP-PW-CW, traditional & fractional scanning modes available), DOT/RF scanner, free hand, TFT touch screen monitor, Stack and Smart track delivery mode.
HIRONIC Co., Ltd. GENTLO PLASONIC	RF Microneedle Cold PLASMA	N/A N/A	Level 1 ~ 10 Level 1 ~ 5	N/A N/A	Contact mfr. Contact mfr.	Plasma handpiece, vaginal applicator, acne applicator. PlaPass handpiece (cold PLASMA), starter pack of tips. SonoPass handpiece (3MHz Ultrasound). Skin booster ampoule starter set (not available in some regions). Power cable. Footswitch.
SILKRO	Multipolar & Monopolar RF Platform: Microneedling, One Needle, Monopolar, Vaginal	N/A	Level 1~10	N/A	Contact mfr.	Up to five handpieces. RM (RF Microneedling) handpiece, starter pack of non-insulated and insulated 25/49 pin tips. RN (One Needle RF) handpiece, starter pack of one needle tips. RC (Monopolar RF) handpiece. RV (Vaginal) handpiece, starter pack of RV sticks. Optional PLASMA handpiece (not available in some regions), starter pack of PLASMA tips. Ground pads. Hose Handlers. Footswitch.
NewSurg DermaLight KTP Laser	KTP Laser	532 nm	Up to 5 W	Infinite	Contact mfr.	MultiSpot handpiece
WEERO Co., Ltd. Apollo Duet	Bipolar RF with Red LED+ Electroporation	630 nm Red LED	RF Intensity: 0~6, EL Intensity: 0~5	N/A	Contact mfr.	Consists of a RF handpiece with red LED and a Cryo / Thermo Electroporation handpiece for regenerating collagen, reducing acne, penetrating cosmetics, etc.
EVE Ace of Face	Hydra-dermabrasion and Microcurrent / EMS	415 nm Blue LED (UV)	Microcurrent / EMS Intensity : 1~100	N/A	Contact mfr.	It consists of a Hydra handpiece with blue LED and a Microcurrent / EMS handpiece for exfoliating skin, re-firming skin, reducing inflammation, toning muscles, etc.

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.

Vascular Technology Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Advalight ADVATx	Diode	589 nm / 1319 nm	Up to 40 J/cm ²	Variable	Contact mfr.	Included scanner handpiece and optional foot pedal.
Aesthetic Management Partners Alpha Pro	IPL & 808 nm diode	530 – 1,000 nm	45 J/cm ²	Adjustable 5 – 50 msec	Contact mfr.	N/A
BENEV Company, Inc. Sylfirm X	Emerging Dual Wave RF Microneedling System	N/A	N/A	Pulse Wave Mode: 30 msec - 60 msec; Continuous Wave Mode: 120 msec - 300 msec	MSRP \$149,000	Sylfirm X Standard and XE Tip
SmartLux Mini	SLD Phototherapy Device	Blue (415 – 425 nm), Red (630 – 640 nm), Infrared (820 – 830 nm)	75 W/cm ³ ~ 90 W/cm ³	N/A	MSRP \$13,000	N/A
DEKA Synchro FT	Multifunctional Platform	1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	700 J/cm ² (max) SP and LP / 160 J (max) energy per pulse	From 0.8 – 10 ms SP; from 2 – 30 ms LP (1-3 pulses) / From 3 – 8 ms	Contact mfr.	Five different application-specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooling connections; delivery pulse settings available; patient database and protocols. IPL: five optional filters, 30,000 shots guaranteed. No disposables.
MiniSilk FT	Pulsed Light System	500 nm, 520 nm, 550 nm; 600 nm; 650 nm Filter	2 – 2.5 J/cm ²	2 – 85 ms (1-3 pulses)	Contact mfr.	Interchangeable snap-on filters; integrated skin contact cooling; lamp water cooling; transportable. 31 cm ² or 6.2 cm ² spot area available. IR filter available for increased skin tightening.
Synchro REPLA:Y	Multifunctional Platform	755 nm Alexandrite / 1064 nm Nd:YAG / IPL: 500 nm; 520 nm; 550 nm; 600 nm; 650 nm	63.5 J (max) – 125 W (max) / LP: 120 J – 180 W (max); SP: 120 J (max) / 160 J (max) energy per pulse	From 2 – 50 ms (single pulse); from 2 – 40 ms (double pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode / From 3 – 8 ms	Contact mfr.	Alex emission: 5 Hz and high power (125 W) system. Nd:YAG laser module: 180 W with up to 27,000 W pulse peak power; three delivery pulse design and adjustment feature for Alexandrite and Nd:YAG. Twelve application handpieces up to 24 mm. Auto Spot Size Recognition System. Top hat technology; contact cooling or optional external cooling connections; patient database and protocols; IPL: five optional filters with enhanced vascular capabilities; 500 G. No disposables.
Motus AY	High Frequency Alexandrite / Nd:YAG Laser	755 nm / 1064 nm	Up to 30 J / up to 60 J	From 2 – 50 ms (single pulse); from 4 – 80 ms (Twin pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode	Contact mfr.	Transportable device, integrated Peltier skin contact cooling; 500 nm, 520 nm, 550 nm; 600 nm; 650 nm vascular lesion application via standard optional handpieces. Up to 20 mm spot area available with up to 10 Hz rep. rate on both Nd:YAG and Alex wavelengths. DEKA's proprietary new Mòvèo technology functionality for painless and smokeless hair removal. Additional standard handpiece for pigmented lesions, skin rejuvenation and other dermatology indications.
LUXEA	Multifunctional Platform	Lilac; Viridis; Sparks	6.2 cm ² interchangeable filters: 550 nm, 600 nm and 650 – 1200 nm. 2.1 cm ² integrated 500 – 677 nm and 854 – 1200 nm (band pass) filter called 500 G. 2x2 mm/3x3 mm spot sizes. 1064nm Nd:YAG Laser. 2.5 mm/ 4 mm/6 mm/10 mm spot sizes.	Single Pulse: from 3 – 50 ms; from 5 – 50 ms; 6 – 30 ms	Contact mfr.	Flexible multifunctional platform; several handpieces with integrated peltier skin contact cooling. Different filter solutions for different vascular lesion treatment needs. Up to 6 Hz rep rate available. Additional standard handpiece for HR, skin rejuvenation and other dermatology indications. Contact cooling and delivery pulse settings available; up to 120,000 shots guaranteed IPL. No disposables.
Motus AZ+	High Power and Frequency Alexandrite & Nd:YAG Laser	755 nm Alexandrite; 1064 nm Nd:YAG	Up to 31 J (62W); Up to 63 J (94W)	Single mode pulse length 2 – 50 ms, Burst Pulse length 4 – 80 ms, Total burst length 14 – 300 ms; 1 – 10 Hz rep. rate.	Contact mfr.	Transportable device, integrated Peltier skin contact cooling; hair removal, pigmented and vascular lesion treatments applied through either proprietary new Mòvèo Technology functionality for total painless and smokeless handpieces or standard up to 20 mm spot size optional handpieces. Up to 10 Hz rep. rate on both Nd:YAG and Alexandrite wavelengths. 180° wide touch screen, adjustable display for optimal view during sessions, high power 1200 micron fiber connectivity and automatic handpiece recognition with no need to turn machine off.
AGAIN PRO	Double wavelength multi-functional platform	1064nm Nd:YAG, 755nm Alexandrite	Alex 64J (max) – 125 W (max) / LP Nd:Yag 120 J - 180W (max) energy per pulse	From 0.2 to 300ms up to 12Hz	Contact mfr.	Up to 27,000W pulse peak power. Three delivery pulses design and adjustment feature for Alexandrite and Nd:YAG. 13 different application hand pieces till 30mm. Automatic spot size recognition system. Top hat technology. Contact cooling or optional extrn cooler connections. No disposables.
InMode Lumecca Peak	Intense Pulsed Light	515 SR: 515 – 1200 nm / 580 SR: 580 – 1200 nm	5 - 30 J/cm ²	1.5 - 15 msec	Contact mfr.	Custom Xenon flash lamp, large sapphire cooling tip, and high pulse repetition rate reduces treatment times and delivers photo rejuvenation.
Vaculaze MAX	Diode Laser	1064 nm (diode)	40 - 300 J/cm ²	5 - 100 msec	Contact mfr.	Laser-based technology designed to address spider veins, port wine stains, and other benign vascular lesions on patients with skin type I to V. It is optimized with high peak power that targets the appropriate hemoglobin to ensure maximum treatment efficacy with complete safety.
NewSurg DermaLight KTP Laser	KTP Laser	532 nm	Up to 5 W	Infinite	Contact mfr.	MultiSpot handpiece
Powered By MRP Lucent IPL	IPL	430 nm – 1200 nm	Up to 40 J/cm ²	3 – 35 ms	Contact mfr.	All accessories included with purchase.
Darwin	Platform/IPL	430 nm – 1200 nm	Up to 40 J/cm ²	3 – 35 ms	Contact mfr.	All accessories included with the purchase of the Lucent IPL module.

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

ADVATx

ADVATx is the apex of solid-state lasers, delivering high powered yellow light and infrared laser energy without toxic pulse dye kits. With dual 589 nm and 1319 nm wavelengths, ADVATx is FDA/CE-cleared to treat 25 indications from vascular and pigmented lesions to scars, acne and wrinkle reduction. ADVATx provides max versatility with clinical efficacy, user friendly controls, no consumables and no social downtime!



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