

BTL Exilis-Vanquish Combination Powers Improved Aesthetic Outcomes



Sidney B. Smith, M.D., F.A.A.D.
Dermatologist
Richland, WA



David Leum
CEO
Canopy MD/Hartsough Dermatology
Rockford, IL



Anna M. Pare, M.D.
Dermatologist
Atlanta, GA

By Jeffrey Frentzen, Executive Editor

As more physicians and patients seek non-invasive, no downtime procedures for skin tightening and body contouring, BTL Aesthetics (Boston, Mass.) offers two energy-based devices that complement one another in achieving measurable, optimal outcomes without any patient discomfort. According to practitioners, combination treatments using the BTL Exilis Elite™ and BTL Vanquish™ have emerged as truly synergistic approaches to reducing fat and tightening large areas of the body.

“Exilis is primarily used for skin tightening and local fat deposits, whereas Vanquish targets the subcutaneous fat and reduces it,” expressed Chelsie Robertson, director of cosmetic sales at Canopy MD / Hartsough Dermatology in Rockford, Ill. The two systems work together synergistically. The Exilis’ settings are adjusted to target the higher levels of fat in the epidermis and dermis, and Vanquish kind of bypasses those layers to primarily target subcutaneous fat, causing apoptosis. They work great together.”

The Exilis Elite utilizes monopolar, focused radiofrequency (RF) to tighten skin on the face and body, including abdominal skin, safely at high energy levels due to the unit’s advanced cooling system. Conversely, the Vanquish utilizes a Selective RF field system to effectively reduce fat over the largest treatment area available, according to the company. As well it can treat an area that not only includes the abdomen, but also the flanks.

When employing BTL’s Vanquish and Exilis in tandem, patients are provided safe procedures with no downtime, noted Anna M. Pare, M.D., a dermatologist in Atlanta, Ga. “Vanquish does the heavy lifting. Once we get the bulk of the fat removed we use Exilis Elite to further tighten the skin. Vanquish does a nice job of tightening the skin during a course of treatment, but for the patient who wants that little extra, Exilis is a great adjunct therapy,” she stated. “Vanquish is a very fast procedure. It covers the entire abdomen, flanks and love handles in a single 45-minute treatment. Patients like the fact that they only have four treatments at 45 minutes each as opposed to several hours with other technologies. The procedure is comfortable and our patient satisfaction has been excellent.”

Sidney B. Smith, M.D., F.A.A.D., a dermatologist in Richland, Wash., has been happy using Exilis Elite and Vanquish together. “We begin with the Vanquish, which causes apoptosis, and then apply the Exilis after in order to increase the skin tightening effect over the areas where the patient experienced fat loss,” he stated.

The best outcomes begin with proper patient selection, Dr. Smith added. “The ideal candidate is someone who desires focal body contouring, wants to lose a few inches and also has realistic expectations. With this patient the visible and measurable results are real,” he said. “Both treatments are very safe and pain is really not an issue.”

As Dr. Pare pointed out, “Foremost, patients must have realistic expectations. Vanquish is not a weight loss device. We get great results on patients that are



Abdomen before Tx



Abdomen after surgery and Vanquish Tx
Photos courtesy of Anna M. Pare, M.D.

willing to participate in their own success. This also involves staying well hydrated, making healthy lifestyle choices and getting moderate exercise."

J. Joseph Danyo, M.D., a cosmetic and reconstructive surgeon in Greenville, Del., agreed that treatments are very comfortable for patients. "You don't see the hot spots that may occur with other technologies," he said. "Tightening skin and eliminating fat and cellulite are the holy grails in aesthetic procedures, and this is close to a slam dunk solution. Even if a patient wants to go with a surgical result, you can still apply the Exilis and Vanquish technologies after with success."

Utilizing BTL's Exilis and Vanquish together can allow practitioners to design creatively priced treatment bundles, Dr. Pare advised. "We offer package specials for combination treatments, especially during the spring when patients are getting ready for the swimsuit season and for summer when our other lasers and IPL businesses slow down. It's a great way to stabilize your aesthetic revenue stream during summer, which is normally a slower season."

Physicians have reported that these platforms have contributed to overall practice profitability. "I can't even begin to describe how much business we have gotten as a direct result of people coming in for Exilis and Vanquish treatments," stated David Leum, CEO of Canopy MD/Hartsough Dermatology. "These platforms have become indispensable to our practice by bringing people in the door, which can then lead to giving them other types of treatments."

In addition, the only consumable is an inexpensive grounding pad used with Exilis, noted Dr. Pare. "The fact that there are no costly consumables with either procedure is one of the most compelling things about Exilis Elite and Vanquish," she said. "This allows us to offer patients an exceptional value and still maintain a great margin for our practice. With so many aesthetic devices you charge a per procedure fee that has to be passed on to the patient. Exilis and Vanquish provide a win-win for the patient and the practice."

These systems have paid for themselves many times over, agreed Mr. Leum. "Unequivocally, adopting Exilis launched us down a good, profitable road. Subsequently, it was easy to choose Vanquish, which has become a very useful tool for patients that are looking for effective contouring results. Although Vanquish is only cleared in the U.S. for deep tissue heating and Exilis for treatment of wrinkles and temporary reduction of cellulite, they truly represent the ultimate body shaping practice solution," he said.

These are very safe procedures that generate a lot of business, Dr. Danyo expressed. "For multiple age groups from the 30s, 40s, 50s and beyond, if you can reduce fat very well with Vanquish and tighten skin using Exilis then you have covered a lot of bases for those looking for non-surgical solutions," he added.

According to Dr. Smith, offering both systems ultimately differentiates his clinic's services. "The BTL Vanquish and the BTL Exilis allow us to provide a proven and more effective treatment alternative to anything that our competitors offer."



Before Tx



After three Vanquish treatments followed by three Exilis Elite treatments
Photos courtesy of Andrew Campbell, M.D.



Abdominal laxity before Tx



Abdomen laxity three months after four Exilis Elite treatments
Photos courtesy of Jeanine Downie, M.D.