



Z Wave in Plastic Surgery



"For the past two years, Zimmer's Z Wave device has found a home in my practice because of its effective and safety profile as a stand-alone technology for cellulite treatments and for reduction of edema, subdermal irregularities and improved vascularization after non-surgical, minimal invasive and surgical procedures for face/neck and body contouring. Of the many devices in my aesthetic center, I would strongly recommend Z Wave as a complement to enhance the results of an integrated aesthetic practice. Other perceived benefits are that the device cost is affordable, patient acceptance is high, and staff are comfortable in the providing treatments. My clinical research with this device supports our observed outcomes."

Gordon H. Sasaki, MD, FACS
Aesthetic Plastic Surgeon & Clinical Professor
Pasadena, CA



Z Wave and Cellulite

"We added Z Wave to our CoolSculpting® practice as we knew it would both reduce pain and increase treatment efficacy. I was pleasantly surprised to see how many of our patients are enjoying its results as a stand-alone treatment for cellulite. It's really the first cellulite reduction system that has delivered consistent results in our hands. More importantly, the patients are extremely satisfied and in addition to repeating treatments, they are telling their friends about it. We've used a Zimmer chiller for years, and when we looked at percussive machines, the Zimmer reputation for quality of build is why I selected the Z Wave. I appreciate that Zimmer doesn't incorporate consumables or cards so the Z Wave literally paid for itself in its first months."

Ross Kaplan, MD
Coastal Dermatology, Camarillo, CA



Before and After



Z Wave and Cellulite



Z Wave after Cryolipolysis®

"Since we have been using the Z Wave for massage after CoolSculpting®, we have seen a dramatic improvement in nerve discomfort after the procedure. If patients do have discomfort, we have found that a few additional Z Wave treatments help to diminish that discomfort more rapidly. The fat reduction after CoolSculpting® with Z Wave is noticeable more quickly, as early as 4 weeks after treatment, and may be more pronounced in some patients. We also like the consistency of the massage no matter which clinician is performing the treatment."

Deborah Manjoney, MD
Wisconsin Vein Center and Medispa, Pewaukee, WI

"As a dermatologist who strives to provide her patients with the best results possible, I'm always looking for the most advanced ways to enhance a patient's final outcome. After CoolSculpting®, I like to use Z Wave instead of a traditional massage by hand to more accurately break up the cells and area treated. The Z Wave is much more thorough when it comes to evenly distributing results across the treated area."

Kimberly Butterwick, MD
Dermatologic Surgeon, La Jolla, CA

"We use the Z Wave immediately after all CoolSculpting® treatments and we have found that results are improved and the recovery is quicker and more comfortable on most patients."

Ava Shamban, MD
Christine Nell, NP
Ava MD, Beverly Hills, CA

"We have found the Z Wave to be an excellent method to enhance the results of CoolSculpting®. It is much less painful than kneading the area by hand and I believe provides a more reproducible improvement with fewer post-procedure complaints and/or adverse effects."

Mitchel P. Goldman, MD
Cosmetic Laser Dermatology, San Diego, CA

"We use Z Wave after Cryolipolysis® on all our patients. We believe that the uniform resultant immediate warming of cells is superior to hand massage and is well tolerated by patients. The method of action is presumably more rapid heating of adipocytes, resulting in a higher population of demise. We also have not had any patients complain of significant postoperative pain since starting this method; we probably had one per week prior to this time."

Amy Taub, MD
Advanced Dermatology, Chicago, IL

"We all understand that post-treatment massage is important after CoolSculpting® and many other sculpting procedures. However, manual massage is subject to great variability as results depend on the technique applied by the medical assistance. With the Z Wave we can control the pulse and speed for optimal results, it's more comfortable than a manual massage (for both the patient and the staff.) By adding the Z Wave to CoolSculpting® we have seen a large improvement in results. So, in my practice we always use Z Wave with every CoolSculpting® procedure to bring the best possible results to our patients!"

Melda A. Isaac, MD
Dermatologic Surgeon, Washington, DC

"The Z Wave has proven to be very popular with my patients as well as my clinical staff. It seems to not only enhance the results of Cryolipolysis®, but it is more comfortable for the patients as well as easier and more reproducible for the staff to perform treatments. We are looking at other clinical applications such as combined with laser and radiofrequency lipolysis."

David McDaniel, MD
Laser & Cosmetic Center, Virginia Beach, VA

"[We use] the ZWave device post-treatment instead of manual massage. As a technician, I love it. For starters, I didn't have to set my 2-minute timer. The ZWave is already preprogrammed. Just turn it on and we have consistency across the board. Now, I can have my colleague remove the applicator for me and I know that the massage will be even on both sides. We had some other exciting findings: 8 out of 10 patients saw their results more quickly and found that the ZWave side recovered faster than the manual massage side."

Jen Wasilenchuk
Body Contouring Technician
Arbutus Laser Centre, Vancouver, B.C. Canada



Z Wave Emerging Technology

"Our practice has been investigating the role of acoustic shock wave therapy (ASWT) following two picosecond laser passes to accelerate tattoo removal. ASWT may enhance tattoo clearance by increasing lymphatic drainage and increasing metabolic activity in the treated area. We have reported ASWT with the Z Wave device to be a safe and effective adjunct to laser-assisted tattoo removal."

Paul M. Friedman, MD
Dermatology & Laser Surgery Center, Houston, TX



Practice Building with Z Wave

"We purchased CoolSculpting® in 2009. After several years of growth, our revenue started slipping in the last couple years. Competition and loss of its novelty were determined to be the cause. Then we purchased the Z Wave and marketed it as a complimentary add on to CoolSculpting® that improves results from 68-100%. Our 2016 CoolSculpting® revenue was the best we had for the past few years. In spite of increasing CoolSculpt competition in the area, our business more than doubled from 2015 to 2016 since we added Z Wave. It was Z Wave that helped us stand out with a competitive advantage in our marketplace."

Steven Weiner, MD
Facial Plastic Surgeon, Santa Rosa Beach, FL



Z Wave - Excerpts from Client Video Testimonials

"There's that manual massage at the end of CoolSculpting® that people don't like, where... it hurts and it's uncomfortable. That's completely eliminated with the Z Wave. In addition, [Z Wave] can give you 8 -10% more fat destruction... It works extremely well... The neat thing about this device: there's no downtime... there's no incision... and there's no pain."

Rakesh Nanda, MD
Grandview Aesthetic & Plastic Surgery Center, Columbus, OH

"We've been doing Z Wave treatments for all of our patients who result with a capsular contracture post breast augmentation. The Z Wave breaks up scar tissue and increases blood circulation to the area. We are seeing an incredible difference in patients. We usually have 100% success rate after the fourth treatment. It's not uncomfortable. Patients tolerate the treatment well. It's worked pretty much better than anything we've ever tried before. The treatment itself only takes about six minutes."

Brittany Roney
Non-invasive Body Contouring Specialist
Salzman Cosmetic Surgery and Spa, Louisville, KY

"We're pairing [the Zimmer Z Wave] with other treatments such as CoolSculpting® and skin tightening and we're noticing that patients are coming back with much better results. Patients love how easy this treatment is. There is no downtime. We love how quick it is and we're just loving the Z Wave!"

Carmen Primrose
Aesthetician
Franklin Skin and Laser, Franklin, TN

"[Post CoolSculpting®] we used to use manual massages for circulation purposes and to decrease the discomfort. But now we have stopped that and we're using the Zimmer [Z Wave] treatment... It's extremely comfortable. The patients like it and we have gotten improvement, tremendously, using this machine. So every time we do CoolSculpting® now, we use the Zimmer machine right afterward."

Nissan Pilest, MD
Total Dermatology, Irvine, CA

"We own every body contouring technology. We own the CoolSculpting® machines. We have our VanquishME™ and JuVaShape Ultrasound & JuVaShape Radiofrequency. But what we have found is that when we couple the Zimmer, the Z Wave treatment with every single technology, we get better, faster and more consistent results. Our patients are happy and that makes us happy, too!"

Victoria Cirillo-Hyland, MD
Cirillo Cosmetic Dermatology Spa, Bryn Mawr, PA

"Z Wave technology mobilizes dead fat cells after treatment, stimulates metabolism, lymphatic drainage, and blood flow to the treated area. It has added immensely to patient results. We own six body shaping technologies and use Z Wave with most of them and also as a stand-alone. We love our Z Wave. We use it daily, multiple times a day, and we've really seen it boost our body shaping practice."

Sarah Sawyer, MD
Dermatology & Laser of Alabama, Birmingham, AL



Z Wave Utility & Non-Invasive Lipolysis Enhancement

"Dr. Stephen P. Beals' Skin and Laser Center has had a great experience using Z Wave. We have been using the Z Wave for almost a year and find it useful in a variety of ways on several different types of patients. We use it for cellulite treatments; on the usual areas such as legs and thighs, but have had success on arms as well. We find it beneficial for the treatment of areas with chronic pain. Dr. Beals has recommended Z Wave treatments following liposuction procedures for added benefit and smoothing. Finally, we are using the Z Wave in conjunction with other treatments, primarily Vanquish™ and Exilis™, to increase the results and appearance of the area. Patients are pleased with the improvement they are experiencing and we look forward to continuing to use Z Wave in our practice."

Stephen P. Beals, MD
Kelly Gray, RN
Skin and Laser Center, Scottsdale, AZ



Z Wave Utility & Non-Invasive Lipolysis Enhancement

"Zimmer's Z Wave has been shown to increase the fat destruction after use of both the Vanquish ME™ and Coolsculpting®. Studies have shown an average increase of about 68% fat loss (up to 100%) when the Z Wave is used. The Z Wave is a painless 5 minute procedure that is performed at the conclusion of the treatment... [It] causes a shock wave to go through the fat. It pushes fat cells that are "undecided" as to whether they are going to survive the fat destroying treatment over the edge, leading to a more effective treatment."

Steven Weiner, MD
Facial Plastic Surgeon, Santa Rosa Beach, FL

"The Z Wave has been a wonderful addition to our already great non-invasive body sculpting practice. Since incorporating Z Wave with our CoolSculpting® and Vanquish™ treatments, we have seen an overall greater reduction of fat tissue with each client... Before Z Wave, our clients would typically not see a very noticeable reduction until 6-8 weeks after the treatment... Now clients are experiencing a dramatic reduction as soon as 3 weeks. All body sculpting specialists at our clinic prefer Z Wave over a manual massage as it is more consistent."

Mark Yohe, MD
Lacey Lommen, LPN
Rejuv Medical Aesthetic Clinic, Fargo, ND

"We have integrated the Zimmer Z Wave into our clinical practice during the past year. Our initial interest was sparked by published reports that incorporating Z Wave treatments in patients undergoing radiofrequency body-sculpting (Vanquish™) yields significantly improved results. Currently our patients receive a ten minute Z Wave session immediately after each Vanquish™ treatment. We have also started using the Z Wave on a regular basis in patients undergoing traditional liposuction... Our objectives in using the Z Wave in these groups of patients are to reduce swelling, break up any areas of fat necrosis or panniculitis, hasten lymphatic drainage and enhance overall results. In our experience, the addition of the Z Wave modality has led to higher patient satisfaction."

Neal Handel, MD FACS
Diplomate American Board of Plastic Surgery, Associate Clinical Professor UCLA School of Medicine



Cryo in Physical Medicine



"We provide Specialized Therapeutic Bodywork with integrated Zimmer Cryotherapy and infrared monitoring to rapidly relieve pain, swelling, spasms, inflammation, and it helps with clearing the waste product. We appreciate the positive physiological changes that our Zimmer chiller produces."

Jackie Burrow, LMT and Owner
Workhouse Wellness, Austin, TX

"We use [the Cryo 6] as a Cryotherapy modality to aid in recovery. It's used mostly as an acute treatment that is mobile and it delivers cold temperatures effectively. I love how easy it is to use and the effectiveness in the rehabilitation of our student athletes... I mainly use this on ankles... The wheels on the bottom, along with the hose length makes it easy to maneuver around and maintain optimal tissue healing temperatures. I can maintain a cold ankle during their entire rehab."

Megan Read, Head Athletic Trainer
Pioneer Valley High School, Santa Maria, CA

"We use Zimmer Cryo 6 chiller technology to perform Facial Cold Therapy and Spot Cooling treatments. Our patients love the relaxing, rehabilitating and rejuvenating experience."

Kendall Jones
Arctic Blast Cryo, Mason, OH

"We like the Zimmer Cryo 6 because it provides constant cold, longer lasting results, as well as quick, targeted application. Ice packs at best are 35°F where the Cryo 6 will allow you to get down to -22° to -30°F with constant temperature and targeted application. This allows for shorter treatment time, better results and a much more comfortable experience for your patient. The Zimmer Cryo 6 is an invaluable tool to have in any physical therapy setting."

Chuck Bagwell, DPT
TherX Performance, Yorba Linda, CA

"Zimmer technology revolutionized my practice. Today, our practice has greatly reduced the use of topical anesthetics and injectable anesthetics for most procedures. If your practice is going to make only one equipment purchase this year that would significantly change your practice in the care and treatment of your patients I would recommend that you purchase a Zimmer."

Terrance Baker, MD
Sollay Cosmetic Medical & Laser Center, Baltimore, MD

"I use the Zimmer chiller for all of my injectable filler and toxin as well as laser patients. I find it reduces their discomfort so much that we have one in each of our cosmetic rooms. The patients frequently comment on how much more comfortable they are due to the cold air and wonder aloud why other practitioners don't employ this. We believe this improves our retention, which is higher than industry standards, significantly."

Amy Taub, MD
Advanced Dermatology, Chicago, IL

"The Zimmer Cryo 6 [is our] #1 skin numbing solution for patients... The Cryo's chilling abilities allow us to treat more vigorously than other clinics, confirming that we can remove ink faster and in fewer sessions... The Cryo directs freezing cold air deep into the skin where the ink is located, mitigating any discomfort or pain associated with the laser... Since investing in the Zimmer Cryo 6, our patients are highly satisfied, say that the pain is so much less, and [are] even eager to come in for the next session."

Kelly Borelli, President
Rochester Tattoo Removal, Rochester, NY

"The Spa 35 team is loving our new Zimmer. We bought it for patient comfort during CO2 resurfacing procedures, but we've also found that our patients benefit during dermal filler injections! And the Zimmer team was professional and prompt during the ordering and shipping process."

Warren Danforth, Owner
Spa 35, Boise, ID

"At Sepi Spa, we offer our clients cutting-edge treatments and technology, such as Radio Frequency EndyMed, Dermalinfusion, and Customized Facials. We have found that incorporating the Zimmer Cryo 6 enhances these treatments. It soothes the skin and reduces any post-procedure inflammation on those clients with more sensitivity. So far our clients are loving it!"

Sepi Bakhtiar, Owner
Sepi Spa, Santa Monica, CA

"Achieving excellent aesthetic results is always a primary goal. However, if I can do it in a way that maximizes the comfort of my patients, it is ideal...RF with Zimmer Chiller makes this possible."

Evan Ransom, MD
San Francisco Center for Facial, Plastic, Reconstructive & Laser Surgery

"In the ten years I had my first Zimmer, I did not have one break down, one problem, not one service call and it worked great... I liked it so much I bought a second one."

Pearl Yee, MD
Pearl W. Yee, M.D. Inc., San Francisco, CA

"I use eight Zimmer Cryo 6 units in my cosmetic laser dermatology office. Zimmer's Cryo devices ensure that my patients will experience minimal pain during their dermatologic surgery procedures. The Cryo devices also ensure that the epidermis is protected from thermal damage during laser procedures. I am extremely satisfied with the Zimmer Cryo units and service when in the extremely rare instance they malfunction. The Cryo devices distinguish my office and the services that we are able to offer our patients."

Mitchel P. Goldman, MD
Cosmetic Laser Dermatology, San Diego, CA

"Patients love the Zimmer [Chiller] because it helps with any discomfort. It decreases numbing time... which is really good for patient wait time, in general... We were so happy with our first that we went with a second!"

Jasmine Alderson, Spa Director
Lux – A Medical Spa, Bluffton, SC

"Every single one of our studios has a Zimmer cooler in it. Why? Because the number one question we get asked when people talk about tattoo removal is 'Does it hurt?' And our answer is very simple: We use a Zimmer cooler to numb the skin before the procedure and it makes all the difference in the world. Ice packs can't do that. Lidocaine can't do that. The Zimmer cooler is what makes our treatments different from everybody else's. We've had people come from other studios who don't use a Zimmer cooler and they are astounded in the difference in the procedure when you use the Zimmer and make the skin numb."

**Rob Harris, Founder and Owner
Disappearing inc., Boston, MA**

"[The Zimmer Chiller] has made a big difference in my practice for managing my body contouring patients... I am really, really pleased that we've made this purchase and most grateful to the Zimmer company for coming out with a device which has helped me and my practice and my patients."

**Shazia Hyder, MD
Renaissance MD, Redlands, CA**

"We have the Cryo 6 and it is probably the most used device in our practice... We use it to help cool the skin during laser tattoo removal... The process for using the Zimmer really is very easy. You turn it on and it has like a 10 second warm up. The really cold air helps to not only cool the skin [but also] helps to decrease the perception of pain. I will sometimes use it for my Botox® and filler patients, too. Or my laser hair removal patients... [The chiller] helps to really decrease on the amount of time that I'd have to use for topical anesthetics, which can take 30 - 45 minutes to set in. And it saves me money on injectables. And, of course, there's less risk to the skin, as well as systemically whenever you're just using cold air versus using injectable products like Lidocaine. I love the Zimmer chiller... It works consistently for us all day long. So it is a fantastic device and absolutely worth every penny."

**Loretta Zanetti, ARNP
Erasable Inc. MedSpa, Tampa, FL**

"We have 11 Zimmer Cryo units in our practice. The Cryo makes the patients much more comfortable during their laser procedures, toxins, and fillers. The Zimmer Cryo is extremely popular at our practice. The level of service and support that Zimmer MedizinSystems provides makes it a great company to work with and we highly recommend their product."

**Roy Geronemus, MD
Laser & Skin Surgery Center of New York, New York, NY**





A to Z Service

**Register your Zimmer MedizinSystems Cryo and Z Wave units online at
www.ZimmerUSA.com/productreg**


**When you register your Cryo unit online, you will
receive a \$50 Cryo parts coupon.**

For questions about our products, parts, shipping, extended warranty, return policy
and to order please contact us:


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