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Multi-Layered Approach Reshapes Body Contouring and Skin Tightening Treatments

The aesthetics industry has increasingly embraced the power of combination therapies to address complex patient needs more effectively. Zimmer MedizinSystems (Irvine, Calif.) is pioneering this trend with its lineup of devices for body contouring and muscle toning. The portfolio includes the “Transformation Trio” — the ZStim muscle stimulation system, the ZShape radiofrequency (RF)-based body contouring device, and the ZWave acoustic wave therapy unit. Together, these devices deliver a multi-faceted approach to treating skin laxity, cellulite, and fat reduction, while also improving muscle tone.

“The concept and practice of combining technologies in aesthetics has significantly developed over time,” said Michael Busic, Director of Aesthetics and Wellness at Zimmer MedizinSystems, USA. “In the early days, it was common for practitioners to rely on a single device, expecting it to address all aspects of a particular treatment effectively. Today, by leveraging the strengths of different technologies in tandem, practitioners have been able to achieve improved outcomes.”

The ZStim is an advanced eight-channel muscle stimulation device engineered for simultaneous treatment of multiple body areas, including the torso, legs, buttocks, and arms. Electrical Stimulation (abbreviated as STIM) is a therapeutic technique that uses electrical impulses to activate muscles or nerves for various purposes, such as physical therapy, rehabilitation, or, with the ZStim, aesthetic muscle toning and strengthening. While its electrode guidance system simplifies application, the ZStim includes an expert mode, empowering practitioners to tailor treatments with greater precision. A remote control enables patients to adjust intensity levels during sessions, ensuring maximum comfort throughout the process.

The ZShape device integrates RF energy and vacuum technology to achieve superior body contouring results while



Michael Busic
Director of Aesthetics and Wellness
Zimmer MedizinSystems, USA

ensuring patient comfort. Its vacuum function pulls tissue into the applicator, allowing RF energy to penetrate deeply and stimulate collagen production. The vacuum also enhances blood circulation, boosts metabolism, and promotes lymphatic drainage, further improving treatment outcomes and patient satisfaction.

It offers small, medium, and large handpieces that accommodate various treatment areas. These handpieces feature intelligent functionality, such as real-time feedback on treatment temperature and providing optimal skin contact. Practitioners can adjust RF energy intensity directly from the handpiece, eliminating the need to return to the control panel and allowing precise energy delivery during sessions. The device supports personalized treatments with three RF frequencies, 10 vacuum levels, and three pulse modes, catering to a wide range of patient needs.

As stated by Jacquelyn Bond, Director of Aesthetic Clinical Education at Zimmer MedizinSystems, USA, "Many aesthetic offices, as well as wellness practices, focus on improving both muscle and skin, recognizing that the two often work together to achieve optimal results. This dual focus reflects a broader trend in the industry, where patients are increasingly seeking treatments that deliver significant improvements with no aggressive interventions. While surgeries remain a viable option, more patients are exploring non-invasive or minimally invasive solutions as a first step. This shift highlights a growing preference for less drastic approaches that still offer meaningful results, catering to those who aren't ready to commit to surgical procedures. Additionally, it is reasonable to expect that these technologies could nicely complement surgical outcome and recovery."

Non-invasive technologies, including shockwave therapy, are experiencing significant growth. This trend reflects the increasing demand for technologies like Zimmer MedizinSystems' ZWave, which utilizes radial shockwaves to improve the appearance of cellulite, enhance skin texture, and stimulate collagen production, all without invasive procedures. The ZShape complements this with its RF-based cellulite reduction capabilities, ensuring patients have a comprehensive solution for smoother, more contoured skin.



Robert Wilber, President
Zimmer MedizinSystems (USA)

"By strategically combining advanced technologies like GLP-1 agonists, non-invasive skin tightening, muscle toning, and targeted cellulite treatments, our providers can deliver a cost-effective, holistic solution for patients addressing both weight loss and skin concerns, improving both aesthetic outcomes and overall quality of life," said Robert Wilber, President of Zimmer MedizinSystems, USA.

The Transformation Trio combines the ZShape, ZStim, and ZWave devices. Together, these devices address multiple layers—muscle, fat, skin, and cellulite—offering a complete solution for body contouring and skin rejuvenation.

"These three devices work together to deliver a comprehensive impact by addressing different layers

of the body, helping patients achieve the results they're looking for," said Ms. Bond. "Each device targets a specific area, creating a synergy that no single device can replicate. Electrical stimulation focuses on the muscle layer, enhancing tone and strength to improve underlying structure. The RF vacuum targets water within the tissue, using heat to tighten and rejuvenate the skin. Meanwhile, compression therapy with sound waves, delivered through the ZWave, addresses fat by breaking it down and smoothing the skin's surface."

"While some technologies may offer secondary benefits, they are often incidental and not specifically designed for such multi-layered treatment. These three devices, however, intentionally and precisely target their respective layers, working together to create profound and tailored outcomes for patients," she added.

According to Mr. Basic, "The ZWave has become a staple in many clinics, widely used for various adjunctive therapies. The ZShape is an intriguing product, especially when considering the challenges associated with rapid weight loss drugs and their side effects, such as skin laxity. Even where surgical intervention can address skin laxity, Zimmer MedizinSystems products can play a complementary role — either post-surgery or alongside skin rejuvenation and tightening treatments. This versatility allows these devices to address a broad spectrum of needs, ranging from surgical recovery to non-invasive or minimally invasive solutions for skin laxity."

The combined use of these devices also comes amid a surge in demand for non-surgical solutions to address skin laxity, a common side effect of rapid weight loss GLP-1 medications. Mr. Basic highlighted the relevance of Zimmer's portfolio in this context: "For patients dealing with loose or stretched skin, this layered, non-surgical approach offers a less invasive alternative to procedures like brachioplasty or tummy tucks, helping to firm and contour the skin without surgery."

Ms. Bond echoed this sentiment: "While the current weight loss phenomenon is undeniably significant, the relevance of these devices extends far beyond that trend. The broader demand for these treatments remains strong. People seek body shaping and skin tightening for a variety of reasons unrelated to massive weight loss. Skin laxity, for instance, can result from aging, pregnancy, or other factors. Not everyone is losing 100 pounds, and the need for safe, effective treatments continues to grow across diverse patient groups. It's essential to position these devices within the larger spectrum of body contouring and skin tightening solutions to address the wide range of patient needs."

Zimmer MedizinSystems' expertise in these technologies spans decades, from 50+ years in muscle stimulation to over 30 years with shockwave therapy. "While RF is a more recent addition to our portfolio, it has quickly proven to be a versatile and effective tool," noted Mr. Basic. "Because of this extensive background, we have a solid understanding of how each technology functions and why



Jacquelyn Bond
Director of Aesthetic Clinical Education
Zimmer MedizinSystems, USA

this layered treatment approach is both logical and effective.”

Practitioners recognize the operational benefits of sourcing all three devices from a single trusted manufacturer, he noted. “While there are other shockwave, RF vacuum, and stimulation devices available on the market, what sets us apart is the ability to get all three from a single company. This simplifies the process for clinics, allowing them to negotiate bundled pricing, streamlined service contracts, and unified support through a single provider. Compared to alternatives, our devices are competitively priced, which offers significant value.”

In an industry often criticized for high-priced consumables and hidden fees, Zimmer MedizinSystems stands apart with its transparent pricing model. “We’re not in the disposable business, and we have no plans to be,” Mr. Busic emphasized. “Unlike some companies, we don’t aim to profit every time a device is used. It’s become common in the industry for companies to impose high use fees or charge for disposables. We’re not part of that model. We provide durable devices without recurring costs, which is especially appealing in today’s economic climate. Many practices struggle to secure capital funding, leaving high-cost devices in a sort of no-man’s-land. This makes pricing a critical factor, emphasizing the importance of a sensible ROI.”

As the medical aesthetic field increasingly shifts toward multi-device therapy, integrating the ZStim, ZShape and ZWave devices provides an effective and reliable solution that remains both practical and accessible, concluded Ms. Bond. “This Transformation Trio is truly a great trifecta. This approach ensures versatility while remaining affordable and accessible. Add to that our reputation for delivering reliable, well-known technologies that reinforce the trust and value we bring to this innovative solution.”

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