## Remove Sagging Skin Without Surgery

Non-surgical solution for mid-to-lower face wrinkles and excess skin.

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## Aesthetic Insights

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## Novel Aesthetic Device Draws Physician Praise

Addressing a critical treatment gap in the aesthetic marketplace, ellacor (Cytrellis Biosystems, Inc., Woburn, Mass.) offers a first-of-its-kind technology to treat wrinkles and skin laxity, by mechanically removing micro-cores of skin in the mid-to-lower face without surgery or the use of thermal energy. It fills an unmet need for the patient who desires more advanced rejuvenation but is not ready for a surgical face-lift. Physicians report fast adoption of the Micro-Coring technique in their practices, and high patient satisfaction.

"In the past, the only solutions we had for skin laxity were non-invasive treatments or a face-lift," said Arisa Ortiz, M.D., FAAD, a dermatologist and director of laser and cosmetic dermatology at UC San Diego Health (La Jolla, Calif.). "Ellacor provides a predictable, effective procedure for patients that ask for improvement, particularly where they get jowling or loose skin. It is a non-surgical, minimally invasive treatment that physically removes a small percentage of loose skin but doesn't leave a scar. It's definitely a unique device and has been a great addition to my practice."

The ellacor Micro-Coring system harvests 24,000 small tissue cores using hollow needles, precisely targeting an approximate range of 5% to 8% of the treated area's total skin surface. It extracts many micro-cores from multiple layers of the skin, including the epidermis, dermis, and subcutaneous fat. Yet, their diameter remains under half a millimeter, ensuring no scarring post-treatment. Ellacor can effectively treat a 10 mm square area in just three seconds, enabling the entire procedure to be completed within approximately 30 minutes, varying based on individual requirements.



Arisa Ortiz, M.D., FAAD

"The ideal patient for the ellacor device is in their early 40s until probably the 70s, depending on the amount of loose tissue," noted Dr. Ortiz. "I think anyone will see some improvement, and older patients are also candidates."

"Ellacor's distinctive Micro-Coring capability sets it apart from other skin rejuvenation technologies," noted John M. Taylor, M.D., a plastic surgeon in Middletown, N.J. "Traditional light-based devices use heat to tighten the skin. During a surgical face-lift, we remove skin but leave a scar around the ear. Ellacor also removes skin from the areas where we want to see tightening, but in a scarless fashion. I tell my patients, well, I can offer you a noninvasive, energy-based treatment, but you might not be happy with the results. When I show them ellacor before-and-after photos, what it looks like, and what it can do, they get pretty excited. I liken the process to aerating a green for golfers, where you see all those little holes punched in it. With ellacor, the micro-core holes in the skin close up and collapse quickly without scarring."

"There's a place for mixing injectable fillers and neuromodulators with ellacor," expressed Dr. Taylor. "That is because the ellacor, even though it's removing the skin, does not add volume. Some ellacor patients still need volume. Lasers can complement ellacor to address pigment or vascular. Occasionally, we see a patient with prolonged erythema of the skin after an ellacor procedure. I've used IPL treatments that help to get rid of that redness." Dr. Ortiz explained immediately after the procedure, patients can expect to see a red grid-

Practitioners use ellacor as a stand-alone treatment or in combination with other modalities.

makeup after a few days. There may be some social downtime involved, which usually lasts around a week. It's not like the downtime you'd see following real aggressive skin resurfacing, which could require a lot of wound care, vinegar soaks, and things like that. There's no bleeding after the ellacor procedure; no crusting or oozing." Procedure outcomes are consistent and reproducible, she added. "Rapid skin treatments using Micro-Coring technology have a lower risk profile and can provide more predictable

like pattern to appear on the lower face, "which fades quickly and can be covered with

results, and results are not dependent on the patient's skin to remodel collagen. Instead, you're physically removing it. A cosmetic effect is visible immediately or within a brief time after completing the treatment. And patients are so happy. In addition, relatively speaking, they compare the recovery time with the amount of improvement. It's led to very high patient satisfaction." Dr. Taylor agreed. "Results are fairly consistent across our patient population. We're still learning how many



treatments we have to do for different patients. So far, we've averaged three treatments per patient. The older the patient and the more wrinkled their skin, the more treatments they need. Our patients have reported pretty consistent tightening of the skin and increased or improved quality and texture. They say their skin just feels a lot smoother. They now have become some of our biggest promoters because they really love it. It's not like some of the other nonsurgical procedures where you have to look closely at the before-and-after pictures to notice a difference. I've also noticed a nice restoration of the useful curvature of the face, something we call the Ogee curve, which is the double S-shape curvature along the side of the face. This curve is wide when you're young, but it lessens with age, as the face loses volume and elasticity. And in several of my patients, I've been seeing the restoration of that youthful look following ellacor. It's something I can't achieve with any other non-surgical device."

The device is a valuable addition to a surgical practice, Dr. Taylor tells his plastic surgeon colleagues. "I still do face-lifts on patients, but this device has become an excellent adjunct. It's because one thing that surgeons recognize, with face-lifts, the perioral area is like the bane of our existence. It's a tough area to get improvement, especially with patients with smoker's lines and other wrinkles around the mouth area. A surgical face-lift really doesn't

improve that at all. So, ellacor has become a really nice way to deal with that part of the face." Dr. Taylor noted ellacor has been a good investment for his practice, "I've had the ellacor for less than a year and reached my breakeven point several months ago. The margin is good because the only ongoing cost is a few disposables, which don't add up to much. Ellacor is a pretty good value proposition for patients, too, because they're getting almost surgical

results without the scars." Dr. Taylor's practice also reaped early success from an ellacor EVE event, where he introduced the procedure to his patients through a virtual webinar experience. As noted by Dr. Ortiz, "Ellacor follows the general trend in aesthetics, towards less invasive or surgical procedures. I've observed that people would rather undergo something that approaches a face-lift but is more natural looking, less 'pulled' looking with fewer risks of

results will not be as dramatic as a face-lift, but they're as close as we can get without surgery."

side effects, which also avoids having to go under general anesthesia. With ellacor, the