



# Potenza™

## RF MICRONEEDLING

February 3, 2023

Confidential

Clinical Training



CYNOSURE® BEAUTIFUL ENERGY



# Learning Objectives



Market Landscape



Product Overview



Patient Assessment & Consultation



Clinical Use of Potenza



Before & After Photos

# Market Landscape

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Potenza™  
RF MICRONEEDLING



# Cynosure Skin Portfolio

Less Intense

Skin

Most Intense

*Gentle Tx*

*Ablative & Surgical*



**TempSure  
Envi**



**PicoSure**



**Potenza**



**Icon**



**SmartSkin+**



**TempSure  
Surgical**

# Market Demand

**70% OF CONSUMERS**  
consider undergoing non-invasive treatments<sup>1</sup>

Radiofrequency is in the **Top 5** procedures considered by consumers

**CONSUMERS SPEND \$630M**  
on treatment fees for microneedling treatments<sup>2</sup>

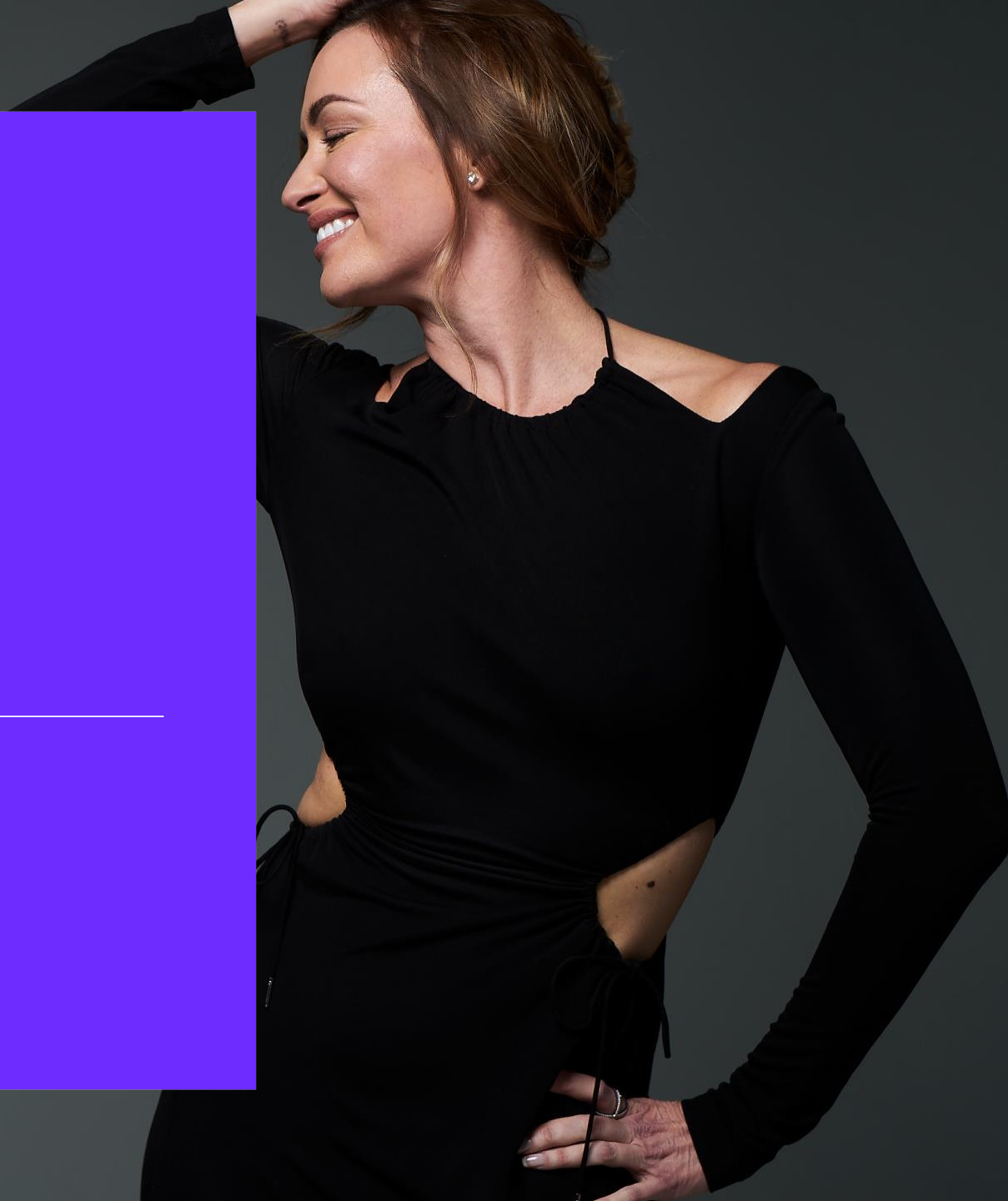
**1.2M**  
Microneedling treatments performed in 2018<sup>2</sup>



# Product Overview

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Potenza™  
RF MICRONEEDLING



# The Potenza Difference

**4 different RF modes** for shallow and deep treatments in one system

- Monopolar, Bipolar
- 1 & 2 MHz

**One of a kind Fusion Tip** for enhanced topical penetration

**Unique Tiger Tip™ technology's semi-insulated needles** to treat more tissue at multiple depths

**10 different tips** Multi-needle arrays in various densities. Single-needle tips at various depths

**Single-needle handpiece** to precisely target and improve active acne



# Indications for Use

The **Potenza** treatment tightens skin\*, improves blemishes on the skin and results in the regeneration of elastin and collagen

**All skin types, anywhere on the body, any time of year**

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**Health Canada Indication:** The Potenza radiofrequency microneedling device is intended for use in dermatologic and electronic surgical procedures for electrocoagulation. Indicated for the treatment of acne vulgaris.



\*Through soft tissue coagulation

CYNO\URE®



# The Evolution of Microneedling



# Potenza takes microneedling to new levels

## Potenza™

*The versatility of the Potenza system allows you to customize treatments based on your patients' specific needs – all skin types, anywhere on the body, any time of year.*



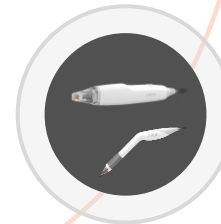
**4 Different RF Modes**



**One of a Kind Fusion Tip**



**Unique Tiger Tip**



**10 Different Tips**



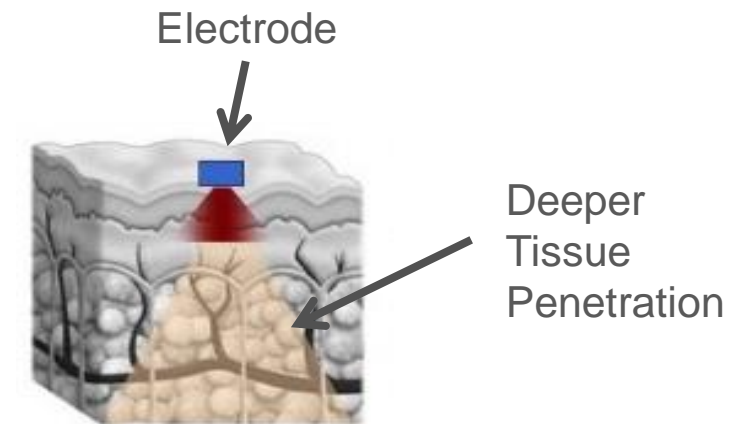
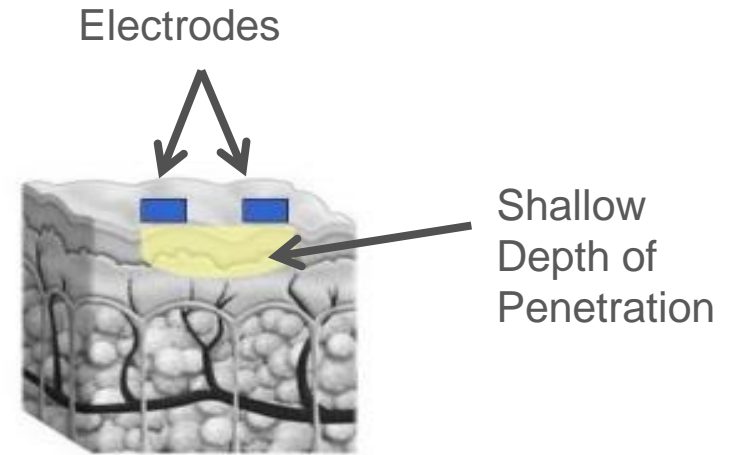
**Single Needle Handpiece**

# What is Radiofrequency?

- **Radiofrequency (RF)** is part of the **electromagnetic spectrum** characterized by a **specific frequency** measurable in Hertz (Hz).
- RF energy produces a **change in the electrical charges** of the treated skin creating an **electron movement**. The **resistance** (impedance) of the tissue to that electron movement **generates heat**.
- The amount of heat generated depends on these factors:
  - **Impedance** of the treated skin
  - **Intensity** of the current applied
  - Length of time of **exposure** to the RF energy

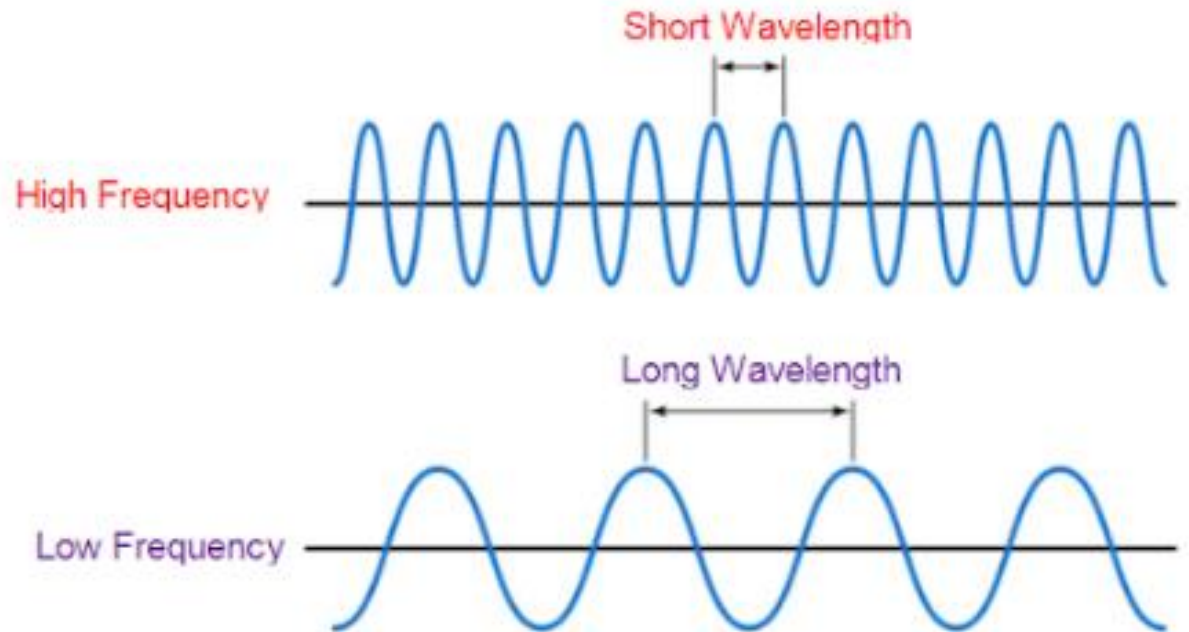
# Bipolar and Monopolar

- **Bipolar RF**
  - Current passes between 2 electrodes
  - Limits current to area between electrodes
  - Depth of penetration equals half the distance between electrodes
  - Shallow tissue heating
- **Monopolar RF**
  - Current between active treatment electrode and passive grounding electrode (Neutral Pad)
  - Lower energies - no pain, minimal adverse events
  - High penetration of the emitted current

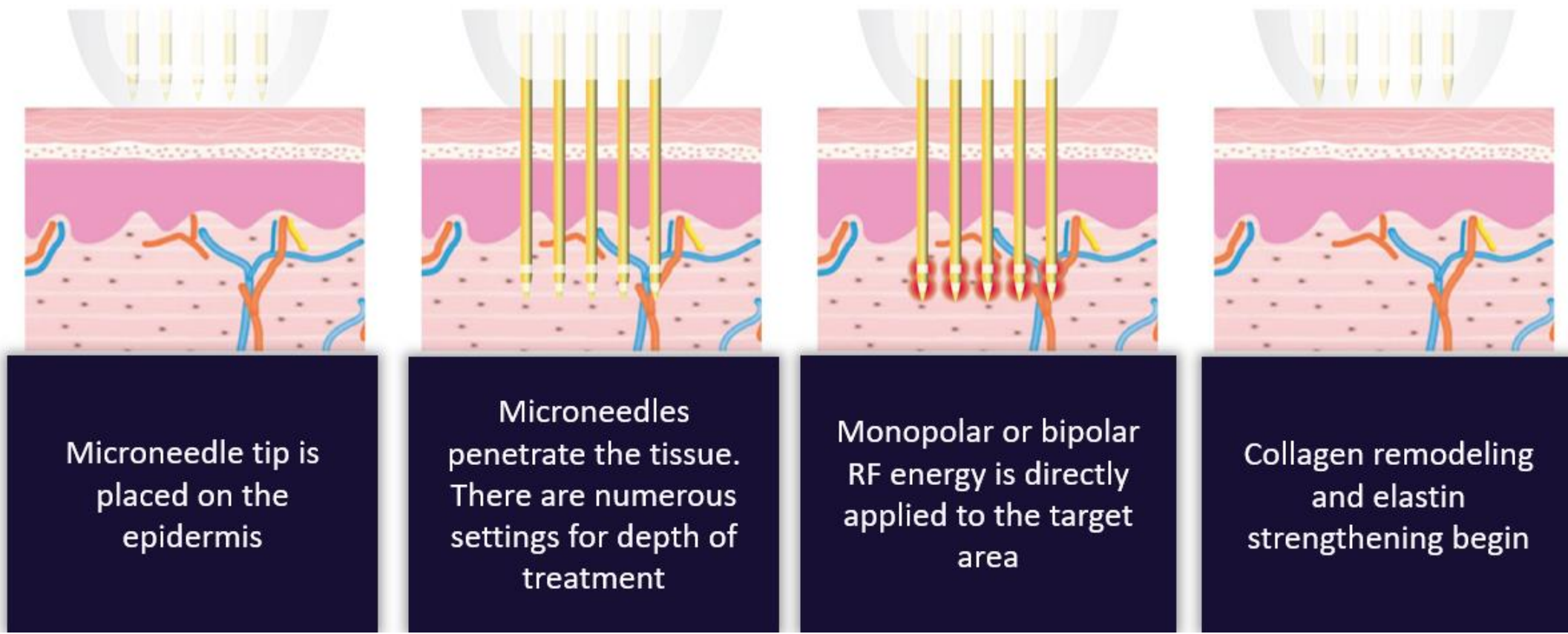


# 1 MHz and 2 MHz Frequency

- Higher frequency energy is more quickly absorbed than lower frequency energy
- The rate of energy absorption also depends on the tissue type and the water content



# How Does RF Microneedling Work?



# Potenza Offers 2 Handpieces

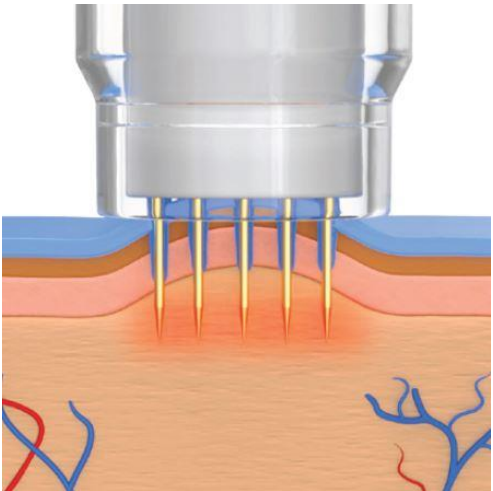
- The motorized (M) handpiece is used with the Fusion tips (CP-21), Insulated tips (I-tips) and Tiger Tips (S-tips). It operates in both monopolar and bipolar mode.
- The AC handpiece uses the AI-15 single needle tip and only operates in monopolar mode.



# Potenza's Multi-Needle Arrays in Various Densities

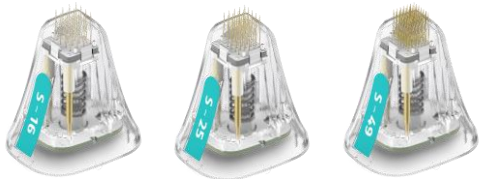
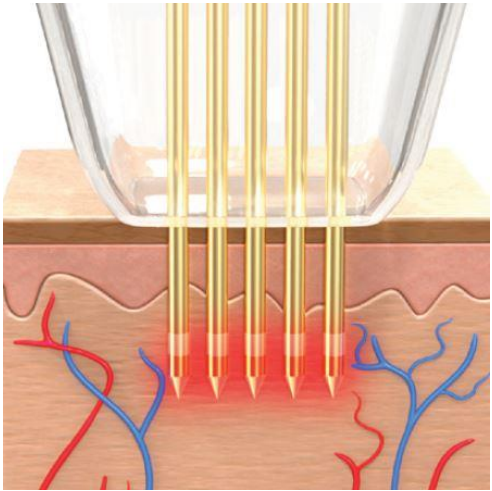
## Fusion Tip

21 insulated  
needle array



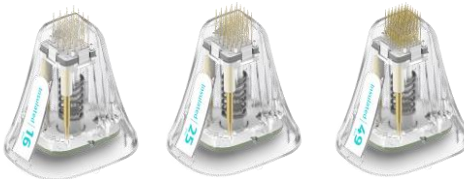
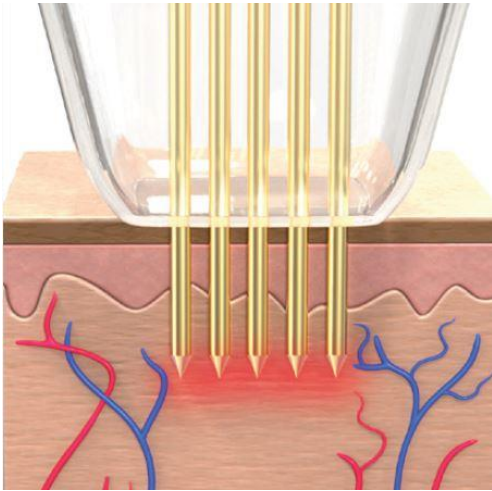
## Tiger Tip

Semi-Insulated  
16, 25 and 49  
needle array



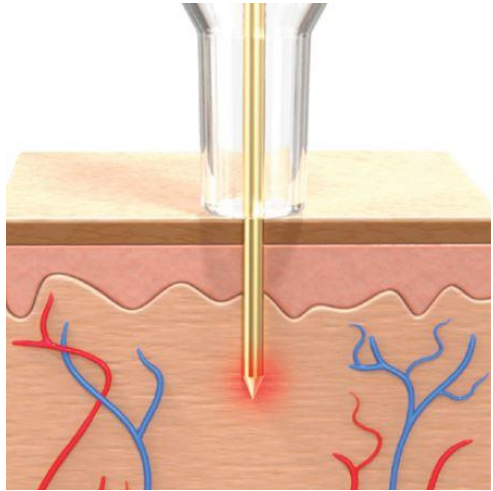
## Insulated needles

16, 25 and 49  
needle array



## Single Insulated needles

0.8mm, 1.2mm and  
1.5mm depth





# One of a Kind Fusion Tip used for enhance topical penetration to maximize results

- **The first and only tip to provide enhanced topical penetration to maximize results**
- Uses a dual-air chamber design to capture and release air towards the skin in order to enhance the penetration of topicals into the channels
  - 21 insulated needle array
  - Adjustable Depth 0.5-2.5 mm
  - Operates in monopolar at 1 MHz
  - Enhances topical penetration
  - Designed for treating at a higher energy and impact



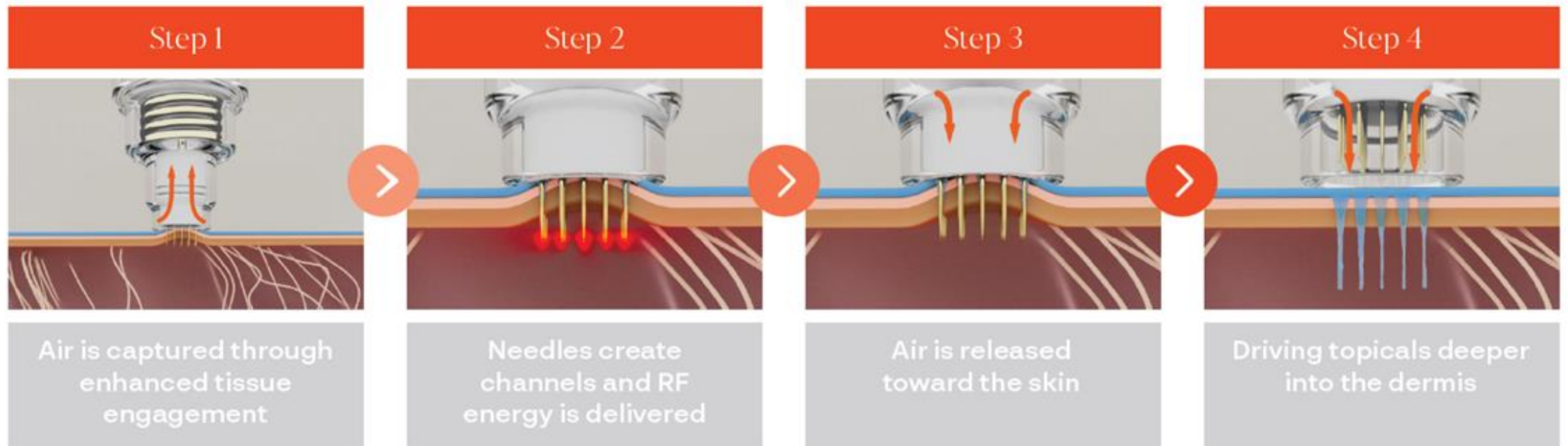
# Fusion Tip's Unique Dual Air Chamber

Inside the tip, there are chambers "A" and "B"

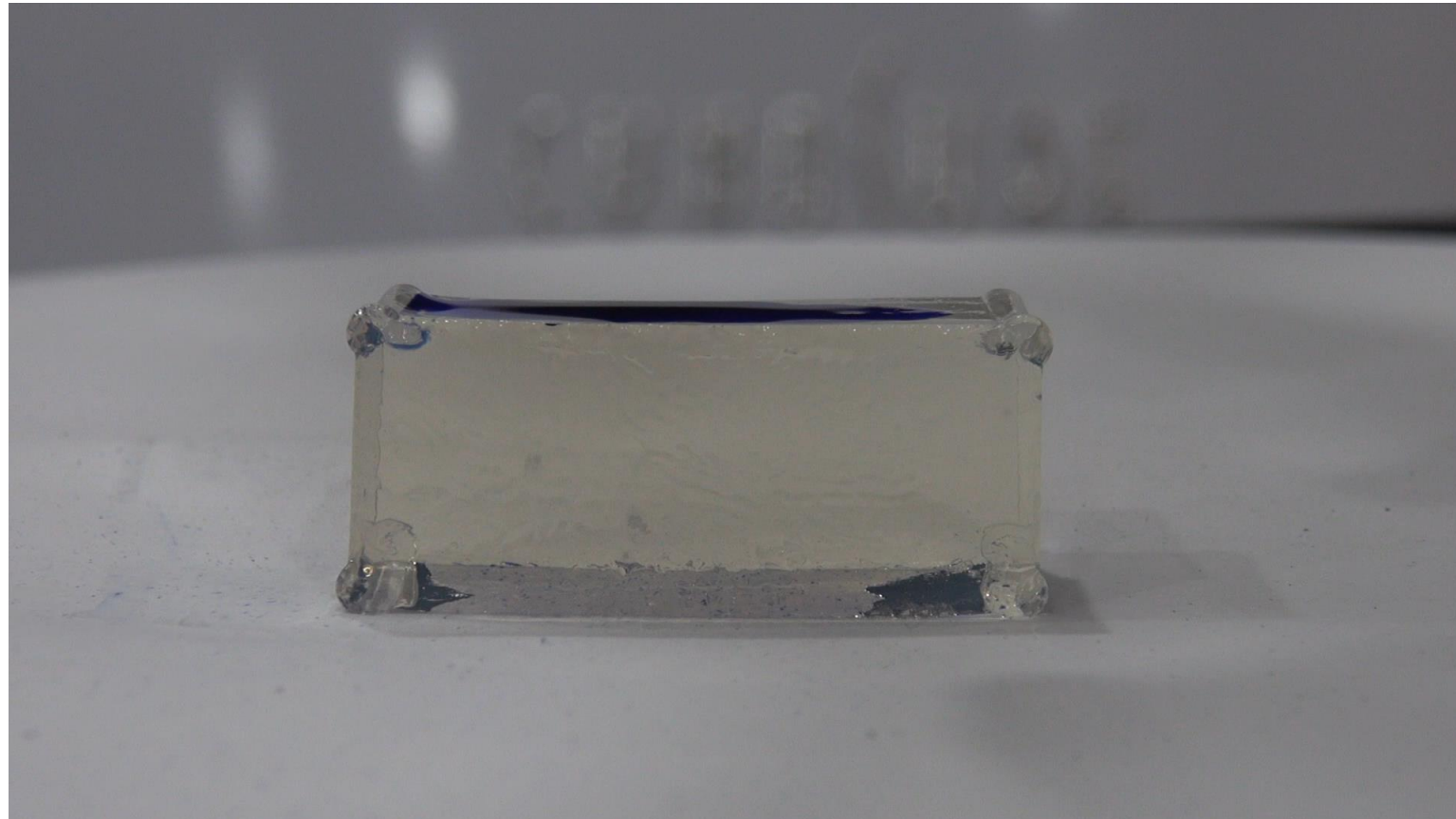
- As the needles move, a change in pressure occurs between these chambers.
- When needles are depressed towards the skin a negative pressure occurs in Space B creating a suction effect. This creates the "enhanced engagement with the tissue".
- As needles are retracted from the skin, the pressure within these chambers changes.
- The positive pressure in space B results in a release of air at the treatment site which may aid in the retraction of the needles.



# Fusion Tip Mechanism of Action (MOA)

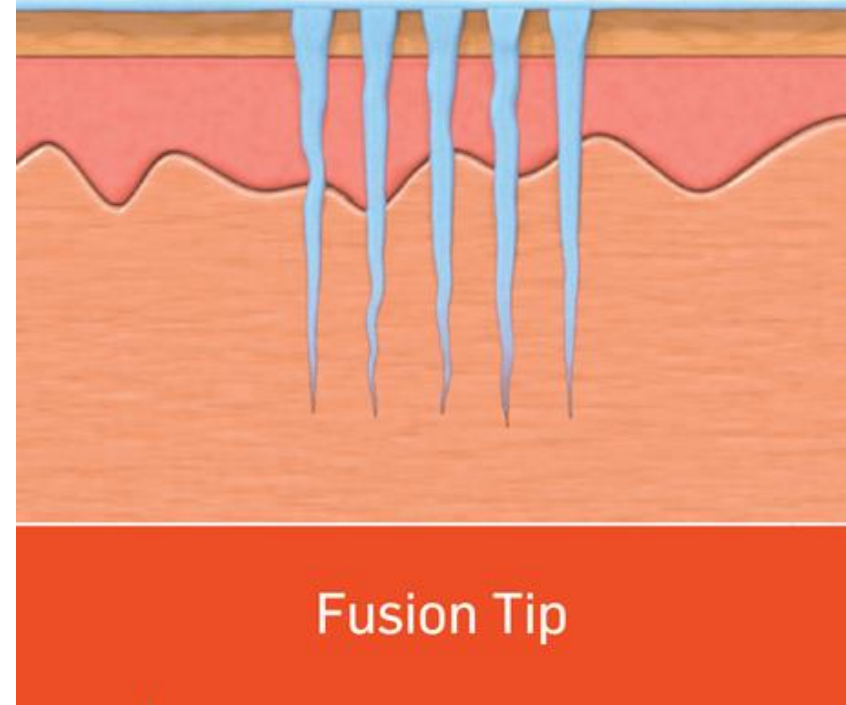
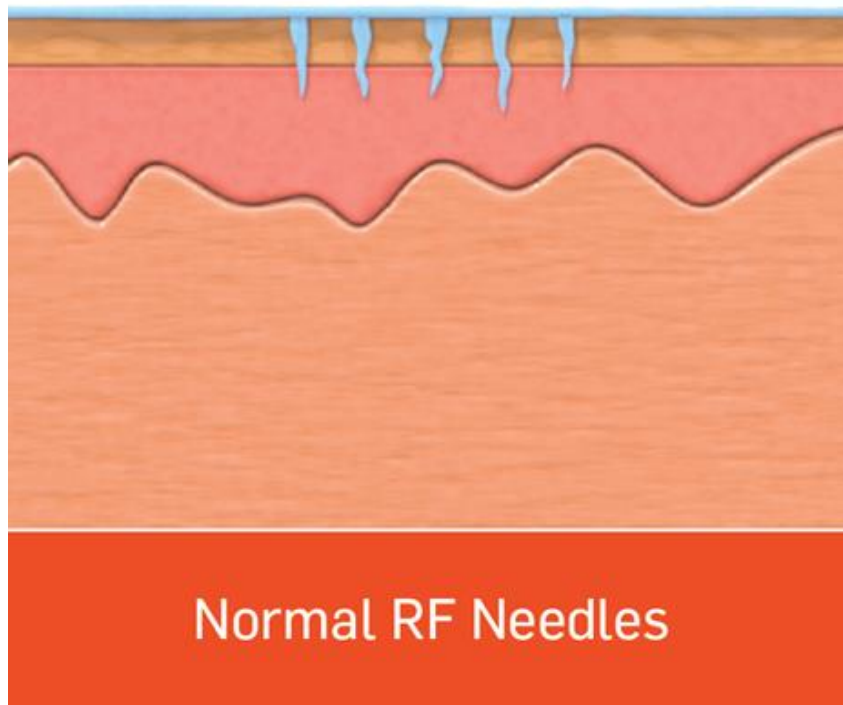


# Fusion Tip Ink Mechanism of Action (MOA)



# The Fusion Tip Difference

Resulting in topical penetration enhanced up to 67% with the Fusion Tip



# Unique Tiger Tip™ technology

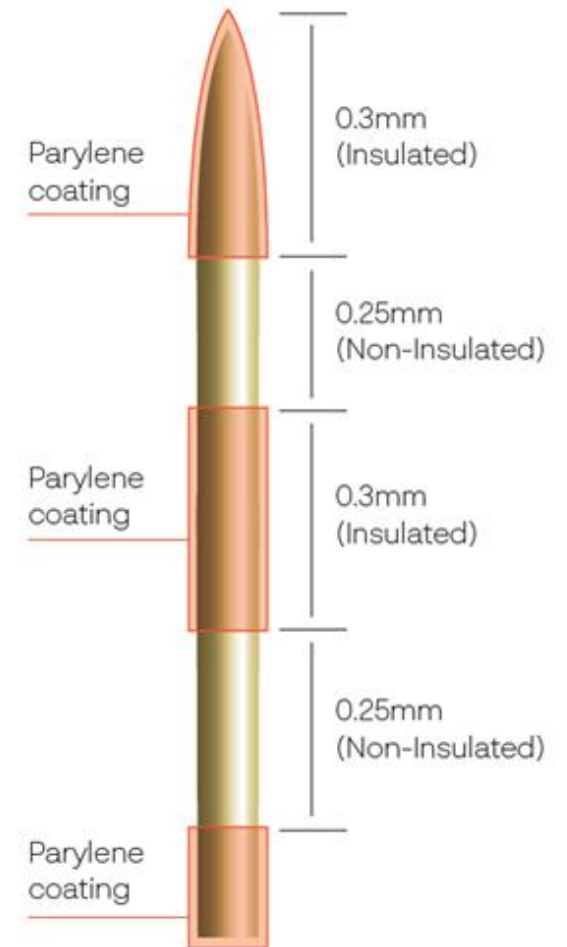
- For use with the motorized handpiece
- Semi-insulated S16, S25 and S49 needle arrays
- Adjustable depth 1.5mm – 2.95mm
- Monopolar or Bipolar
- Delivers dual areas of coagulation in a single pass
- Used for treating more tissue in a single treatment. RF is emitted from two uninsulated areas of each needle at the same time.



# Tiger Tip™ Technology

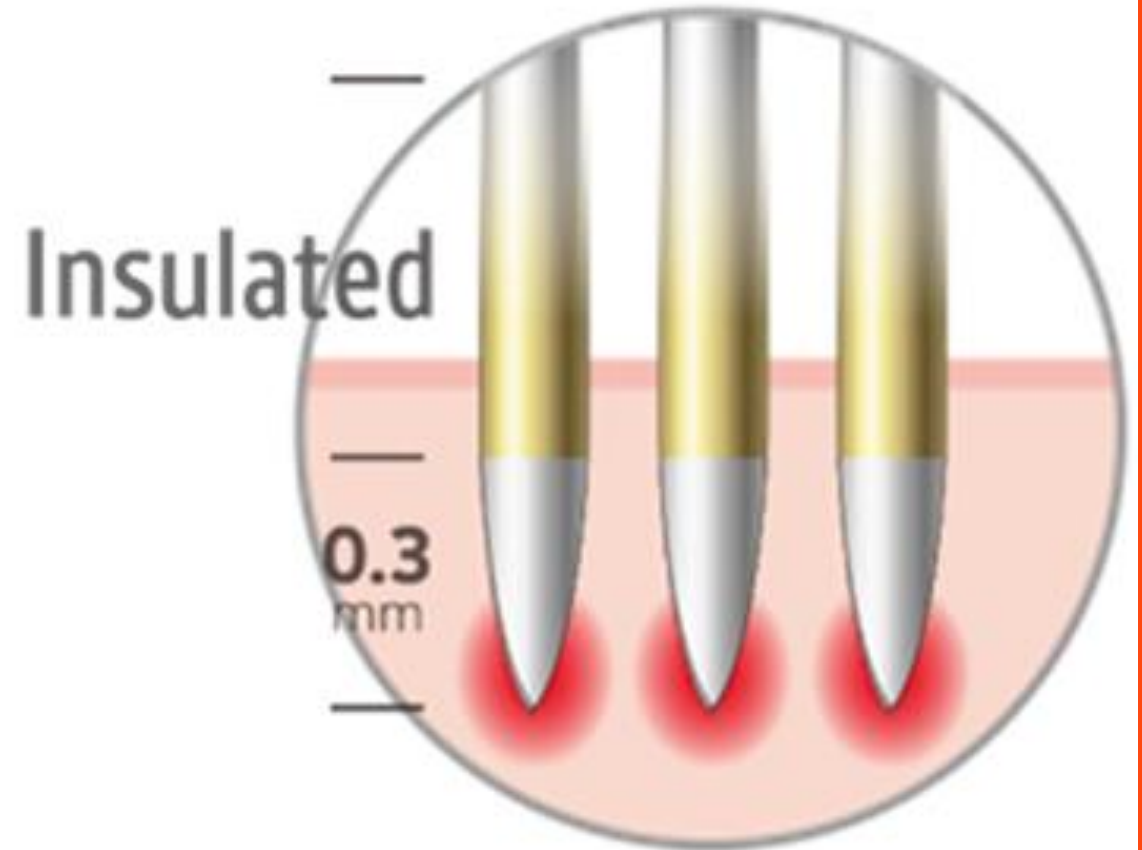
## *Semi- Insulated Needles (S-Tips)*

- Delivers two horizontal areas of coagulation, at different depths, in a single pass.
- Resulting in increased coverage with a quicker treatment, fewer passes and treats deeply without sacrificing the epidermis.
- These S-tips are great for deep tissue tightening.



# Insulated Needle

- Insulated needles are intended for revitalization treatments.
- The tip (0.3mm) of the electrode needle is uninsulated which provides targeted, precise RF energy to the selected depth.
- This results in less risk of skin surface side effects and direct energy delivery to the dermis.





# Single-needle handpiece to precisely target and improve blemishes on the skin

For use with the AC handpiece

- Single needle AI-15 tip
- Available in 0.8mm, 1.2mm, or 1.5mm depths
- Operates in monopolar at 1 MHz
- 1-6 pulses of energy can be performed per blemish





Used to precisely target and improve active acne.



# System Overview



## Starter Kit

Fusion Tip (Cushion Plus)	21 array (5/PK)	
	25 array (10/PK)	
Insulated needle tips	49 array (5/PK)	
Tiger Tip Technology (Semi-insulated needle tips)	25 array (10/PK)	
	49 array (5/PK)	
Single needle tip	A1-15 (5/PK)	
Return electrode pad (NEM) for monopolar RF mode		

*Note: all accessories are single-use, disposable.  
1000 pulses per tip*

# Patient Assessment and Consultation

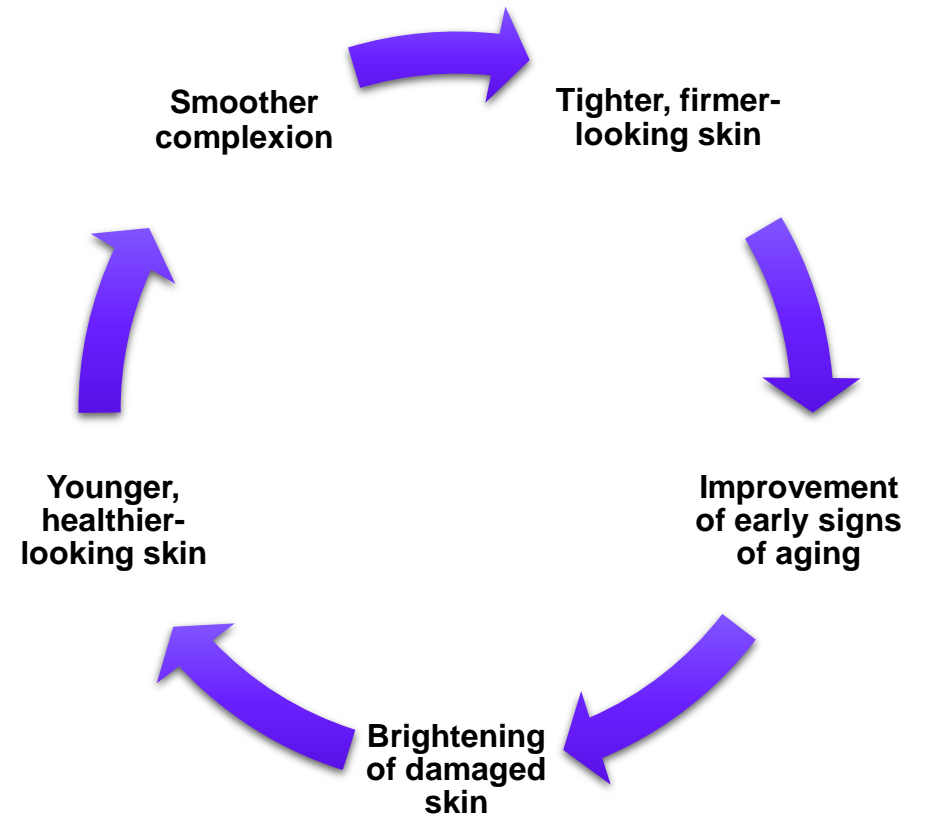
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# Patient Expectations

Microneedling with the Potenza can help to address the most common aesthetic concerns because of the added benefit of advanced radiofrequency technology.



# Fitzpatrick Scale



Fair skin, blonde hair, blue/green eyes, never tans, always burns.



Fair skin, sandy-light brown hair, green or brown eyes, occasionally tans, usually burns.



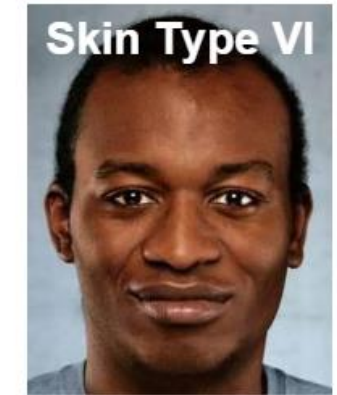
Medium skin, brown hair, brown eyes, often tans, sometimes burns.



Olive skin, brown/black hair, brown/black eyes, always tans, never burns.



Dark skin, black hair, black eyes, never burns.



Black skin, black hair, black eyes, never burns.

# Potenza Treatment Areas



Forehead



Crow's Feet



Below Eyes



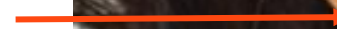
Upper Cheek



Nose



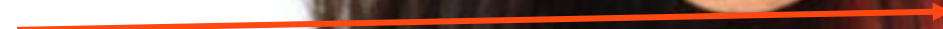
Lower Cheek



Upper and lower Lip



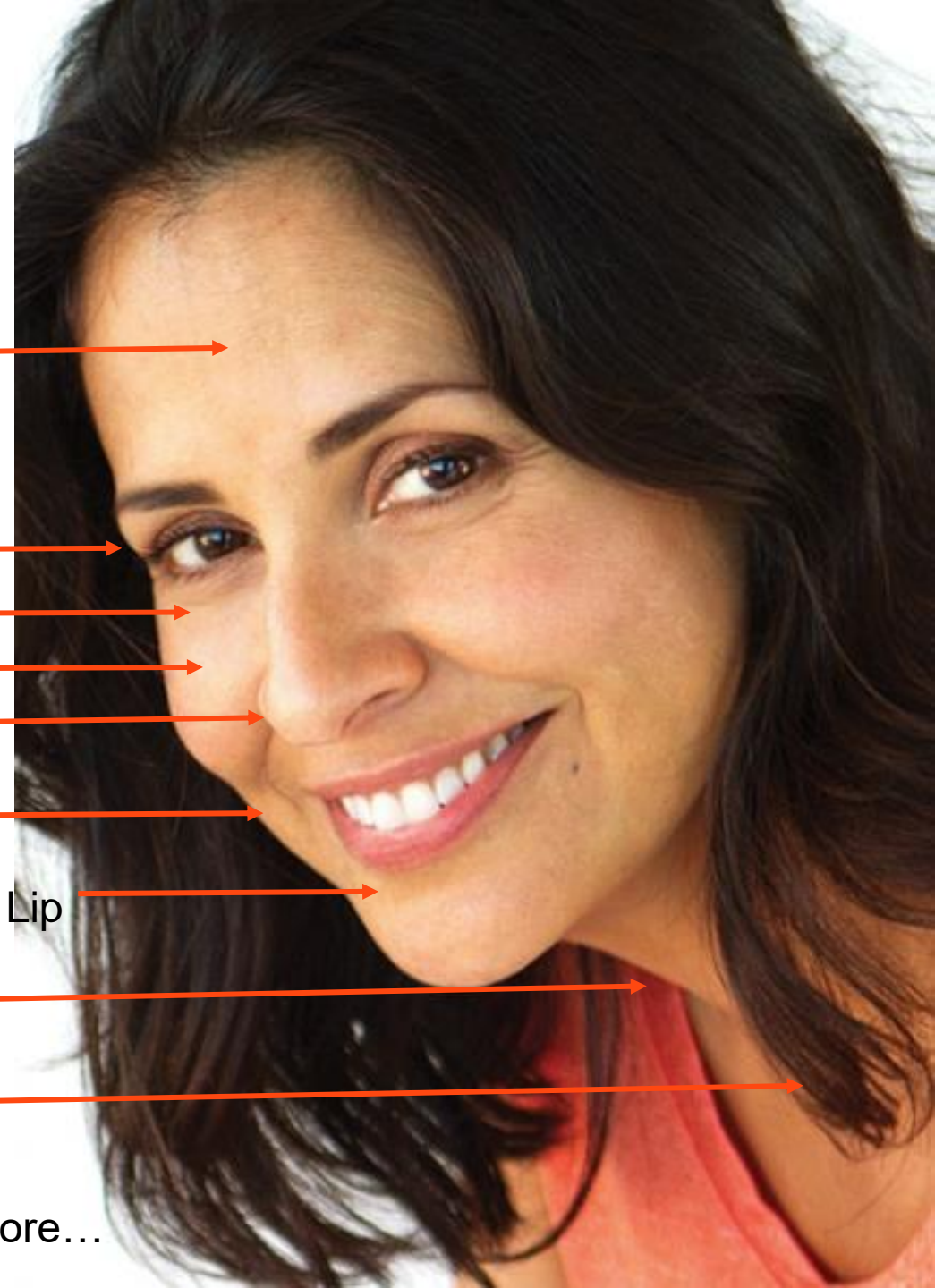
Neck



Décolletage



Abdomen and More...



# Selecting the Right Patient

- **While there are no definitive predictive factors for clinical responsiveness, there are general characteristics for which to look for:**
  - + Mild to moderate laxity with relatively elastic skin
  - + Mild to moderate skin blemishes
  - + Mild to moderate textural changes



# Treatment Intervals and Session



3 – 5 treatments

4 – 6 weeks apart

Patients may notice improvement after 1<sup>st</sup> or 2<sup>nd</sup> treatment

Skin will continue to improve over the next 6 -12 months post treatment

Results will vary from patient to patient

It is advised to photo document each treatment session



# Contraindications

- Patients with a pacemaker
- Prior gold-thread skin-rejuvenation treatment
- Keloid formation propensity
- Skin infections
- Pregnant and/or breastfeeding
- Metal implants
- Embedded electrical devices that cannot be turned off or removed
- Nerve insensitivity
- Severe skin laxity or sagging
- Has used Accutane (Isotretinoin) in the last 6+ months
- Diabetes
- Takes aspirin or prescribed an antiplatelet, thrombolytic, anti-inflammatory, or anticoagulant Rx
- Bleeding disorders
- Allergies to adhesives, gold, or anesthetics
- Unrealistic expectations of end results





# Cautionary Criteria & Precautions

- Prone to fever blisters/cold sores: A prophylactic antiviral medication regimen should be prescribed prior to treatment
- Undiagnosed lesions: Evaluation should be performed prior to treatment
- Use of retinoids in the last 7 days, have received fillers or neurotoxin injections in the last 2 weeks, and use of chemical peels in the last 2-3 months
- Tattoos or permanent makeup in the treatment area or in the NEM pad placement area
- Autoimmune disease
- Medications that alter hemostasis or healing response
- A history of healing problems
- A neuropathic disorder, impaired skin sensation or diabetic neuropathy
- Implanted cardioverter defibrillator (ICD)

# Conditions That Have Not Been Tested

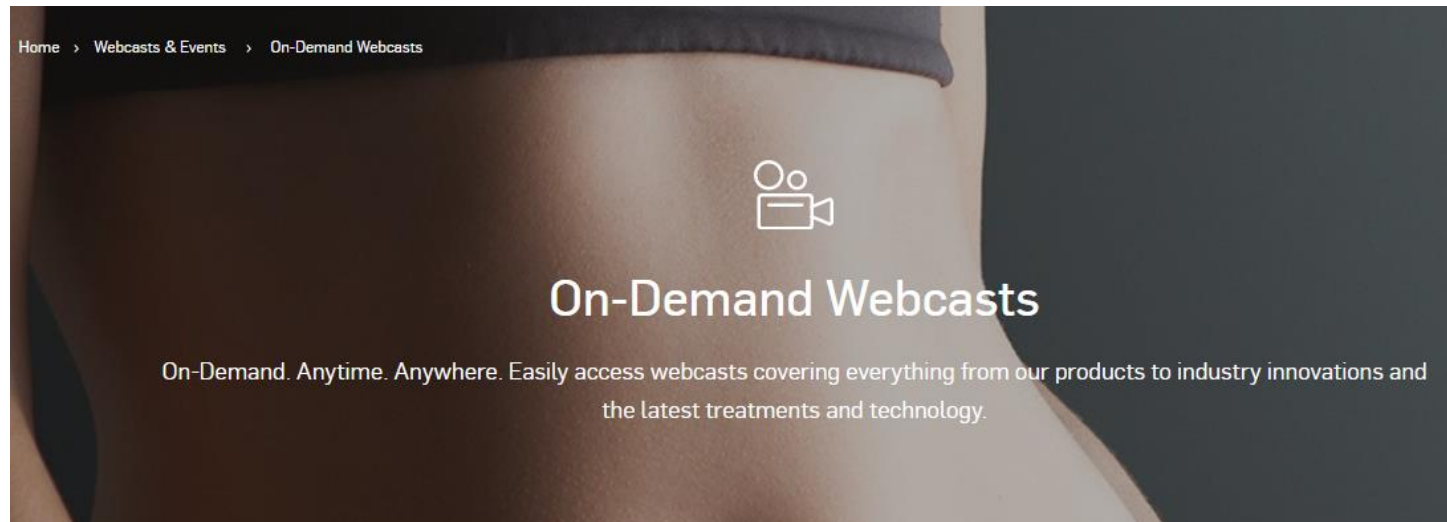
**Studies have not been conducted on the use of the Potenza System on patients with any of the following conditions:**

- Pregnant or breast-feeding women
- Autoimmune disease
- Diabetes
- Herpes Simplex
- Epilepsy
- HIV
- Hypertension
- Dermatitis



# Customize Treatment Plan for your Patients

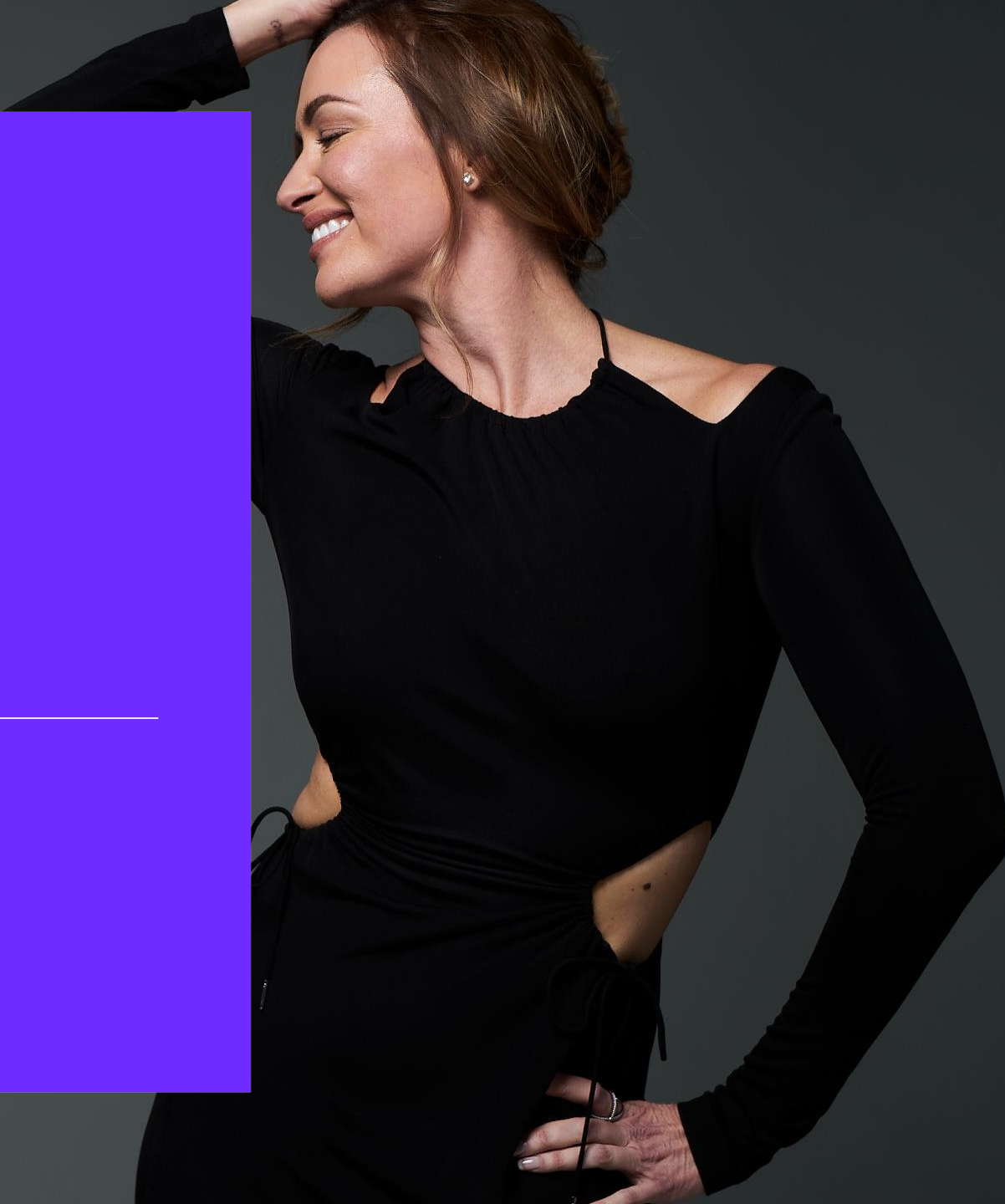
- + Consider using all your platforms to design a customized treatment plan for your patient to maximize results and patient satisfaction.
- + Watch webinars on <https://www.cynosure.com/> to see how other practitioners are pairing treatments with other devices



# Patient Treatment Preparation

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# Patient Pretreatment Guidelines

- Hydration is important, avoid drinking alcohol 24 hours prior to treatment
- Discontinue usage of exfoliative products
- Shave visible hair from the treatment area
- Male beards should be shaved on the day of treatment
- Pretreatment photos are strongly recommended
- Document pre-existing skin conditions
- Consent form is reviewed and completed
- The same procedure should be followed prior to each visit



# Patient Pretreatment Guidelines

- Determine the treatment area(s)
- Topical anesthetic may be applied prior to treatment
- Thoroughly cleanse topical anesthetic
- A final cleanse of the area with alcohol or acetone is recommended
- Ensure all jewelry is removed
- Adhere the neutral (NEM) pad for all monopolar treatments
- Insert a new tip into the handpiece and record the tip serial # found on the packaging
- The practitioner must wear gloves while performing the treatment



# Disposable Neutral Pad

- The NEM pad must be used for all monopolar treatment
- Place the pad close to the treatment area
- The **Single-Use** neutral pad requires direct skin contact
- It is advisable to check the pad throughout treatment for wrinkles or if it is not fully adhered
- Encourage patient to let you know if it starts to feel warm
- If multiple passes are performed, the pad may stay adhered to the patient while in Bipolar mode
- Do not reuse.





# Clinical Use

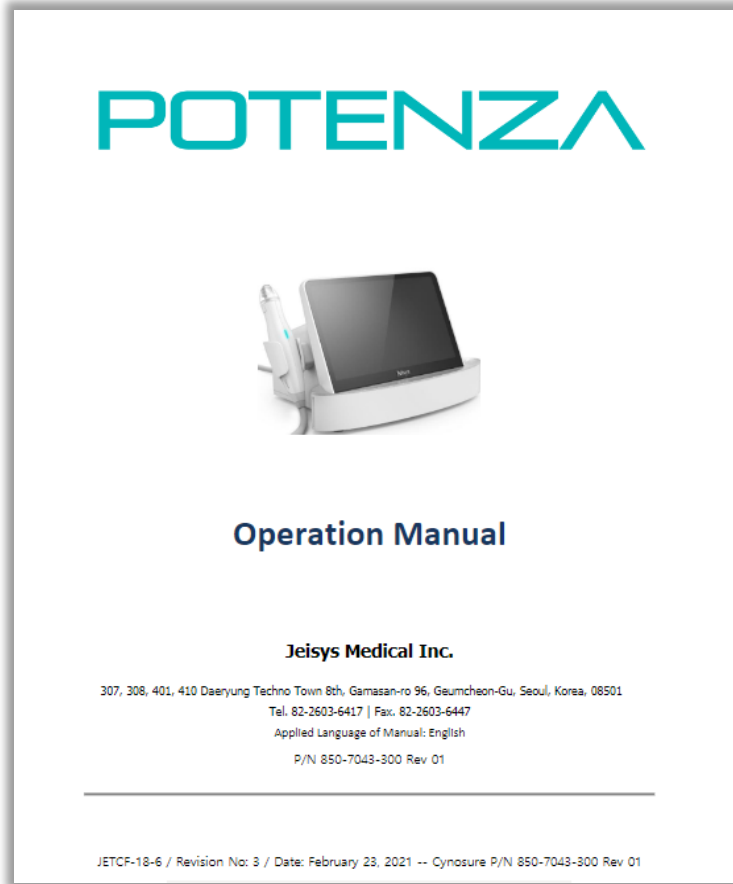
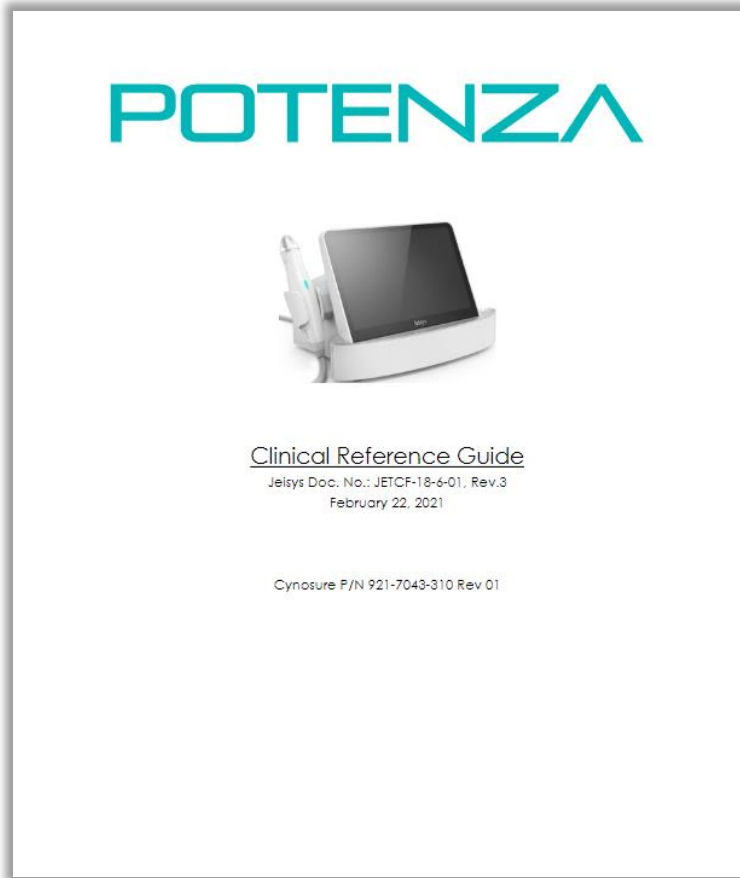
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# Reference Materials

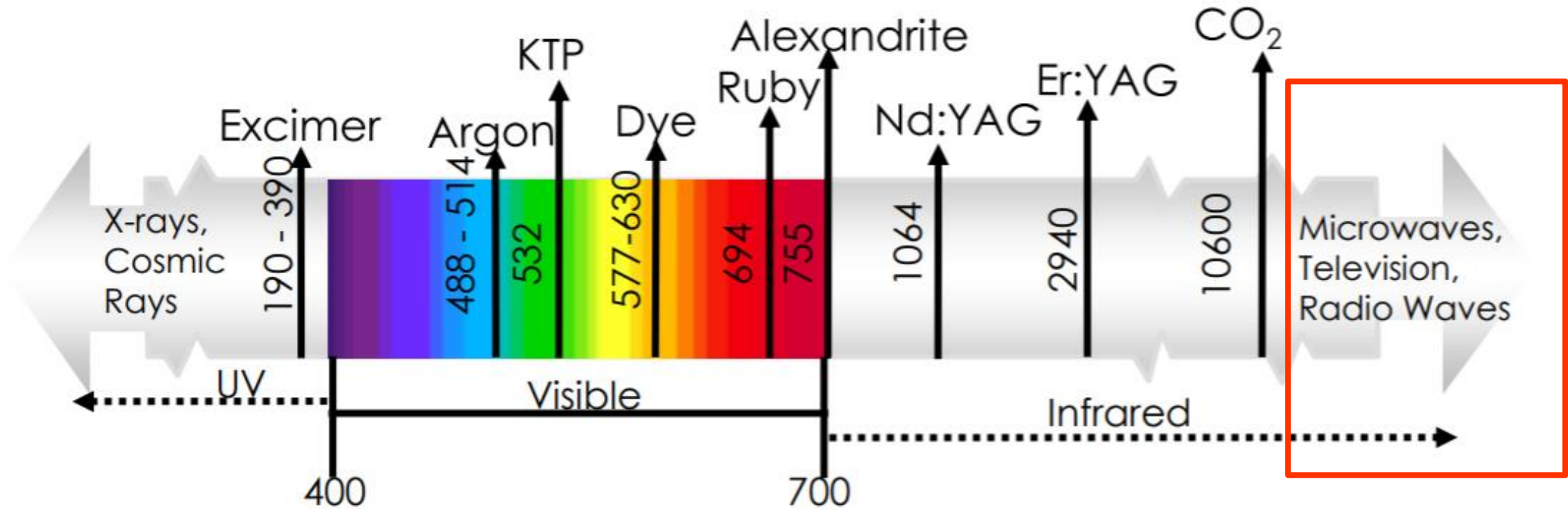
Refer to AMPS for updated manuals.



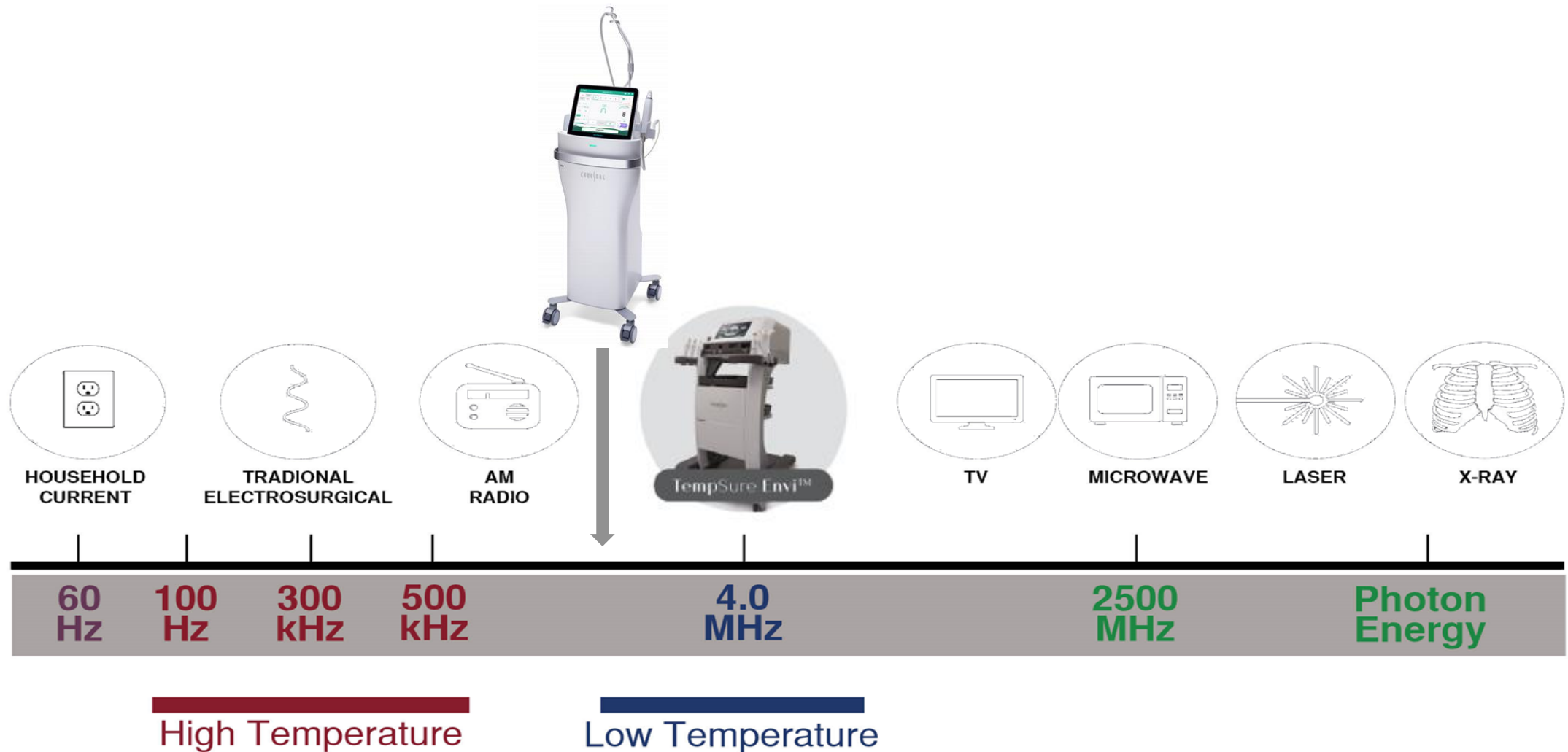
Always refer to the Potenza Clinical Reference Guide and Operator's Manual for information regarding the product.

- Cynosure assumes no liability whatsoever for any damage, loss, or injury resulting from an application of a product which is not in strict accordance with its Operator's Manual and Clinical Reference Guide. Cynosure also assumes no liability for any damage or injury arising as a result of operator error or mistake.
- Usage of the product is based on the practitioner's knowledge and experience. The practitioner is solely responsible for treatment results. There is no guarantee that the expected or anticipated results will be achieved.
- Training conducted on the device and all treatments performed should adhere to the guidelines found within the Clinical Reference Guide.

# Electromagnetic Spectrum



# Radiofrequency Spectrum (measured in Hz)



# Radiofrequency

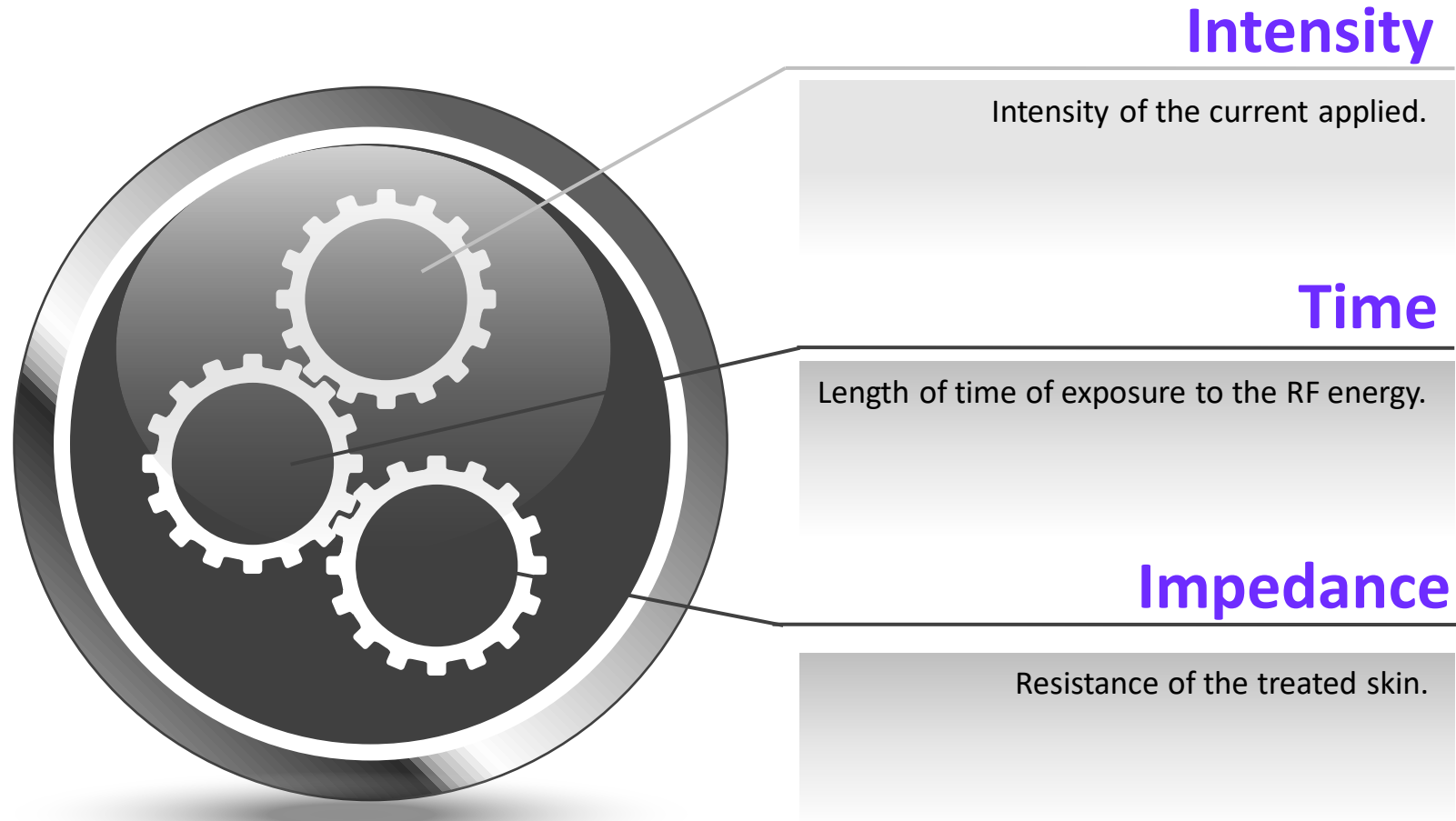


● Radio Frequency (RF) is part of the electromagnetic spectrum characterized by a specific frequency measurable in Hertz (Hz).

● The Potenza offers 1MHz (1 million cycles per second) and 2MHz (2 million cycles per second) options

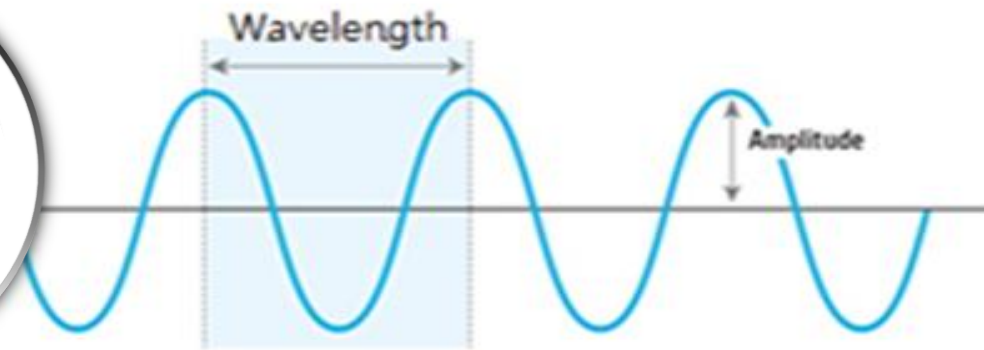
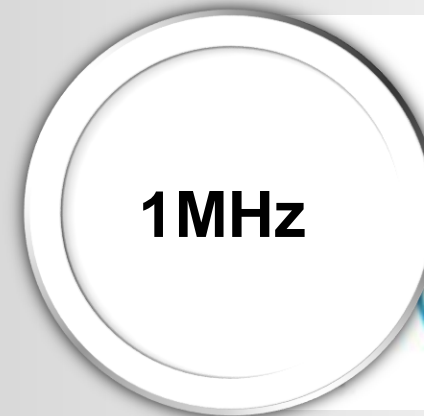
● RF energy produces a change in the electrical charges of the treated skin creating an electron movement. The resistance (impedance) of the tissue to that electron movement generates heat..

# Amount of heat is dependent on 3 factors

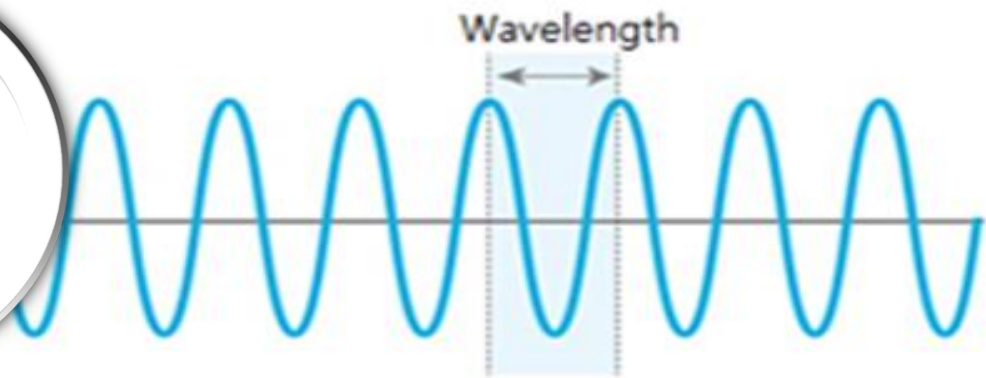


# Intensity | 1MHz or 2MHz

- One million cycles per second
- Deeper, wider treatment
- More comfortable
- Consider using 1MHz for darker skin
- More comfortable in thinner skin and at shallow depths



- Two million cycles per second
- Energy is absorbed more quickly
- More focused
- More aggressive treatment

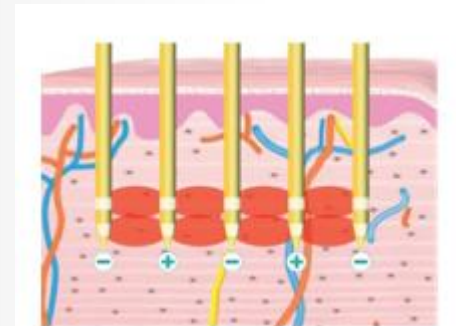
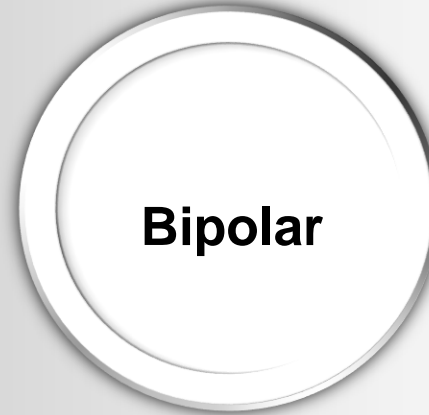
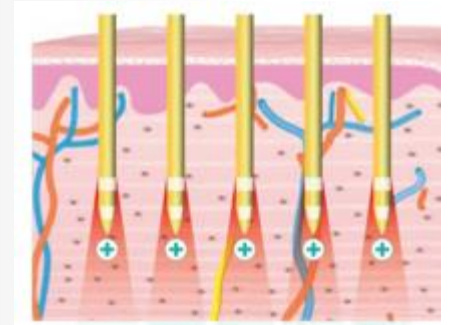


# Intensity | Monopolar or Bipolar

- Monopolar RF configuration consists of an active treatment electrode (needle) and a passive one which acts as the grounding electrode (Neutral Pad)
- Deep and wide treatment area
- Most comfortable
- RF is flowing away from DEJ and the surface of the skin
- Safest mode for darker skin types



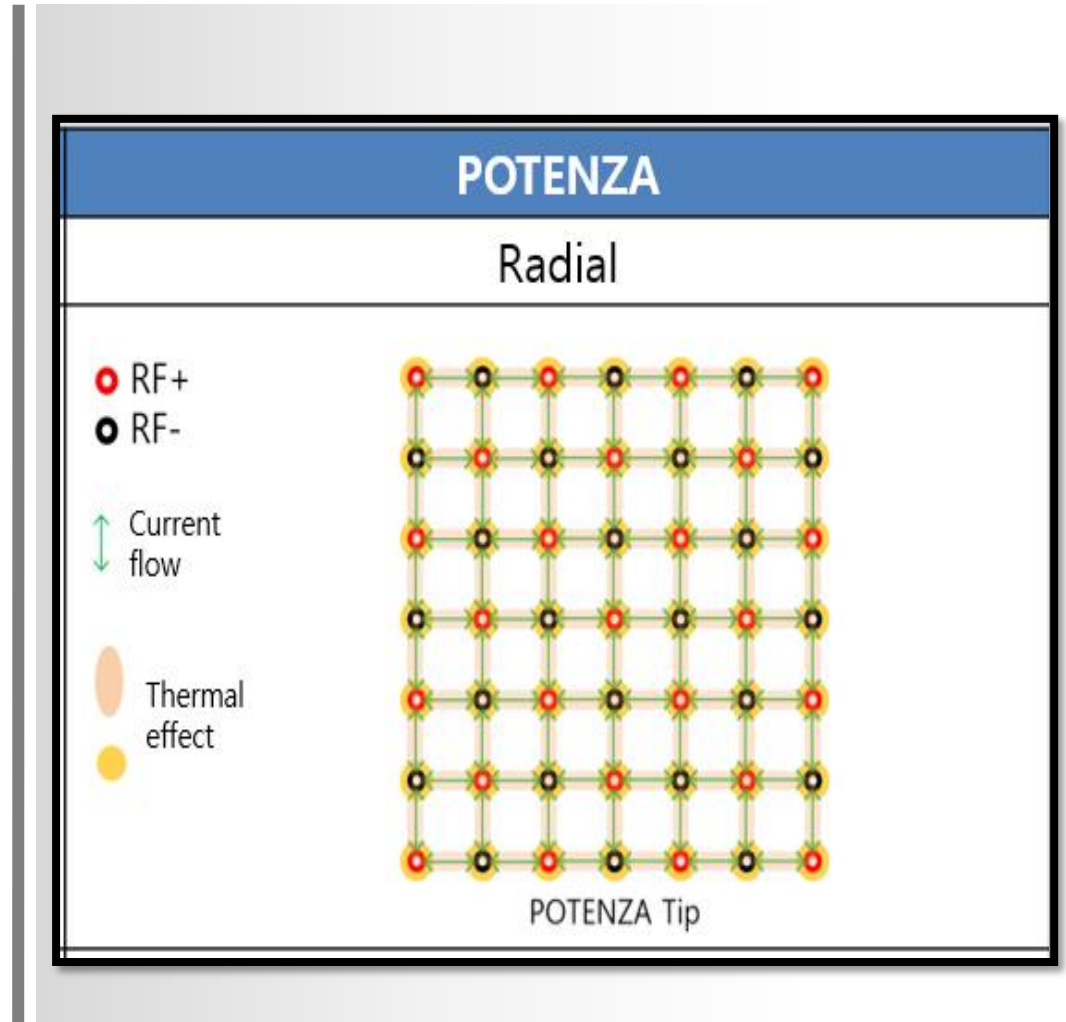
- The current passes between 2 identical electrodes (needle to needle)
- Neutral pad is not needed
- More focused delivery of RF
- More aggressive
- More comfortable at deeper depths





# Intensity | Bipolar Explained

- When in Bipolar mode, the RF energy flows between the + and - needles in the array
- Two generators supply RF which evenly delivers energy to the tissue



# Intensity | Needle Tip Selection

Needle tips are available in multiple options.

- Tiger Tip Technology (Semi-Insulated (S-tip))
- Insulated Tip (I-Tip)
  - Needle array options 1, 16, 21, 25 and 49
- Fusion Tip (Cushion Plus (CP-21) insulated needle array
- Single Needle Tip
  - Adjustable needle depth options



## Fusion Tip

21 insulated needle array  
Adjustable depth  
0.5-2.5 mm



## Tiger Tip

### *Semi-Insulated Needles*

16, 25 and 49 needle array  
Adjustable depth  
0.5mm- 2.95mm



## Insulated needles

16, 25 and 49 needle array  
Adjustable depth  
0.5mm- 2.95mm



## Single Insulated needles

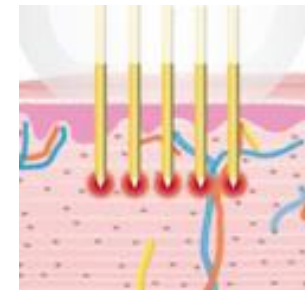
0.8mm, 1.2mm and  
1.5mm depth

# Insulated and Semi-Insulated Tips

- Provides targeted, precise RF energy to the selected depth
- RF is directed away from the DEJ
- Less risk of skin surface side effects
- Direct energy delivery to the dermis
- Safest option for darker skin types
- Preloaded with 1000 pulses



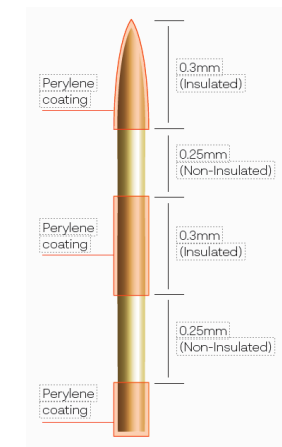
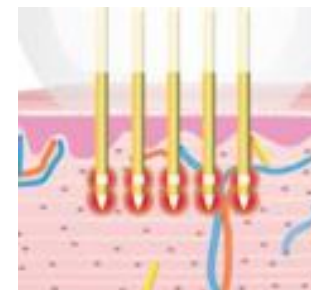
## Insulated Tips (I-Tip)



- Two areas of the electrode are uninsulated
- Allows for simultaneous treatments to the mid and deep dermis
- Two horizontal areas of coagulation in a single pass
- Used in areas **1.5mm** and deeper
- Preloaded with 1000 pulses

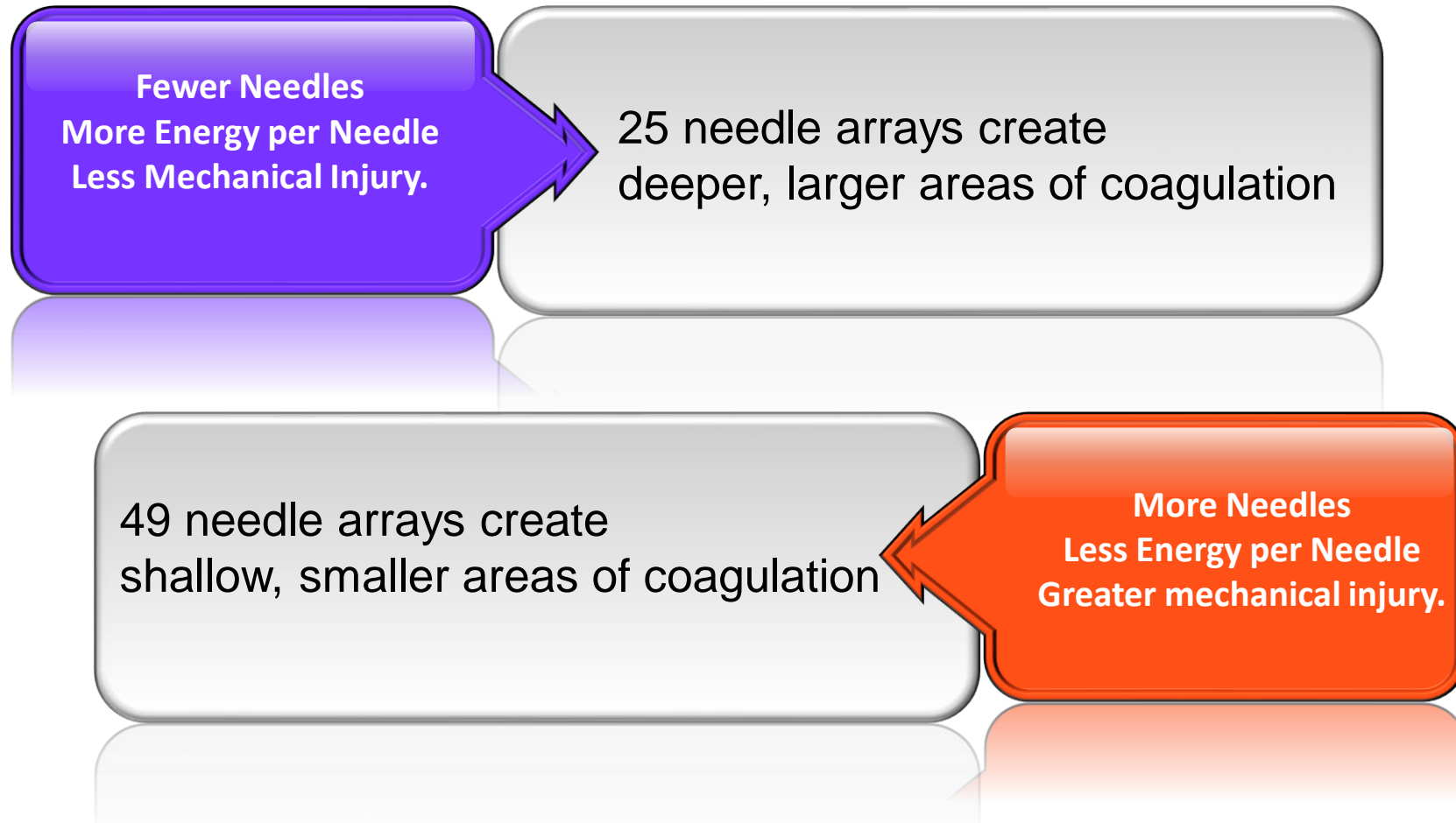


## Semi-Insulated Tips (S-Tip)



# Multiple Needle Arrays

I-Tips and S-Tips are available in 16, 25, and 49 needle array options



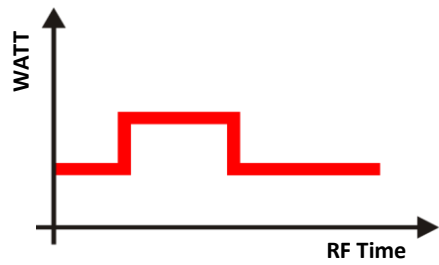
# Adjustable Needle Depth Options

<b>*Step 1 Chart</b>				
<b>Approximate Tissue Treatment Depths in mm</b>				
<b>Forehead</b>	<b>Crow's Feet</b>	<b>Below Eyes Festoons</b>	<b>Nose/Chin</b>	<b>Cheek Cheek Bone</b>
Thin 0.25-0.5 Med 0.5-0.75 Thick 1.25-2.0	Thin 0.75-1.0 Med 1.25-1.50 Thick 1.5-2.0	0.05-0.75	Thin 0.5-1.0 Med 1.0-1.5 Thick 1.5-2.5	Upper 0.75-2.0 Mid/lower 1.0-2.0 Cheekbone 1.0-1.75
<b>Upper Lip</b>	<b>Jawline</b>	<b>Neck</b>	<b>Abdomen</b>	<b>Skin Blemishes</b>
Thin 0.25-0.75 Med 0.75-1.50 Thick 1.75-2.75	Thin 0.75-1.0 Med 1.25--1.75 Thick 1.75-2.25	Lower 1.0-1.5 Medial 1.25-2.0 Lateral 1.25-2.50	1.5 – 4.0+	1.2-1.8

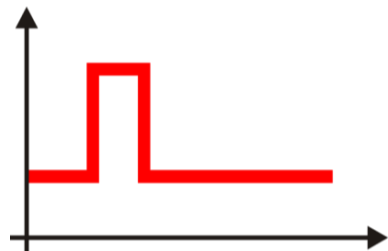
# Time | Length of time of exposure

Pulse Width(time in ms) X Watts (energy/power)=mJ/Pulse

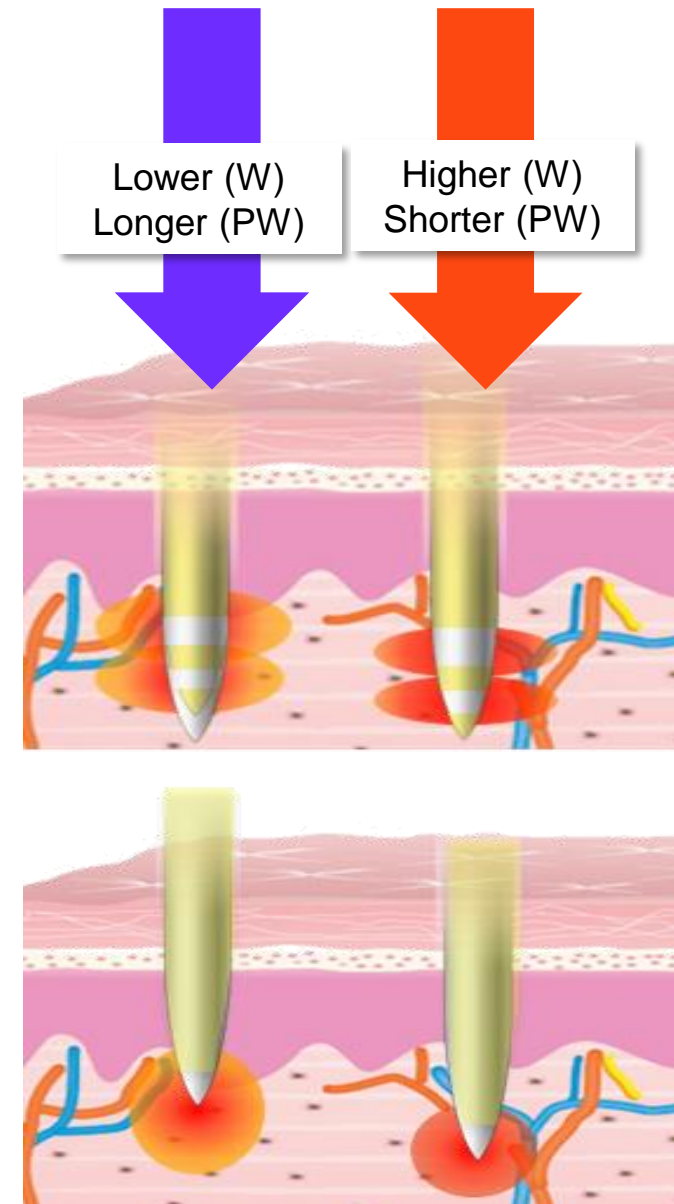
Goal is to stay under 1000mJ/Pulse



- Treating with lower (W) and a longer (PW) creates larger areas of energy diffusion at lower temperatures



- Treating with higher watts (W) and a shorter pulse width (PW) provides focused delivery of heat with focused areas of heat diffusion with higher temperatures



# Impedance | Resistance within the tissue

Maintain impedance of 600 ohms or less

Potenza provides real-time impedance monitoring (RIM) that helps achieve and maintain optimal therapeutic RF delivery.

Potenza makes instant adjustments for optimal energy delivery

**If the impedance reading is more than 600 ohms:**

- 1) Confirm that the tissue is properly hydrated
- 2) Assure that the tip is flush (perpendicular) on the skin
- 3) Increase or decrease the pressure of the tip on the tissue
- 4) Keep the tissue taut and increase the impact of the needles
- 5) Increase the depth of the needle by 0.25 mm
- 6) Switch from monopolar to bipolar mode
- 7) Choose a tip with a fewer array of needles (49 to 25)

# Easy Intuitive Home Screen



The quick start option allows you to individualize each treatment

The preset option allows you to save up to 20 presets with customized treatment parameters



# Customizing Settings

Choose 1 or 2 MHz

Choose Bi or Mono

Shows PW in ms

Number of TX pulses

Impedance –Must remain at or below 600

Set Hz–can change by tenths

Set Needle Depth (mm) by area

Set Impact by area

Change number of pulses/pulse width

Indicates active HP

Reminder

Increase or decrease wattage

Energy in mJ/pulse

Slide to engage energy

The screenshot shows the POTENZA device settings interface. At the top, there is a green header with a back arrow, the brand name 'POTENZA', and icons for a plus sign, a document, and a QR code. Below the header, the interface is divided into several sections. On the left, there are two columns of settings: '1MHz' and '2MHz' (with '2MHz' selected), 'BI' and 'MONO' (with 'BI' selected), 'Time' set to '1 x 100 ms', 'Pulses' set to '0000 0000', 'Impedance' set to '546', 'Auto ON' (checked), 'Hz' set to '2.0', 'Needle Depth' set to '3.75', and an 'IMPACT' slider set to '7' between 'SMOOTH' and 'IMPACT'. In the center, there is a large display area with a '1' in a box, a '100' in a speech bubble, a pulse waveform, and a 'Time (ms)' control with minus and plus buttons. On the right, there is an 'HP' section with three icons, a 'TIP ATTACH TIP' reminder, a 'POWER (W)' slider set to '8', 'mJ / Pulse' set to '800', and a 'STANDBY' / 'TREAT' toggle switch. At the bottom, there is a large 'STANDBY' button. Red arrows point from text labels to various elements in the interface.

$$\text{Pulse Width (time in ms)} \times \text{Watts (energy/power)} = \text{mJ/Pulse}$$

Goal is to stay under 1000mJ/Pulse

# Attaching the Tip to the Handpiece

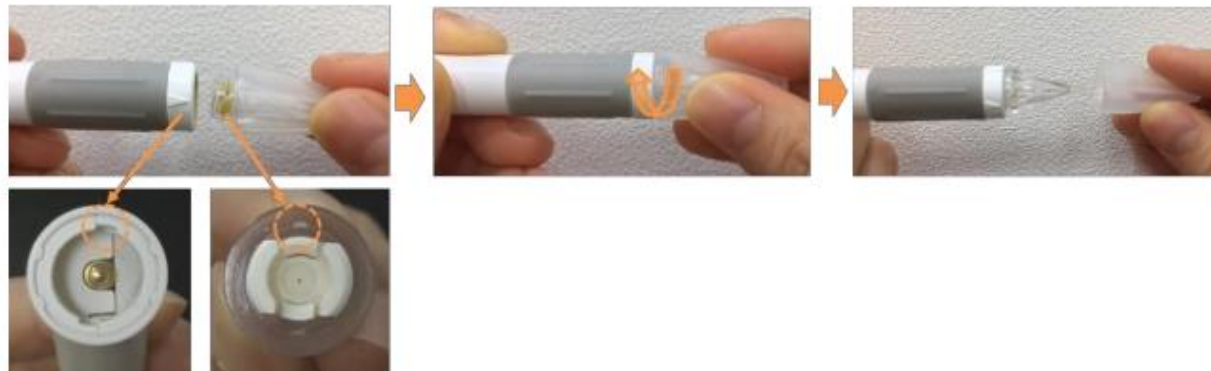
## Motorized Handpiece:

- ① Insert the tip into handpiece 20 degrees counterclockwise from the center.
- ② Turn the tip clockwise until it clicks to fasten.



## AC Handpiece:

- ① Turn the tip to the left with protection cap when removing the tip.



- ② Remove it from handpiece.

# Auto Mode – Set in Hz

Set Hz to allow needles to pulse at a timed speed while leaving foot on the foot pedal. Adjustable from .1-2Hz; can be changed by tenths

- 2 Hz = 1 pulse per 2 seconds
- 1 Hz = 2 pulse per 1 second



# Impact Adjustment

Handpiece speed selection from slow (SMOOTH) to quick (IMPACT); seven settings are available

- Impact 3-4 drives needles in gently and slower. More comfortable for thinner areas of tissue such as around the eyes or forehead.
- Impact 6-7 drives needles in quicker and with more force. More comfortable for thicker areas of tissue such as the lower face, neck, and abdomen.



# Treatment Techniques

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# Test Spots

Test spots are recommended prior to treatment to determine patient suitability and tolerability.

- ✓ For Fitzpatrick I – III, wait 15 minutes to observe clinical end point
- ✓ For Fitzpatrick IV – VI, wait 48-72 hours to observe clinical end point
- ✓ The expected outcome of test spots is mild to moderate edema and erythema with minimal pinpoint bleeding
- ✓ Follow the settings in the CRG for recommended test spot parameters



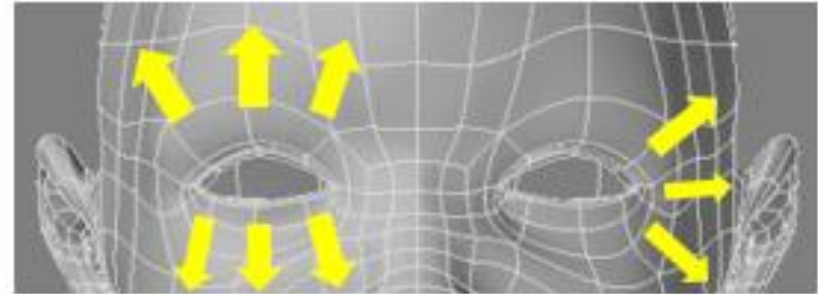
# Directional Treatment Guidelines

## 1. Forehead



Pull tissue upward on the forehead

## 2. Around the Eyes



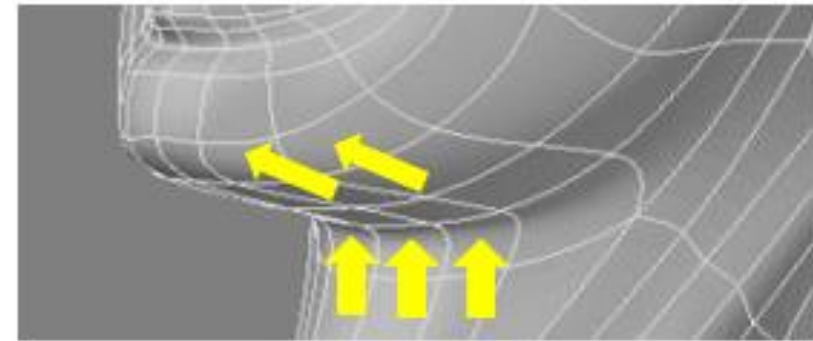
Pull skin outward from eyes

## 3. Cheek and Jawline



Do not treat over vocal cords, large blood vessels, the trachea, or thyroid. Pull tissue off the structure and then perform treatment

## 4. Neck



# Treatment Recommendations

- Begin treatment laterally
- Follow protocols per needle tip
- Alternate directions per pass
- Achieve all passes per zone before moving to next area
- Start with deepest pass first. Adjust by .25mm to achieve tissue coagulation at varying depths
- Apply pulses uniformly without gaps
- Vary needle tips, depth and parameters based upon the patient's skin characteristics and treatment location
- Follow Pre- and Post-treatment recommendations found in the CRG





# Differences Between Potenza's 4 Treatment Modes

## 1 MHz Frequency

- Deeper and wider treatment area
- More Comfortable

## 2 MHz Frequency

- Focused targeting
- More aggressive treatment

## Monopolar Configuration

- Deep and wide treatment area
- Used to treat superficial to deep dermis
- Suitable for revitalization and skin tightening through soft-tissue coagulation
- Less painful; shorter downtime

## Bipolar Configuration

- Accurate targeting
- Used to treat mid dermis to deep dermis
- Suitable for skin tightening through soft-tissue coagulation
- More aggressive; longer downtime

# Selecting a Tip for Treatment

**Patient Assessment may result in the choosing of 1 or more tips to conduct treatment.**

## Insulated Tips

- Perfect for precise, lateral energy delivery
- Ideal for treating thinner tissue

## Tiger Tip

### Semi-Insulated Tips







- Simultaneous treatment of epidermis and dermis
- Ideal for treating denser tissue

## Fusion Tip

### Cushion Plus Tip

- Enhances the penetration of topicals
- Designed to be used at a higher setting

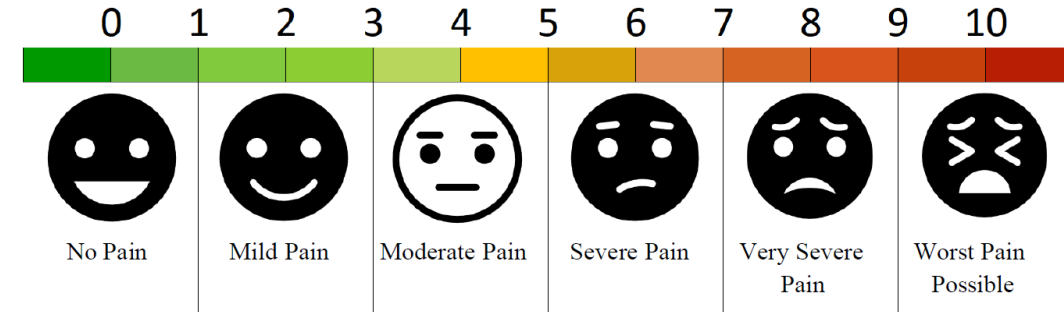
# 5 Steps For Treatment

Step 1 Indication (For depth of needles, refer to Step 1 Chart)	Step 2 Suggested Tip		Step 3 Frequency (MHz)	Step 4 Monopolar / Bipolar	Step 5 # of Passes
Revitalization	I-25 I-49	 	<input checked="" type="checkbox"/> 1 MHz <input checked="" type="checkbox"/> 2 MHz	<input checked="" type="checkbox"/> Bipolar <input checked="" type="checkbox"/> Monopolar	1-2
Deep Tissue Tightening through Soft-Tissue Coagulation	S-25 S-49	 	<input checked="" type="checkbox"/> 1 MHz <input checked="" type="checkbox"/> 2 MHz	<input checked="" type="checkbox"/> Bipolar <input checked="" type="checkbox"/> Monopolar	1-2
Skin Blemishes	AI-15		<input checked="" type="checkbox"/> 1 MHz <input type="checkbox"/> 2 MHz	<input type="checkbox"/> Bipolar <input checked="" type="checkbox"/> Monopolar	1 -6 Pulses of Energy per Blemish
Enhanced Tissue Engagement	CP-21		<input checked="" type="checkbox"/> 1 MHz	<input checked="" type="checkbox"/> Monopolar	1-3

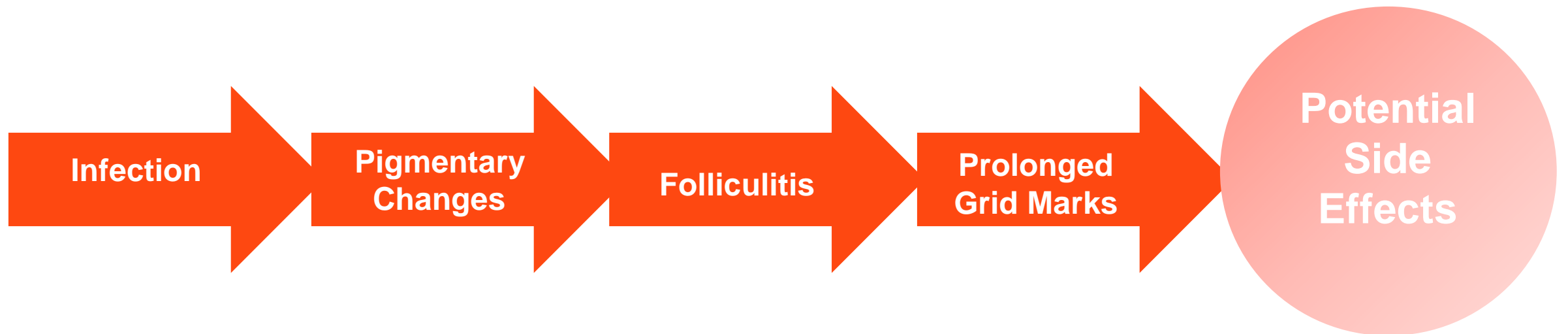
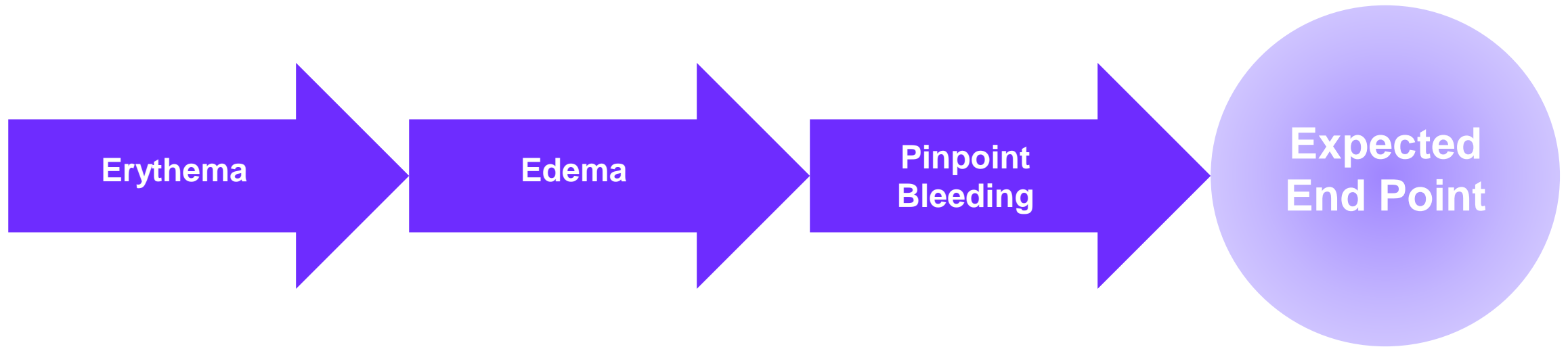
# Patient Comfort

Consider making the following adjustments to ensure Potenza treatments are well tolerated:

- Impact set according to tissue depth
- Pressure applied to handpiece; gentle, not too firm
- Needle depth
- Bipolar to monopolar
- 2 MHz to 1 MHz
- Use of a Zimmer chiller, topical analgesic and/or Nitronox



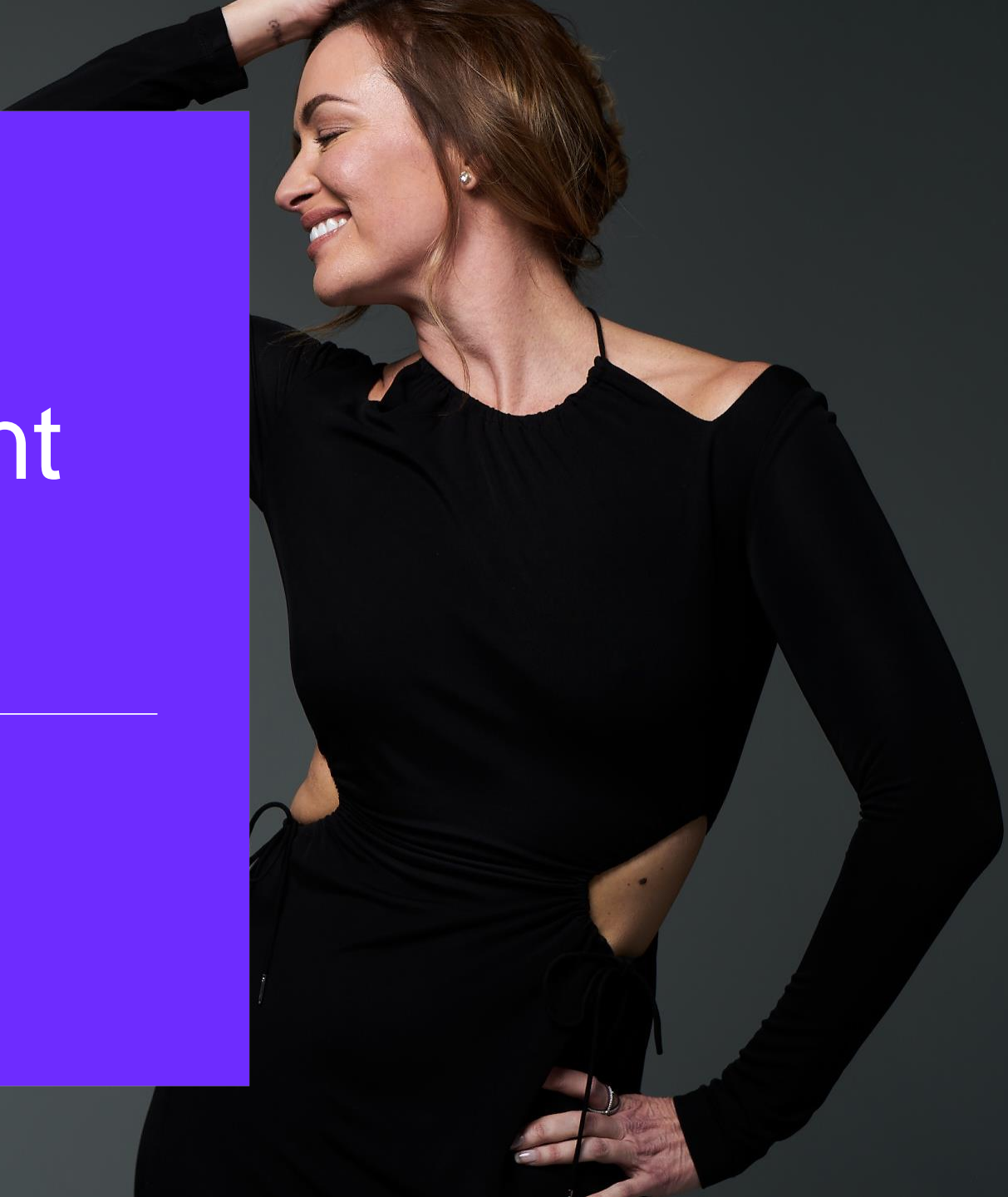
# Clinical End Point



# Clinical Patient Analysis

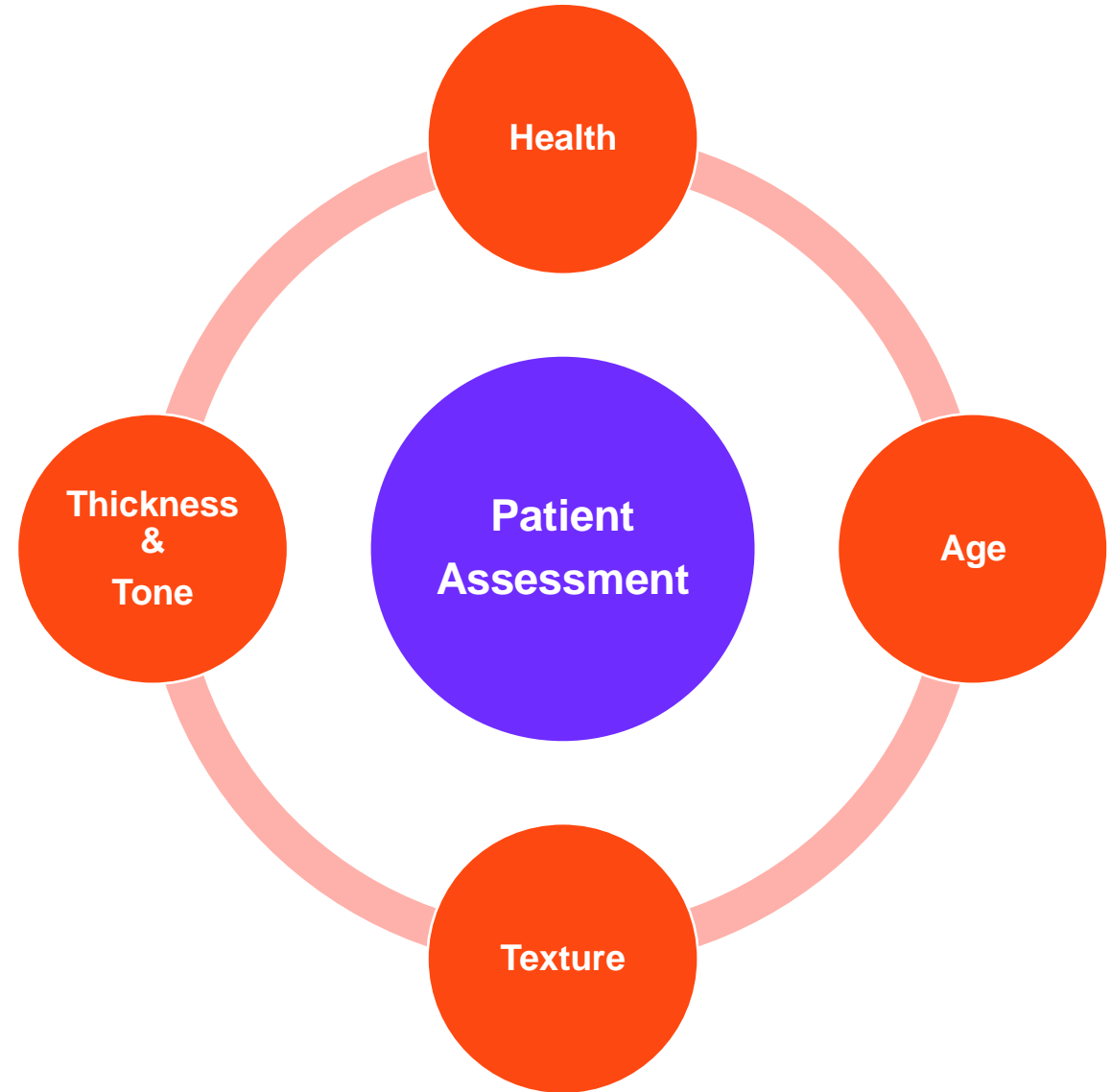
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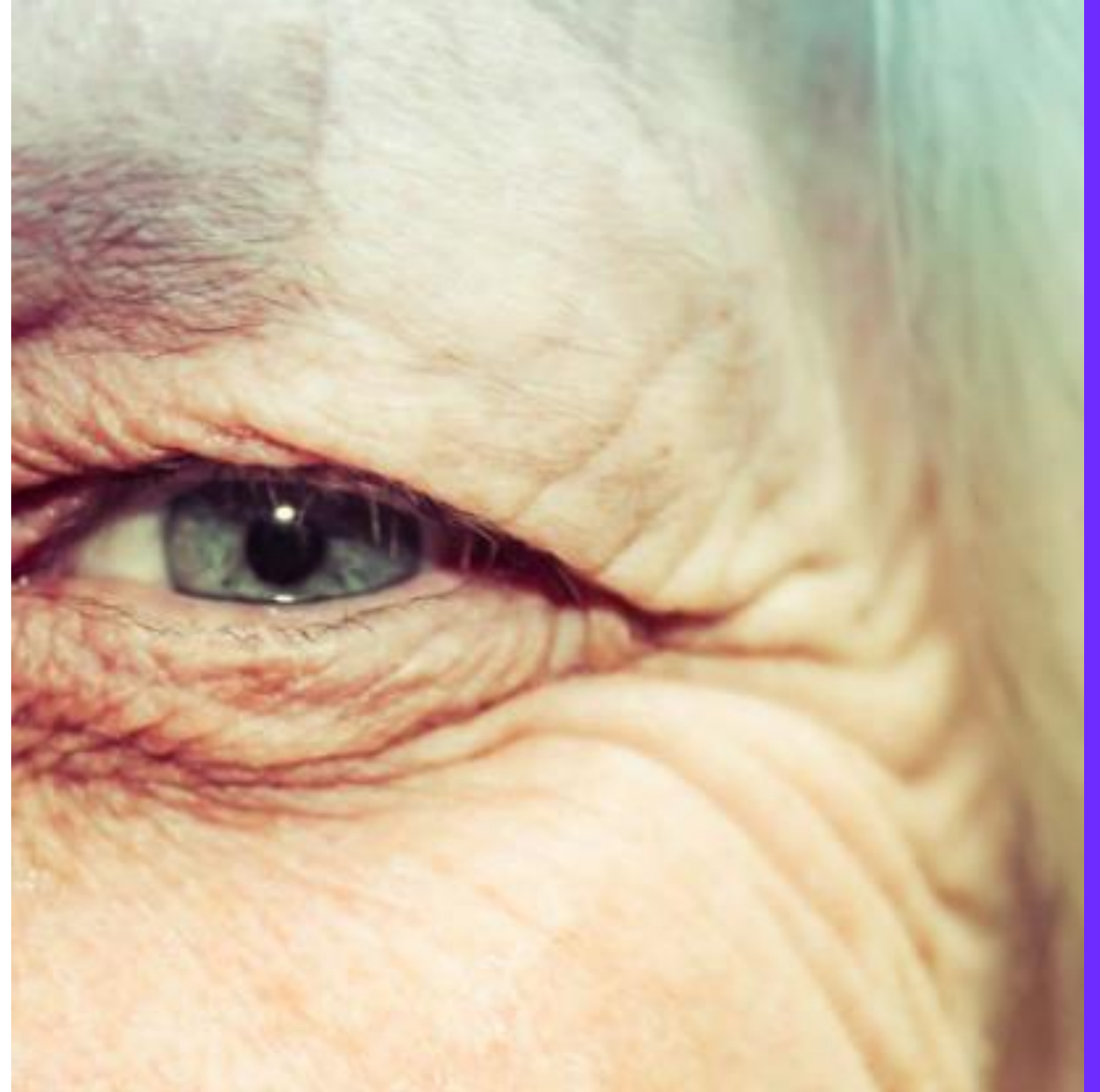
# Clinical Patient Analysis

A thorough patient assessment is recommended prior to treatment. Proper assessment will help to determine the appropriate tip used to conduct the treatment.



# Suggested Parameters

- + Monopolar
- + 1 MHz
- + I-25
- + Tissue Depth ~1.27 to 2.95mm
- + ~ 800-1000 mJ/pulse
  
- + WHY?
- + Thin, sensitive tissue around the peri-orbital region. The I-tip would be better suited for treating thinner areas of tissue.





# Suggested Parameters

- + Bipolar
- + 2 MHz
- + I-25 or S-25
- + Tissue Depth ~ 1.03 – 2.75
- + ~ 800 – 1000 mJ/pulse
  
- + WHY?
- + The I or S tip may be selected to address deep etched wrinkles and lines. The 49 array may also be used. Bipolar configuration at 2 MHz would provide a more aggressive, corrective treatment resulting in skin tightening through soft-tissue coagulation.



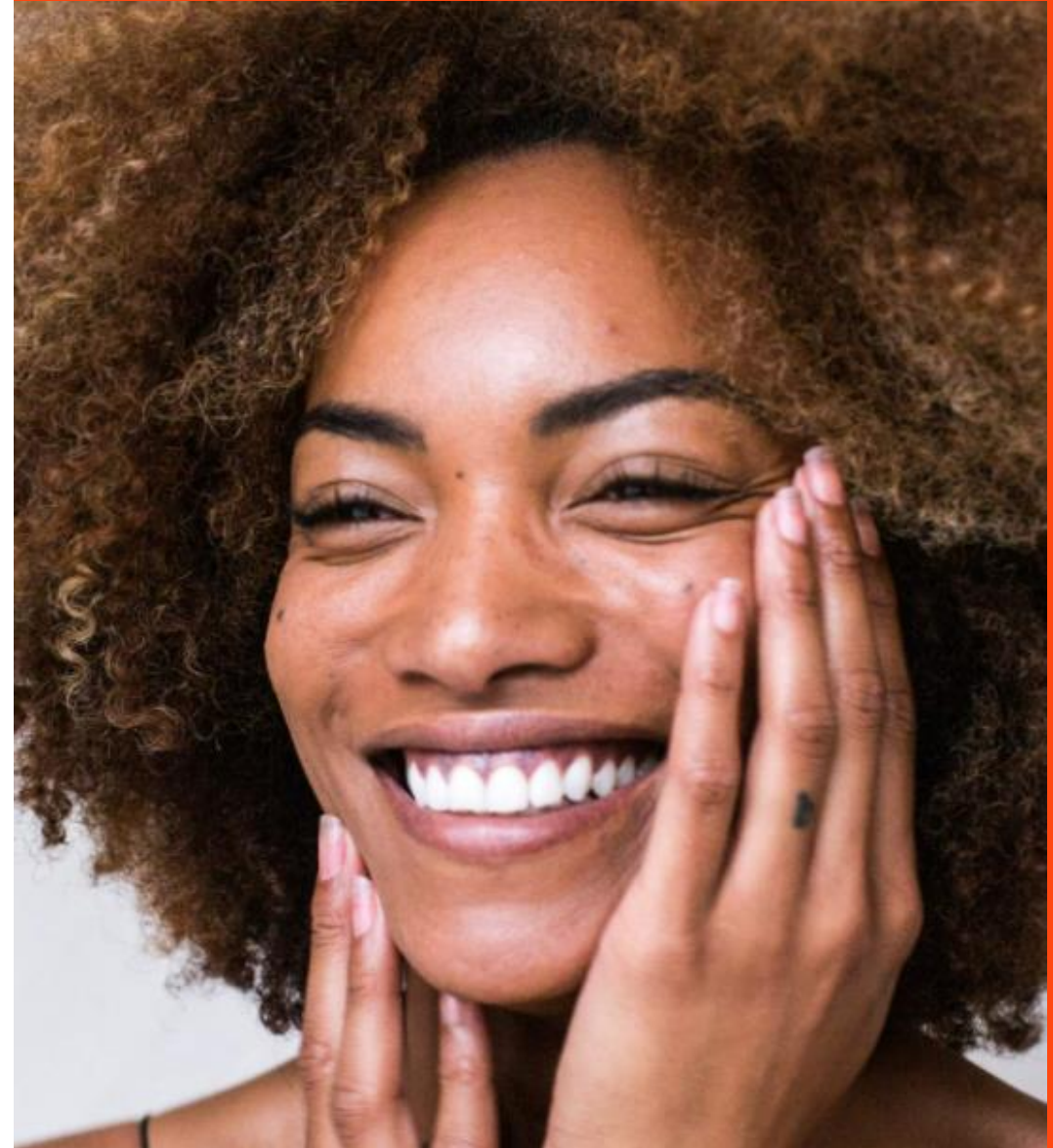
# Suggested Parameters

- + Monopolar
- + 1 MHz
- + I-25
- + Tissue Depth ~1.03 to 2.75mm
- + ~ 800-1000 mJ/pulse
  
- + WHY?
- + This is a younger patient who would benefit from a revitalization treatment. The I-tip would be more appropriate to treat the face where tissue depth can be thinner in certain areas.



# Suggested Parameters

- + Monopolar
- + 1 MHz
- + I-16 & I-25
- + Less aggressive parameters
- + Test Spot and wait 48-72 hours
  
- + WHY?
- + The I-tip is recommended for treating skin of color due to its propensity for post inflammatory hyperpigmentation. The I-tip allows for treatment to be delivered below the DEJ. Test spots should be performed prior to treatment to observe tissue reaction.



# Suggested Parameters

- + Monopolar or Bipolar
- + 1 MHz
- + S-25
- + Tissue Depth ~ 1.28 – 2.74
- + ~ 800 – 1000 mJ/pulse
  
- + WHY?
- + The S-tip with the Monopolar configuration would provide a deeper treatment for skin tightening through-soft tissue coagulation. Since the neck tissue can be more sensitive, 1 MHz may prove more comfortable for the patient when using the S-tip.



# Suggested Parameters

- + Monopolar
- + 1 MHz
- + AI-15
- + Needle Depth 1.5mm fixed
- + 5 – 9 Watts
- + 1 – 6 pulses
  
- + WHY?
- + The AI-15 is intended for the treatment of blemishes. This tip will only operate in monopolar configuration at 1 MHz.



# Suggested Parameters

- + Bipolar
- + 2 MHz
- + S-49
- + Tissue Depth ~2.24 – 2.95
- + ~ 800-1000 mJ/pulse
  
- + WHY?
- + An aggressive treatment with the S-49 can result in tissue tightening as a result of soft-tissue coagulation. This would be ideal to address sagging tissue and textural changes on the abdomen.



# Suggested Parameters

- + Monopolar
- + 1 MHz
- + Cushion Plus CP-21
- + Needle Depth 0.5 – 2.5 mm
- + ~ 2530 mJ/pulse
- + Full Facial Treatment
  
- + WHY?
- + The Cushion Plus CP-21 enhances topical penetration by emitting a puff of air towards the skin with each pulse. This tip can be used to treat the patient's entire face and neck.



# B&As

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February 3, 2023

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Before and after 2 treatments  
*Courtesy of S. Doherty, MD*

921-7043-012



Potenza™

Before and after 1 treatment  
*Courtesy of S. Doherty, MD*

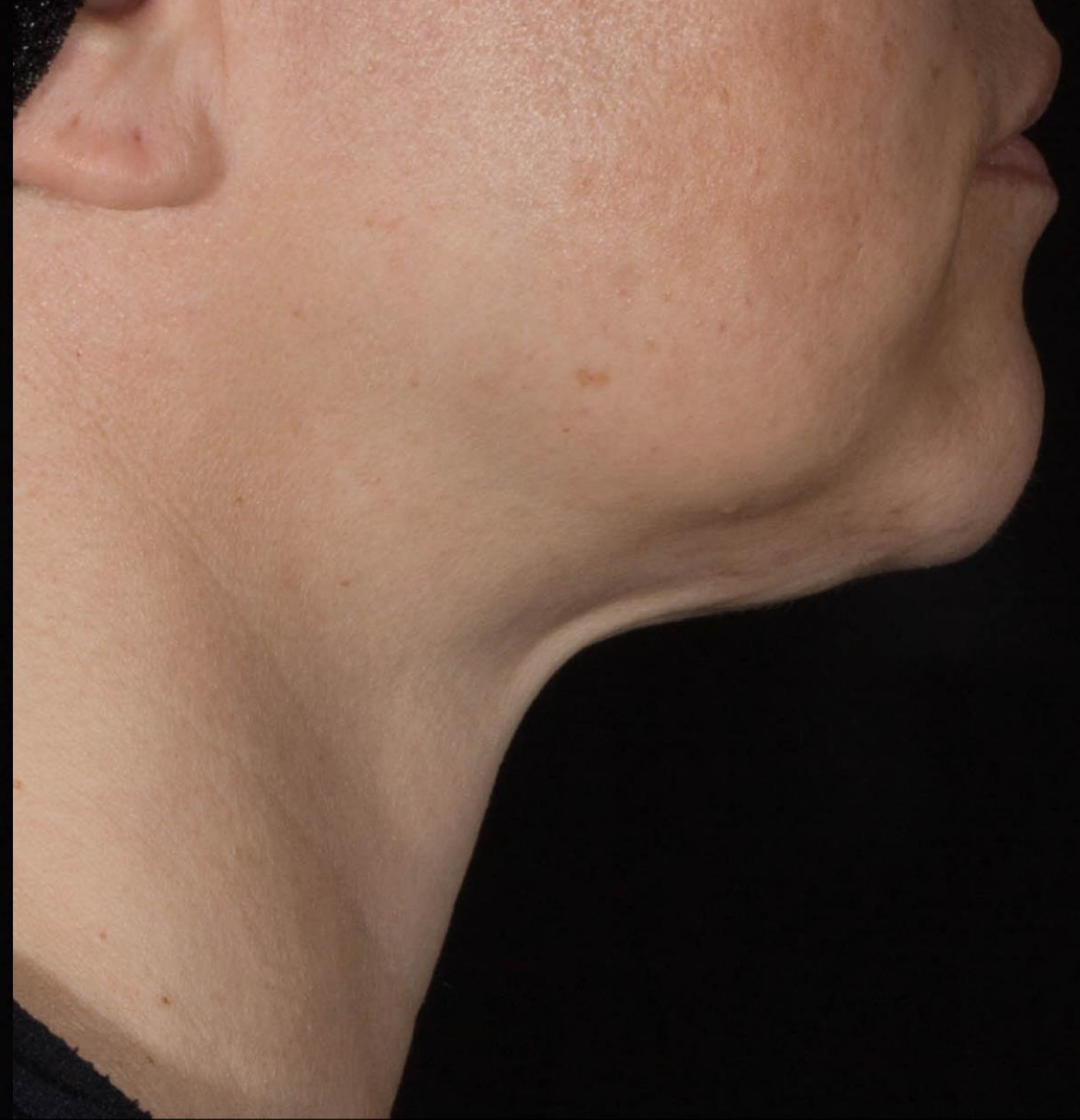
921-7043-013



Potenza™

Before and after 1 treatment  
*Courtesy of S. Doherty, MD*

921-7043-028



Potenza™

Before and after 1 treatment  
*Courtesy of S. Doherty, MD*

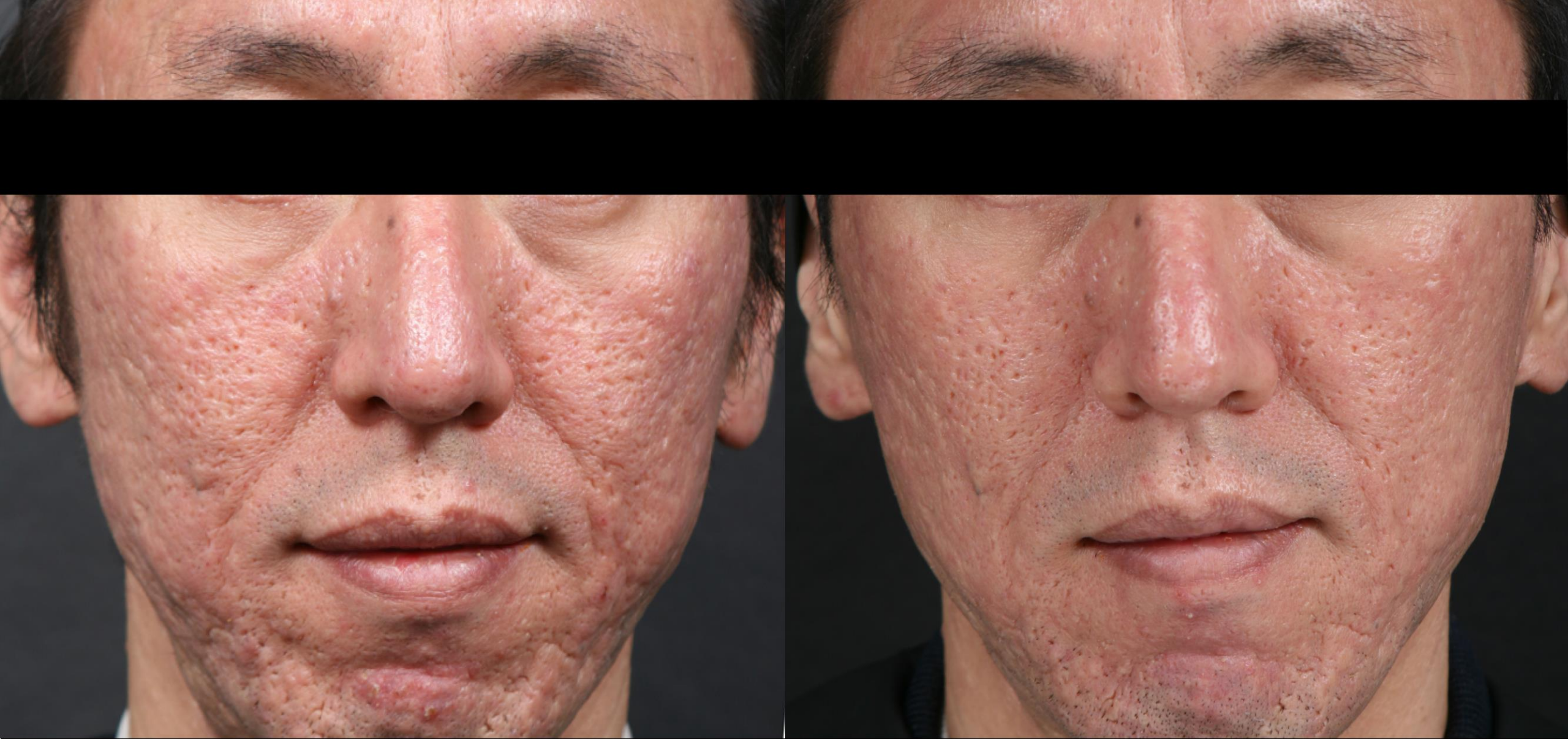
921-7043-031



Potenza™

Before and after 3 treatments  
*Courtesy of R. Weiss, MD*

921-7043-032



Potenza™

Before and after 3 treatments  
*Courtesy of T. Takahashi, MD*

921-7043-033

These before and after photographs are of a patient treated with the INTRAcel device, not the Potenza device advertised herein. The INTRAcel device has substantially similar specifications as the Potenza device and so while individual results vary, similar results are expected.



Potenza™

Before and 2 weeks after 1 treatment  
*Courtesy of Murphy Plastic Surgery & Medical Spa*

921-7043-056



Potenza™

Before and after 3 treatments

*Courtesy of J.H.Yoon, MD., Korea. Yonseifams clinic*

921-7043-004





Potenza™

Before and 7 days after 1 treatment  
*Courtesy of Elizabeth Huang, RN*

921-7043-054



**POTENZA™**  
by CYNOSURE®

Before and 6 weeks after 2 treatments  
Courtesy of Renee Desrosiers, PA-C, Ageless Body Sculpting

921-0000-000



# Questions?

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# Customer Care & Support

Main: (800) 886-CYNO

## Clinical Support

- M-F 8:30am – 8:30pm EST
- 800-886-2966; Option 3
- [Clinical@cynosure.com](mailto:Clinical@cynosure.com)

- ✓ Treatment Inquiries
- ✓ Protocols
- ✓ Patient Response

## Technical Support

- M-F 8:30am – 8:30pm EST
- 24/7 After Hours Support
- 888-523-2233
- [CallQ@cynosure.com](mailto:CallQ@cynosure.com)

- ✓ System Error Codes
- ✓ System Troubleshooting
- ✓ Service Requests

## Customer Support

- M-F 8:30am – 5:30pm EST
- 800-886-2966; Option 4
- [ServiceAdmin2@cynosure.com](mailto:ServiceAdmin2@cynosure.com)

- ✓ Consumable & Parts Orders
- ✓ Additional Training
- ✓ General Info

## AMPS

- M-F 8:30 – 5:30 EST
- 800-886-2966; Option 6
- [AmpsSupport@cynosure.com](mailto:AmpsSupport@cynosure.com)
- [www.Customer.Cynosure.com](http://www.Customer.Cynosure.com)

- ✓ Consumer Marketing
- ✓ Clinical & System Manuals
- ✓ Training Materials

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# Thank You!

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The Potenza radiofrequency microneedling device is intended for use in dermatologic and electronic surgical procedures for electrocoagulation. Health Canada indicated for the treatment of acne vulgaris. Potential side effects include temporary redness, temporary tingling, and burning sensation while receiving treatment. Like all medical procedures, not all patients are suitable for the treatment. A qualified practitioner is solely responsible for evaluating each subject's suitability to undergo treatment and for informing those being treated about any risks involved with the treatment, pre-and postoperative care, and any other relevant information. Individual results may vary and are not guaranteed.



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ENERGY

