



EDCO FORUM[®]

PRESENTING INNOVATIVE PRODUCTS AND SERVICES TO HEALTHCARE PROFESSIONALS

VOLUME 23 NUMBER 10

MARCH 2018

REPRINT

MLS[®] LASER THERAPY BOOSTS ORTHOPEDIC PRACTICES WITH SAFE, DRUG-FREE, PAIN-FREE OPTION

MLS[®] Laser Therapy is an FDA-cleared Class IV therapy laser used to alleviate pain, reduce inflammation, promote healing and restore mobility. This breakthrough technology offers a new revenue stream and a clinically validated, non-invasive, drug-free way to help patients suffering with refractory chronic pain and injury.

MLS Laser Therapy uses a state-of-the-art robotic delivery system to safely and effectively treat a wide range of conditions, including arthritis, back pain, neck pain, shoulder pain, sprains and strains. Physicians report the device yields patient satisfaction and excellent return on investment with predictable, repeatable and long-lasting effects.

“I discovered I could treat some of our most difficult patients without the need for invasive procedures; that’s when I decided to add it to my practice,” said Marc Pietropaoli, M.D., Founder and President of Victory Sports Medicine & Orthopedics in Skaneateles, New York. “It’s a pain-free treatment with no drugs, no known side effects and very reasonably priced.”

Patients at Dr. Pietropaoli’s integrated health, sports, physical therapy and nutrition practice have reacted very positively to MLS Laser Therapy as a self-pay treatment. About 75% of patients for whom the treatment is recommended accept it as part of their care plan.

“They certainly like the idea of no surgery and no needles, but when discussing self-pay options such as PRP and stem cell therapy, which can easily run into the thousands of dollars, they tend to realize it is a very well-priced modality,” noted Dr. Pietropaoli.

“As a full-service practice, we offer physical therapy, surgery, cortisone, hyaluronic acid, PRP and stem cell injections,” explained Dr. Pietropaoli. “But those don’t always work, and MLS Laser



Therapy adds another layer of non-operative, non-invasive and non-risky treatment options. Patients have been very happy since I began offering this new treatment option several months ago, and we have seen very good results overall.”

With an emphasis on sports medicine, Dr. Pietropaoli’s team treats acute injuries, ankle sprains, rotator cuff and other injuries in high school, collegiate and professional athletes. When a local high school football player came to the clinic with a grade 2 ankle sprain just six days before the state championship game, the Victory Sports

Medicine team and MLS Laser Therapy were able to help.

“He improved rapidly, played in the state championship and scored two touchdowns,” said Dr. Pietropaoli.

A woman with four prior knee surgeries (performed by another surgeon) came to Victory Sports Medicine requesting a fifth surgery.

“I didn’t think another surgery would be the best solution for her, so we used the MLS laser to address the patient’s pain,” said Dr. Pietropaoli. “She came back 90 days after her ten MLS treatments for a one-time maintenance treatment and was very happy with the outcome – without any surgery. In fact, after her treatments, she went hiking in the Adirondack Mountains with her family and experienced no issues.”

For Ronald Gardner, M.D., of Gardner Orthopedics in Fort Meyers, Florida, the greatest utility for MLS Laser Therapy has been with patients who don’t want to be treated with injections or surgery, or who haven’t had success with any other treatments. Examples of tough-to-treat conditions that Dr. Gardner can now tackle with MLS Laser Therapy include sacroiliitis and trochanteric bursitis.

“People just don’t want injections in their hips,” explained Dr. Gardner. “Plantar fasciitis, tennis elbow – all those things that hurt so bad to have injected – can now be treated painlessly with the MLS laser.”

When it comes to pain, Dr. Gardner has patients who simply don’t want to take prescription pain medication.

“Let’s face it – they’re not really safe,” remarked Dr. Gardner. “And that’s to say nothing about the opioid epidemic. While we’ve been fortunate about not getting people hooked on pain medications, we know it happens, and sometimes it happens faster and at a much lower dose than we think.”

For Dr. Gardner and his practice, MLS is a great alternative to pain medications.

“Non-medicinal, effectively zero risk, and it’s a painless way to treat them. And when the pain goes away, it stays gone, so there’s nothing else to do for them,” said Dr. Gardner.

Not only is MLS Laser Therapy a cash-pay revenue stream for Gardner Orthopedics, with no pre-authorization, billing or collections, it also leads to higher patient satisfaction.

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At Lederman Kwartowitz Center for Orthopedics & Sports Medicine in West Bloomfield, Michigan, MLS Laser Therapy has changed the way Ronald Lederman, M.D., is practicing orthopedics. It’s the first time in 17 years that his practice has offered a treatment not covered by insurance.

“It really required a whole paradigm shift in this practice,” said Dr. Lederman. “As more patients sign up for it, we are getting more positive responses from them. I don’t know of any investment that pays for itself in a couple of months, but this is one of them. 90% of our patients are achieving almost 90% relief from their symptoms – which is unheard of.”

Unlike other laser technologies, next-generation MLS Laser Therapy delivers controlled, accurate and therapeutic dose delivery for consistent and repeatable results. MLS technology delivers wavelengths at 808nm and 905nm at

a tissue penetration depth of 3-4 cm to produce greater anti-inflammatory and analgesic effects than either wavelength can produce on its own, while minimizing the risk of thermal damage.

“This dual action, low energy light laser actually increases the mitochondrial activity of the cell, which creates a super-cell that promotes healing,” commented Dr. Lederman. “Not only are we offering this laser to patients to eliminate painful conditions, but we’re also offering it to patients who have had surgeries, and we’re finding that they’re healing faster. We’re seeing a 50% reduction in recovery time.”

Developed to produce an efficient, simultaneous effect on pain, inflammation and edema, the MLS laser overcomes the limits of traditional low-power lasers and the concerns of older, high-power therapy. Results are better and faster than with the scanning modality of traditional laser therapy products, and the unique multi-target capability of the robotic M6 device enables treatment of a wide area for immediate response.

Built on a 30-year foundation of scientific research, the patented MLS pulse-pattern laser has been proven safe and effective. These demonstrated results along with an extensive collection of clinical research are readily available through the Cutting Edge Laser Technology website and numerous third-party sources. ♦

With the addition of MLS Laser Therapy, orthopedic practices can now offer treatment for a wide range of pain-related conditions, with proven demand and low operating costs. Revenue models show that the unit can pay for itself after treating just two to three patients each month. To learn more about MLS Laser Therapy and the opportunity it offers to differentiate your practice, help even your most difficult patients and improve cash flow, visit www.celasers.com/medco or call 800-889-4184 ext 108.