

ZFT Secures GSA Contract (36F9723D0008) for The Remy Class IV Laser

"I am extremely excited to now have the ability to bring Class IV Laser Therapy to physicians and patients in Veterans Affairs facilities," commented Dr. David Zuckerman, CEO of Zuckerman Future Technologies.



"Given the wide range of conditions the Remy is able to treat along with its ease of mobility from room to room or office to office, it is an ideal piece of capital equipment for a VA."

The Remy Class IV Laser System is 510-K and FDA-cleared to treat conditions which cause pain and inflammation, as well

as onychomycosis. The Remy Laser also allows you to remove warts without a need for a local anesthetic. Combining power (30w), portability (4lbs), multi-function capabilities and affordability (\$16K), The Remy checks all the boxes for a podiatrist looking to implement high-end laser therapy for his/her patients.

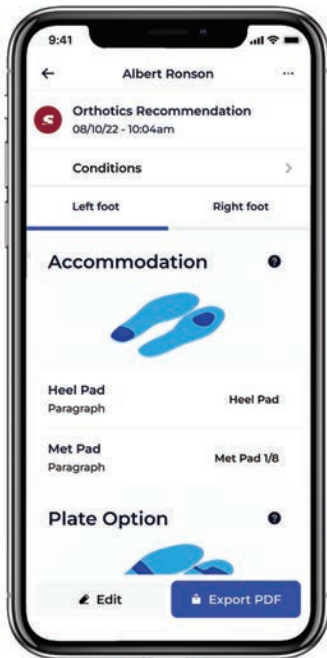
For more information, visit zuckermanft.com.

Modern Practice Transformation with Foot Orthotics

It's clinically proven that podiatrist-prescribed foot orthotics decrease foot pain and improve function. *What if they could be provided with more efficiency, accuracy, and patient buy-in?*

SOLO was the first laboratory to offer affordable foot scanning technology to the podiatry community and now is proud to offer an adjunct to their custom orthotics solutions with Digitsole® Pro, which captures objective data of the patient's biomechanical movements while the patient is IN MOTION.

Using patented AI-



Launching Wound Solutions

The CORE Group, a division of Vanguard Pharma, is pleased to announce the launch of Wound Solutions, a turn-key program designed specially to assist podiatrists with resolving wounds and securing reimbursement.

This is not a product per se, it is a complete program that considers "if it has to do with a wound, we've included it!" Everything from wound evaluation, development of comprehen-



sive treatment plans, skin sub selection, DME selection, insurance verification, product orders, and optional billing is included in the program.

The program features the advanced app WoundScape, which allows for automated wound measurements (no more rulers!). Leveraging artificial intelligence advances, DPMs can save up to 30 minutes or more when performing both the initial and on-going wound assessments.

The documentation provided in this program is very detailed and progress notes are easily updated until wound closure.

The program is specifically designed to include and exceed the requirements from CMS that allow for reimbursement.

Revenue sources in this program come from both the skin subs and wound DME.

This is a CASH FLOW POSITIVE program—reimbursements are received prior to the invoices becoming due.

It is a PROVEN program and references are available.

For more info, please call or text Kevin Danylchuk at (201) 783-9812 or book a 15-minute meeting on my Calendly schedule.

powered algorithms and sensors, this innovative technology allows practitioners to assess movement objectively, not subjectively or while using the older, static method. It is an affordable tool for walking and running

Continued on page 122

Revitalign® Unveils New Men's Footwear Line

Revitalign® by Waco Shoe Company launched a new men's footwear line using the same orthotic technology as its women's products. The company, headquartered in Waco, Texas, announced the inaugural products of the men's line--the Brewster™, Dundee™ and Siesta™ casual styles. Each includes innovative sole design along with deep heel cupping, orthotic arch support and cushioned forefoot.

"At Waco Shoe Company, our mission is to create footwear that feels great all day," said Jeff Antonioli, co-owner of Waco Shoe Company. "Now, we are delivering on that promise with our men's Revitalign® shoes and slippers that provide comfort, support and style."



The company designs, develops and sells Revitalign® lifestyle footwear for all-day comfort built around its innovative, research-based orthotic-driven insole. The company's footwear is designed with Full Contact Comfort™ orthotic insoles to provide proper foot support and alignment to help with strains and aches and pains in the legs, thighs and lower back.

"The release of medically backed Revitalign® men's footwear is perfect timing with more people working remotely and aggravating existing foot conditions by going barefoot or just wearing socks around the house," said podiatrist Nicholas Pagano, DPM, FACFAS.

Now available at WacoShoeCompany.com.

gait analyses compared to high-cost laboratory-based equipment. The results of the dynamic assessments are used to support the orthotic build and streamline clinical decisions.

In less than 3 minutes, this easy-to-use and easy-to-implement app and sensor technology provides:

- Visual confirmation of the assessment.
- A report to show patients their unique need for orthotics.

- Precise and supplemental data for insurers and referrers.

Order custom orthotics digitally or traditionally and experience quality orthotics from SOLO. The lab also offers a full line of Richie braces.

SOLO has been making patients' lives better since 1983. They pride themselves on their 98% satisfaction rate and their experienced Customer Care team. www.sololabs.com.



Proven Solutions for a Growing Problem

Occurrences of calcaneal apophytitis, commonly referred to as Sever's Disease, continue to increase as participation in youth sports increases. The most common treatments prescribed for this ailment are rest, stretching and strengthening, icing, medication to reduce inflammation and cushioning of the heel. For over 40 years, Tuli's® has been the heel cup of choice to provide

Continued on page 123

heel cushioning, and the ProStretch® Original and ProStretch Plus have been effectively stretching and strengthening the lower leg for more than 30 years.

Heel cups help provide relief for most young athletes especially those involved in soccer, basketball, and football, but for those who participate in barefoot sports such as dance and gymnastics, a different solution is needed. Many podiatrists suggest taping the foot or taping the heel cup to the foot, but there are other options. The Tuli's Cheetah® is a lightweight neoprene sleeve attached to a heel cup, so no tape or shoes are needed to achieve support and cushion. The Tuli's X Brace® is an elastic strap that mimics the Low-Dye taping technique, but without the time and expense of taping.

For more information or to request a sample, please email sales@medi-dyne.com or call 1-800-810-1740.

2023 Podiatry Market Outlook eBook: A Look into Emerging Trends and Challenges

For nearly three years, the United States healthcare system has been fighting a non-stop battle against the COVID-19 pandemic. Podiatrists have played a key role in triaging and managing foot and ankle cases, keeping patients out of emergency rooms, and therefore mitigating the burden on the healthcare system.



However, as the new year begins, new trends and challenges are emerging. Healthcare professionals are facing record levels of burnout and critical staff shortages amid a rush of patients returning to their regular medical care routines with more severe conditions due to delayed care.

Private podiatry practice owners are feeling the greatest impact as they juggle these challenges on top of the responsibility of running a small business in an economic

downturn, including adapting to changing patient preferences and increasing competition from primary care and multispecialty practices.

Podiatry practices must consider new ways to improve patient care, differentiate services, and streamline operations to strengthen their bottom line. Despite potential obstacles, the need for providers to utilize new treatment technologies and care delivery models is growing.

Learn how your practice can leverage market trends and address practice management challenges in the year ahead. Download the *2023 Podiatry Market Outlook: Implications for Practice Management* at celasers.com/2023dpm.



US Govt Grants ModMed® a Patent

Healthcare technology innovator ModMed is pleased to announce that the US Government granted Patent No. 11,443,836 protecting some of the core functionality of its EHR system—a system designed to save clinicians time documenting exams and allows them to focus more on the patient in front of them. “This patent solidifies our position in the EMR market for physicians seeking technology designed to make their lives easier,” said Dan Cane, CEO and cofounder of ModMed. “By using our patented adaptive learning technology, we are able to streamline the documentation process—saving healthcare providers valuable time. No physician I have ever met went to medical school to treat technology; they went to school to treat patients.”

ModMed offers software solutions developed by physicians for physicians. ModMed cofounder and Chief Medical and Strategy Officer Dr. Michael Sherling and his team of board-certified physicians are doctors as well as software coders. “The patent really highlights how unique and innovative our adaptive logic software truly is,” added Dr. Sherling, who has been a practicing dermatologist since 2006. “Doctors know what doctors need. Every specialty practices medicine differently and each doctor tailors their practice to the patients they are seeing. Out of the box, EMA has the medical knowledge for each speciality, and this helps reduce physician burnout.”

For more information, visit modmed.com/podiatry.

Continued on page 124



Natural Pain Relief from Doctor Hoy's

PowerStep® is proud to announce a great addition to their pain relief portfolio, Doctor Hoy's Pain Relief Gel. Doctor Hoy's offers effective, natural pain relief of arthritis, strains, sprains, inflammation, bruises and so much more.

Doctor Hoy's uses natural ingredients—menthol, camphor, and the powerful Arnica Montana flower. It's water based, has no toxins or parabens and a vanishing scent so you can experience fast-acting pain relief, the natural way. Trust the heating and cooling relief from Doctor Hoy's and experience the difference:

- Active natural ingredients Menthol and Camphor help provide immediate pain relief
- Fast-acting pain relief
- Good for Backache, Sore Muscles, Arthritis, Sprains, and Joints
- Available in 5 sizes

Visit www.doctorhoys.com to request your free sample.

GoodBye Structure Sensor!

From plaster to foam boxes to hardware/digital solutions Tom Calagna of Comfort Fit Labs, a 42-year veteran in orthotic manufacturing, has been around for it all.

For years our industry has been dependent on 3rd party providers to offer solutions. The problem is that the hardware costs are expensive (like the structure sensor) and the reliability and service are problematic.

“What we need,” says Tom, “is a simple software solution so that clinics can use their choice of device (iPhone, iPad or android device) that provides a quality 3d image with metrics and touch screen ordering form without the need of any additional hardware requirements.”

Tom decided to partner with a leading software company and had the system built. Simply scan the QR code provided and the software downloads automatically onto your preferred device. Scanning is simple and intuitive as the system uses the rear-facing camera so you can see what you're scanning on the screen. The image is comprised of over 250,000 data points, so the image is extremely accurate. Ordering is a snap with the touch screen form that allows total customization.

The scan shows real-time metrics of the foot, arch height, foot width and shoe size, helpful in demonstrating to patients the need for an orthotic as well as a 3d image of the orthotic that they are purchasing. The system even has the ability to recommend supporting products such as footwear.

www.comfortfitlabs.com

