

# LASER & IPL: A BUYERS GUIDE

With so many different devices out there to choose from, make sure you use Skyncare's Laser & IPL Buyer's Guide **Checklist** to help you get the **right equipment** and **support** for *your business*.

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## UK MDR Regulations

- As of 2021, there are new regulations for some aesthetic technologies. Laser & IPL devices must now comply with new MDR rules and be registered as a medical device with the MHRA. Devices that are non-compliant cannot legally be sold on the UK market, and can be confiscated from salons/clinics.
- Be certain your Laser or IPL device has a medical CE and the manufacturer is registered with the MHRA.

## Training

- Any product training should be accredited by an awarding body that is recognised by insurance providers, to ensure you are receiving the appropriate level of training for your new technology and treatments.
- Will training be conducted virtually or in a classroom that you and your team will have to travel to? Or will the trainer come to you?
- Find a company that includes full product training that is delivered in the comfort of your own clinic/salon and conducted on a 1-to-1 basis, focused on you and the way you learn.

## Warranty

- Check the length of warranty that comes with any new equipment. Are you getting a standard 1-year warranty, or is your equipment provider offering you a longer warranty that shows confidence in the reliability and integrity of their technology?
- Make sure your warranty includes parts and labour, and no hidden costs.

## LPA Support

- Any business operating a Laser or IPL device will often be required by their local authority and insurance provider to have a certified Laser Protection Advisor (LPA) to draft your Laser safe working practices and provide on-going support with regards to laser safety. Check if this service is included in your equipment package or if you will have to pay for this separately (costing upto £700).

## Technical Support

- Check the level of technical support you will receive with your equipment. In the event of a technical problem, how quickly will an engineer be with you? Will you be given a free replacement machine if yours needs to be repaired?
- Your Laser and IPL equipment will need to be serviced annually. Find out how much this will cost to avoid any surprises later on.

## Marketing Support

- Are marketing materials included with your product package? How about consultation records and patient advice forms?
- Find a company that offers a range of digital marketing materials so that you can effortlessly generate high-level engagement through your social media channels.

**Top Tip!** - Reach out to clinics already using the Laser or IPL equipment that you are interested in, and ask them about their experience with the device and the company that supplied it.

01730 239 579

skyncare.co.uk   @skyncare.co.uk

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TECHNOLOGY FOR AESTHETICS PROFESSIONALS