






Compression Therapy Systems Comparison Analysis

Model	Ballancer®Gold	Ballancer®Pro	Ballancer®Blue for Home	BOA	NORMATEC PULSE PRO 2.0
Devices					
MSRP	\$34,900.00	\$29,900.00	\$19,900.00	\$9,250.00	\$2,895.00
Manufacturer's years of expertise in market	40 yrs	40 yrs	40 yrs	9 yrs	19 yrs
Clinical Research available	YES	YES	YES	NO	N/A
Treatment cost/session	\$ 150-250	\$ 150-250	HOME USE	\$40	\$20
Suitable for multiple modalities	AESTHETIC MEDICINE, WELLNESS, DETOX, BIOHACKING, BEAUTY, WEIGHTLOSS, POST-OP, ATHLETIC RECOVERY, LYMPHATIC DRAINAGE	AESTHETIC MEDICINE, WELLNESS, DETOX, BIOHACKING, BEAUTY, WEIGHTLOSS, POST-OP, ATHLETIC RECOVERY, LYMPHATIC DRAINAGE	AESTHETIC MEDICINE, WELLNESS, DETOX, BIOHACKING, BEAUTY, WEIGHTLOSS, POST-OP, ATHLETIC RECOVERY, LYMPHATIC DRAINAGE	BEAUTY, WEIGHTLOSS	ATHLETIC RECOVERY
Extended Warranty	YES	YES	YES	NO	NO
Numbers of Chambers per garment	24	24	24	12	5
Revenue Opportunity	high	high	home use (NA)	low	low
Safe to offer for licensed professionals (Doctors)	YES	YES	YES	NO	CONSUMER PRODUCT
Only available at 5 star rated provider locations	YES	YES	HOME USE	NO	CONSUMER PRODUCT
Warranty on control unit	2 years + all components	2 years + all components	2 years + all components	1 year	2 years
Warranty on garments	1 year	1 year	1 year	NO	N/A
Extended warranty option	up to 5 years	up to 5 years	up to 5 years	NO	NO
Safe Pressure Range up to 80 mmHg	YES 20-80 mmHg	YES 20-80 mmHg	YES 20-80 mmHg	20-140mmHg	Level 0-10 (30-110 mmHg)
Individually adjustable by single digits	YES	YES	YES	NO	NO
Easy to use	YES	YES	YES	NO	YES
Immune Boosting treatment	YES	YES	YES	NO	NO
Medical Grade Lymphatic Drainage Function	YES	YES	YES	NO	NO
Sterile and easily sanitizable (no pockets in garments)	YES	YES	YES	NO	NO
High brand positioning - NO groupou ad-	YES	YES	YES	NO	NO
Operation Modes	5	4	4	1	2
Remote control	YES	YES	YES	NO	YES
Ability to set and store personalized protocols	YES	YES	YES	NO	NO
Homogeneous Pressure Distribution	YES	YES	YES	NO	NO
Recommended Treatment time	40 Min.	40 Min.	40 Min.	45-60 Min.	20 Min.
Maximal Treatment duration	120 Min.	90 Min.	90 Min.	60 Min.	UNKNOWN
360 degree circumferential treatment	YES	YES	YES	NO	NO
Ability to change compression setting during treatment	YES	YES	YES	NO	NO
Ability to change treatment time during treatment	YES	YES	YES	NO	NO
Ability to adjust treatment time by the single digits	YES	YES	YES	NO	NO
Ability to adjust treatment pressure by single digits	YES	YES	YES	NO	NO
Emergency stop remote	YES	YES	YES	NO	NO
Dimensions	6.7" x 12.2" x 14.9"	7.5" x 12.2" x 14.9"	5.9" x 12.6" x 15.1"	16" x 17" x 6"	4.4" x 3.8" x 8.1"
Weight	14.7lbs	13.2lbs	12lbs	22lbs	24.3 lbs
Fits Oversized Individuals	YES	YES	YES	NO	NO
One garment fits all	YES	YES	YES	NO	NO
Expander sets to fit all patients	YES	YES	YES	YES	NO
Safety classification	YES	YES	YES	NO	YES
Vacuum deflation during pause	YES	YES	YES	NO	NO
Antibacterial nano-coating	YES	YES	YES	NO	NO
Heavy duty industrial zippers with lifetime guarantee	YES	YES	YES	NO	NO
ISO certified manufacturing facility	YES	YES	YES	N/A	N/A
FDA cleared manufacturing facility	YES	YES	YES	NO	N/A
Number of attachments	2	2	2	2	6
Commercial Use License included	YES	YES	HOME USE	N/A	N/A
Custom Marketing Package	YES	YES	N/A	NO	NO
Celebrity Endorsements & Testimonials	YES	YES	YES	NO	YES
Web Locator Listing for Patient Traffic	YES	YES	HOME USE	NO	YES
Rolling Shelf for Mobility available	YES	YES	YES	NO	N/A
FDA clearance	YES	YES	YES	NO	YES
FDA class II intended use	Simulating kneading and stroking of the tissues by use of an inflatable garment. Temporary increase circulation in areas which the garment is applied. Temporary relief of minor muscle aches and pains	Simulating kneading and stroking of the tissues by use of an inflatable garment. Temporary increase circulation in areas which the garment is applied. Temporary relief of minor muscle aches and pains	Simulating kneading and stroking of the tissues by use of an inflatable garment. Temporary increase circulation in areas which the garment is applied. Temporary relief of minor muscle aches and pains	NOT CLEARED	Intended to temporarily relieve minor muscle aches and/or pains, and to temporarily increase circulation to the areas.
Over The Counter Clearance	YES	YES	YES	NOT CLEARED	YES