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Bringing AI to the pathology lab

MISSION

Vistapath is the leading AI processing platform for pathology, improving the health and clinical outcomes of patients throughout the world.

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MISSION

A bit about why we were founded...

COMPANY TIMELINE

Mar 2021
First AI detection
model validated

Nov 2021
Venture funding
received

Nov 2023
First Link/dig
path customer

Jan 2024
Signed with Axlab,
first EU distributor

Oct 2019
Company opens
first office in
Cambridge, MA

May 2023
Cleared for sale
through FDA,
first clinical use

July 2024
CE mark received

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PROBLEM

Labs can no longer safely and efficiently process samples.

70% of patient care decisions are based on lab diagnoses and today's pathology labs are unable to provide prompt, safe care for patients they serve.

HUMAN ERROR

20% of all pathology samples have an error occur during processing, making pathology the costliest specialty for malpractice.
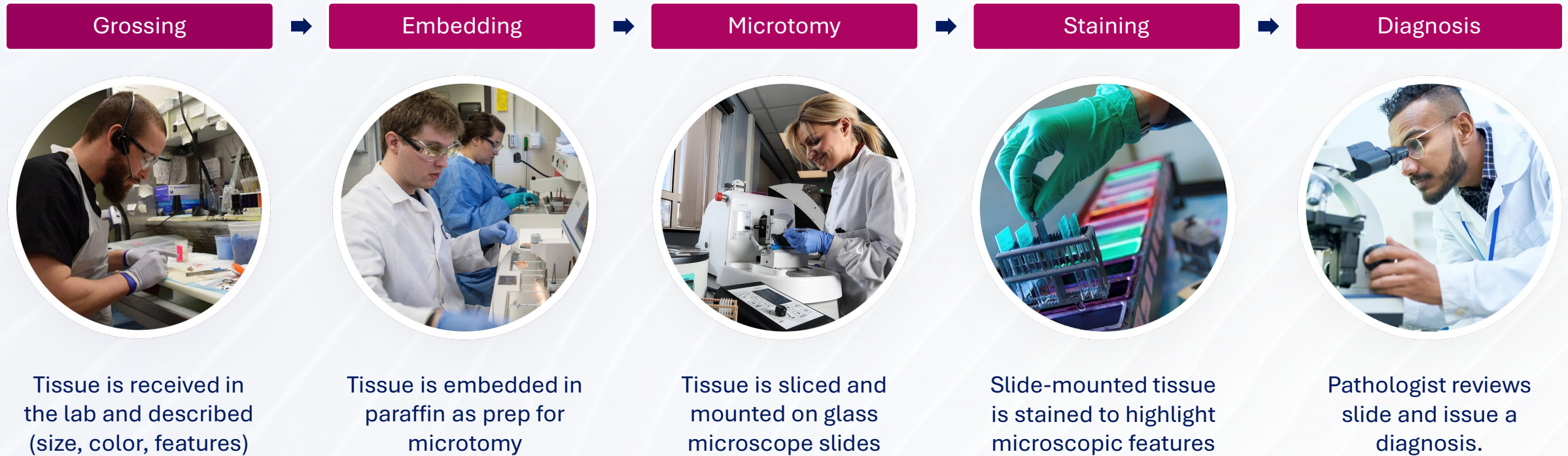
COST AND TIME

Due to a shortage of technology and labor, pathology is 1/20th as efficient with twice the labor costs of other types of clinical labs.

SCALABILITY

With staff shortages, reimbursements dropping 50% and volumes increasing 10%, laboratories are desperate for solutions.

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PATHOLOGY

Pathology turns tissue into microscope slides.

| Grossing | ➡ | Embedding | ➡ | Microtomy | ➡ | Staining | ➡ | Diagnosis |

Tissue is received in the lab and described (size, color, features)

Tissue is embedded in paraffin as prep for microtomy

Tissue is sliced and mounted on glass microscope slides

Slide-mounted tissue is stained to highlight microscopic features

Pathologist reviews slide and issue a diagnosis.

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SENTINEL PLATFORM PRODUCTS

SentinelOS drives quality and efficiency across the entire pathology process.

SENTINEL LINK

SENTINEL CONFIRM

SENTINEL MERGE

SENTINEL SYNC/ANALYTICS*

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SentinelOS
The center of AI-assisted histology

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Our first product - the **Vistapath Sentinel**, focusing on the first step in pathology: grossing.

The sentinel automates the critical processes of tissue grossing, making the process up to **faster, cheaper and with reduced errors.**

SentinelOS can drive quality and efficiency across the entire pathology process.

SENTINEL LINK

Empower more staff to transfer tissue into cassettes using the Sentinel to image and generate gross descriptions on cases to be submitted in its entirety. Sentinel generated reports are digitally approved by grossing personnel.

Over 60% of new leads said Link was the most impactful workflow change that Vistapath provides.

SENTINEL CONFIRM

Enable pathologists to more effectively diagnosis patients by having an improved chain of custody and automated quality assurance providing immediate and detailed gross specimen data during digital pathology sign out.

Pilots projected in Q1 2025 with clinical digital pathology leader UPMC.
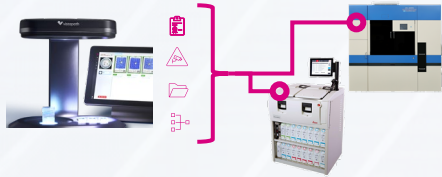
SENTINEL MERGE

Reduce labor costs, turnaround times and reagent usage downstream of grossing by using the Sentinel's AI to measure and track samples from multiple vials of tissue in a single, unified cassette.

Predicted to reduce total labor costs at commercial lab by 48%.

SentinelOS will impact beyond workflow, driving AI based predictive analytics and improving existing automation.

SENTINEL SYNC

Utilize tissue data to improve the efficiency and capabilities of other automation in the lab, be it processing, automated embedding or automated microtomy.
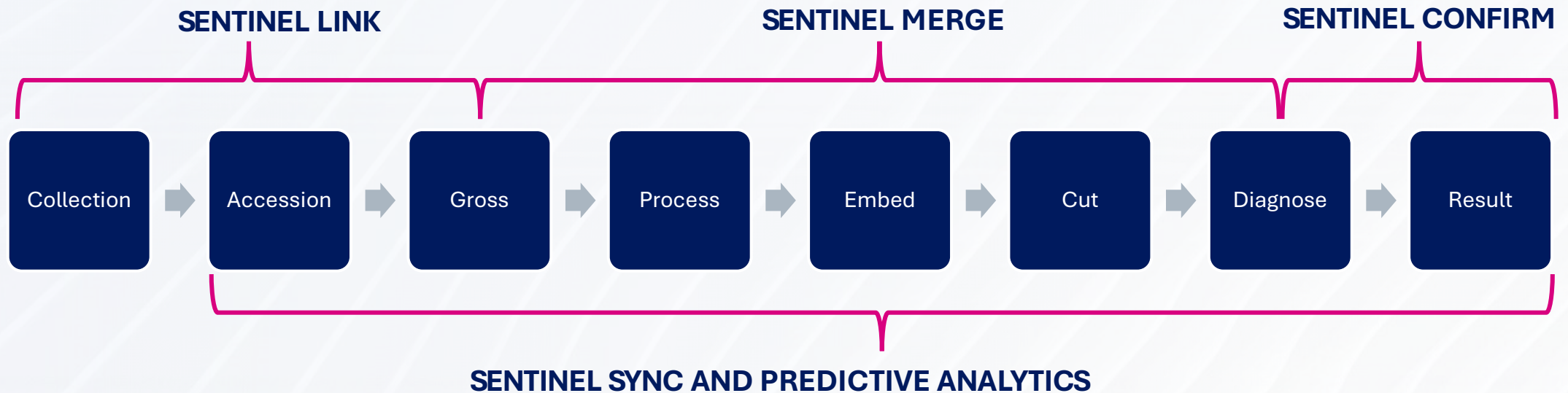
PREDICTIVE TISSUE ANALYTICS

Combine tissue data, demographics and diagnostic data to build reflexive, custom processing workflows designed to ensure optimal tissue processing quality and reveal unique insights on care and efficiency.

SENTINEL PLATFORM PRODUCTS

SentinelOS can drive quality and efficiency across the entire pathology process.

SENTINEL LINK

SENTINEL MERGE

SENTINEL CONFIRM

Collection → Accession → Gross → Process → Embed → Cut → Diagnose → Result

SENTINEL SYNC AND PREDICTIVE ANALYTICS

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Average Hospital

100,000 cases
289,000 cassettes
36 employees
$2.7M in labor costs

The Vistapath Sentinel provides industry-leading quality and chain of custody features.

- Digital images of all grossing materials and tissues at every step of the process.

- Customizable gross protocols and templates from simple biopsies to complex tissues.

- Enforce proper sectioning technique including tissue section thickness, piece count and cassette "fullness".

- Easily send gross reports to pathologists, clinicians or patients.

Sentinel Merge is the only product on the market that dramatically impacts downstream histology efficiency, reducing overall lab labor costs by up 52% and total reagent costs by up to 61%.

Sentinel Merge eliminates the risks associated with manual tissue merging.

Documents and enforces proper protocol throughout the merging process.

Connectable to digital pathology platforms, providing pathologists a method to easily distinguish separately inked specimens.

Sentinel Merge is the only product on the market that dramatically impacts downstream histology efficiency, reducing overall lab labor costs/TAT by up 52% and total reagent costs by up to 61%.

	Current	Sentinel Merge	Savings
Technician head count	34	16	**18**
Total salary cost	$2,720,000.00	$1,280,000.00	**$1,440,000.00**
Reagent costs	$359,000.00	$138,062.00	**$220,938.00**

Tissue type	# of cases per year	Total cassettes (current)	Total cassettes (Vistapath)
GIs	60,000	132,000.00	60,000.00
Derm	30,000	72,000.00	30,000.00
Prostate	5,500	66,000.00	16,500.00
Other	4,500	19,800.00	4,950.00
	100,000	**289,800**	**111,450**

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Sentinel Link provides unparalleled workforce flexibility, reducing gross room labor costs by 37% and reducing turnaround time.

Employees	Tech/PA salary	Total tech/PA salary	LA salary	Total LA salary	Cost reduction
7	$80,000	$560,000	$50,000	$350,000	**$240,000**

Sentinel Link allows for the grossing of samples using clinicians and lab assistants while the gross reports are still approved by PAs and technicians.

Sentinel Link provides more flexibility in your current workforce, reducing total labor spend.

Sentinel Confirm improves chain of custody and automates quality assurance in digital pathology providing immediate and detailed gross specimen data during sign out.

Sentinel Confirm is a first-of-kind linkage between tissue data and whole slide images.

Confirm provides enhanced, automated quality assurance by confirming piece count and completeness of tissue section against tissue as it was received in the lab.

On Vistapath's roadmap is the capability to compare features in the tissue against features detected in the whole slide images (i.e. compare skin lesions in the gross tissue against the skin lesions represented in the whole slide image section).

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Q&A

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THANK YOU!

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