A microscopic image of plant tissue, likely a cross-section of a leaf or stem, stained with blue and purple dyes. The image shows a network of cells with large, clear vacuoles and a dense, interconnected structure. The text is overlaid on this image.

DEDALUS VISION ON DP FROM THE LIS PERSPECTIVE: PRESENT AND FUTURE

VALENCIA 26.10.2017

FEDERICO FALCIONI AIS PM

DEDALUS AT A GLANCE

DEDALUS IS ONE OF THE **LEADING SUPPLIERS IN THE HEALTHCARE IT MARKET** AT EUROPEAN LEVEL

THANKS TO **THE DEPTH OF THE PRODUCT PORTFOLIO**, DEDALUS SUPPORTS HOSPITALS, PRIMARY CARE GP'S AND GOVERNMENT ACROSS THE WORLD.

1,000 Public Hospitals

500 Private Hospitals

23,000 General Practitioners

>500 Operating Theaters

>1000 Laboratory Departments

>100 Chemotherapy Production Units

>200 Anatomic-Pathology Departments

>30 Interoperability and collaboration Platforms

Dedalus
HEALTHCARE SYSTEMS GROUP

~€165m
revenue

Dedalus
HEALTHCARE SYSTEMS GROUP

~€45m
EBITDA

Dedalus
HEALTHCARE SYSTEMS GROUP

25
Countries

Dedalus
HEALTHCARE SYSTEMS GROUP

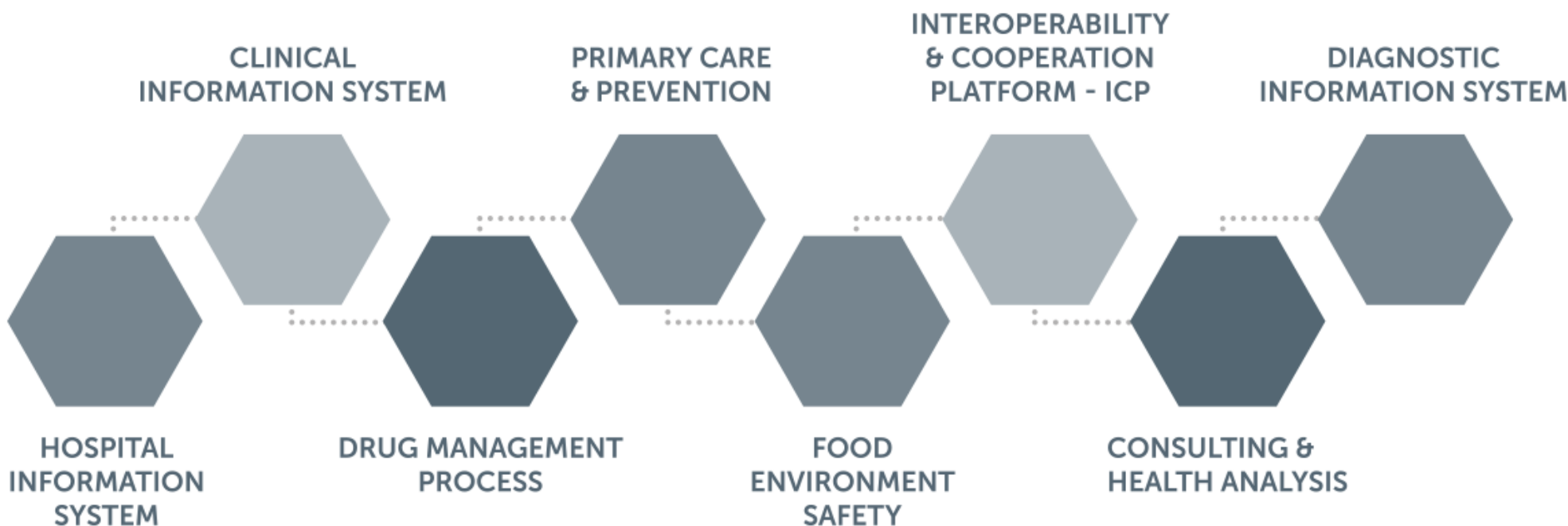
>€60m
R&D

Dedalus
HEALTHCARE SYSTEMS GROUP

c. 1,600
professional
resources

A WIDE PRODUCT AND COMPETENCES PORTFOLIO

WITH A COMPREHENSIVE PRODUCT PORTFOLIO, **DEDALUS COVER'S ALL SEGMENTS OF THE HEALTHCARE IT MARKET.** CATERING TO ALL ACTORS, FROM GP'S TO PUBLIC AND PRIVATE HOSPITALS AS WELL AS GOVERNMENT

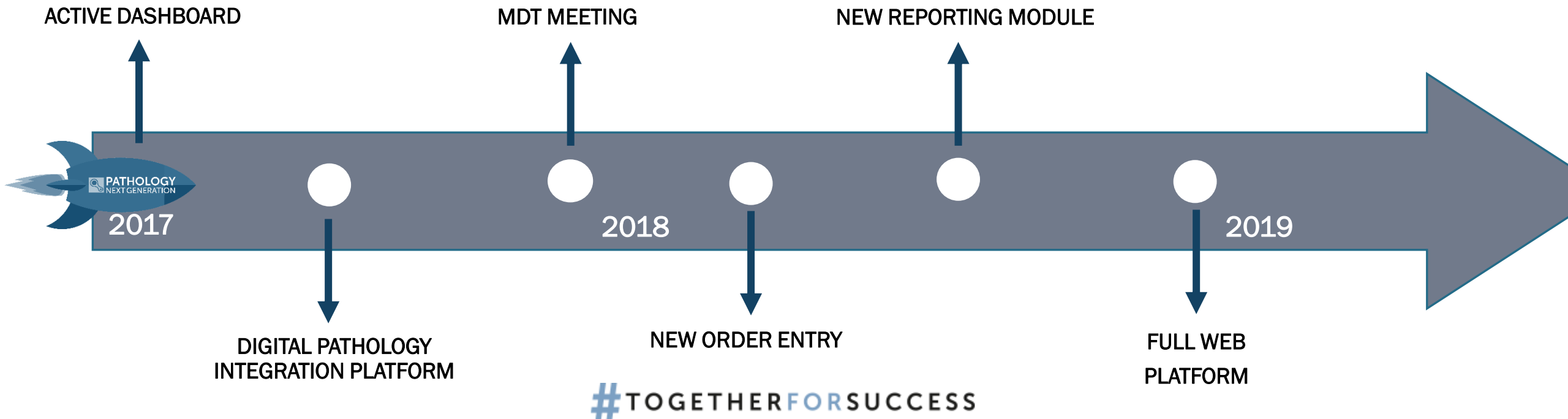


FULL COVERAGE OF HEALTHCARE IT SYSTEMS

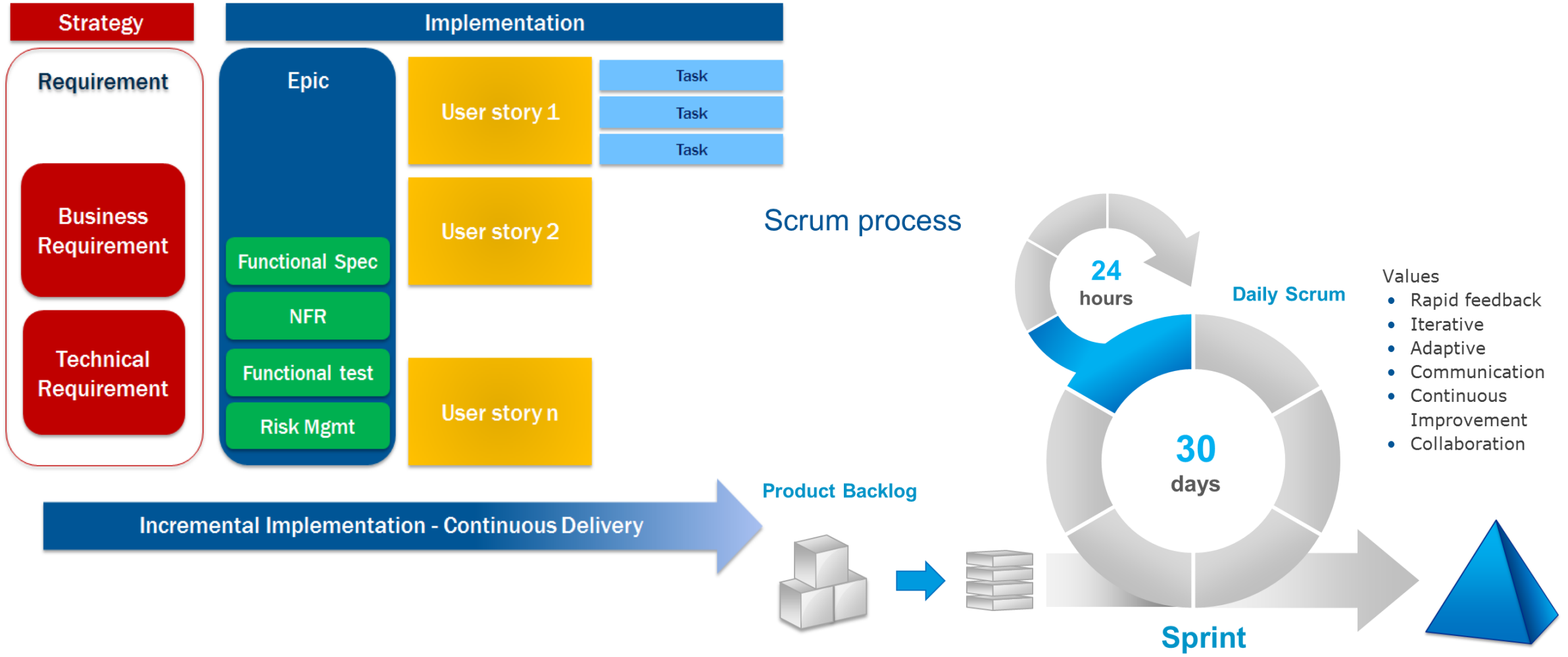
#TOGETHERFORSUCCESS

ROAD MAP TO NEXT GENERATION

- **CONTINUOUS RELEASE PLAN – 2/3 NEW VERSIONS PER YEAR**
- **R&D PLAN – MORE THAN 60 M€/5Y**
- **PATHOLOGY NEXT GENERATION LIS REACHED BY PROGRESSIVE RELEASES**



APPLICATION LIFECYCLE MANAGEMENT AND QUALITY ASSURANCE – AGILE APPROACH



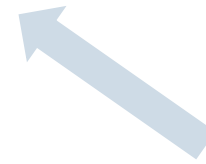
NETWORKING



**ANATOMIC
PATHOLOGY**

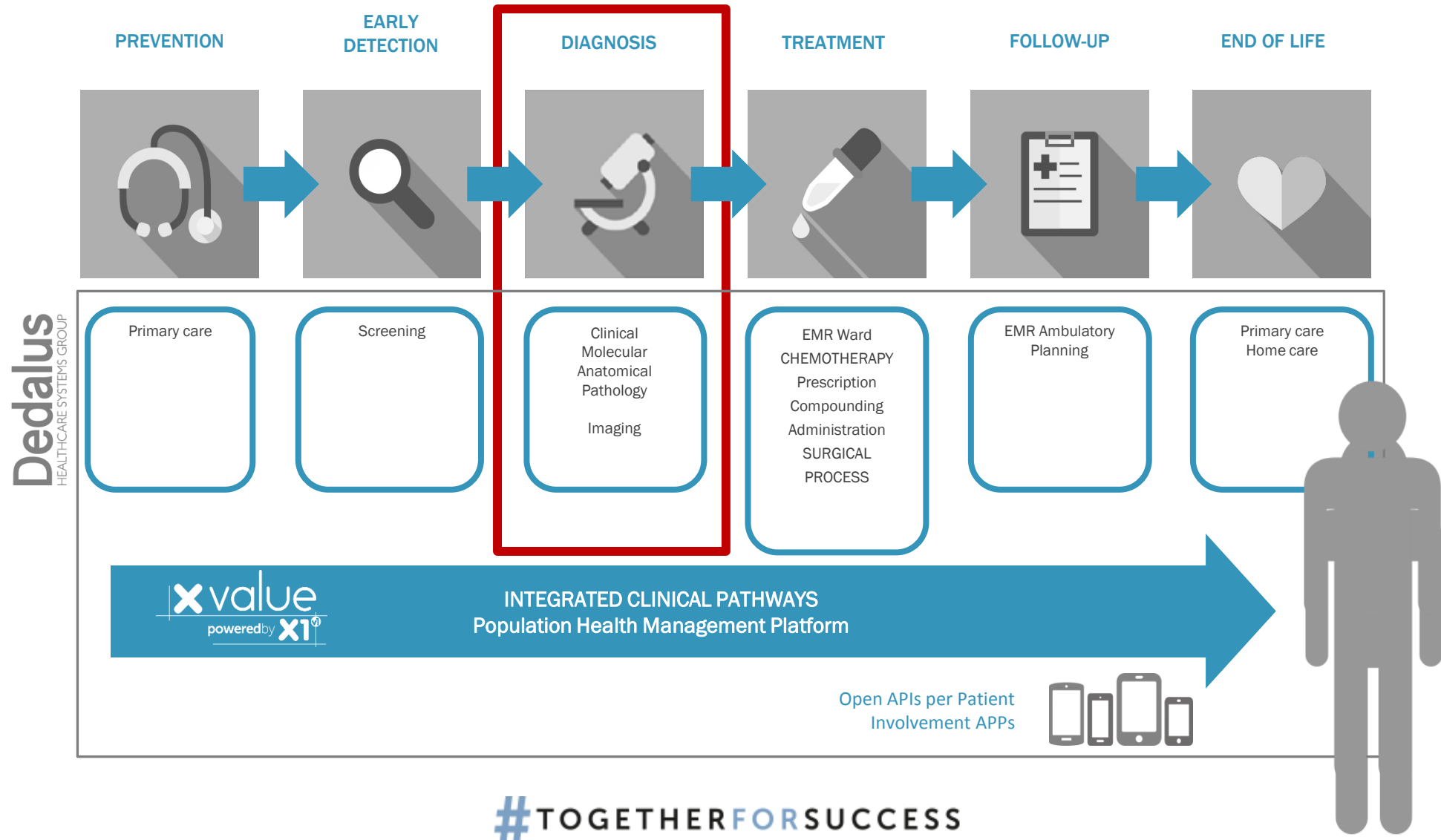


NEW METHODICS



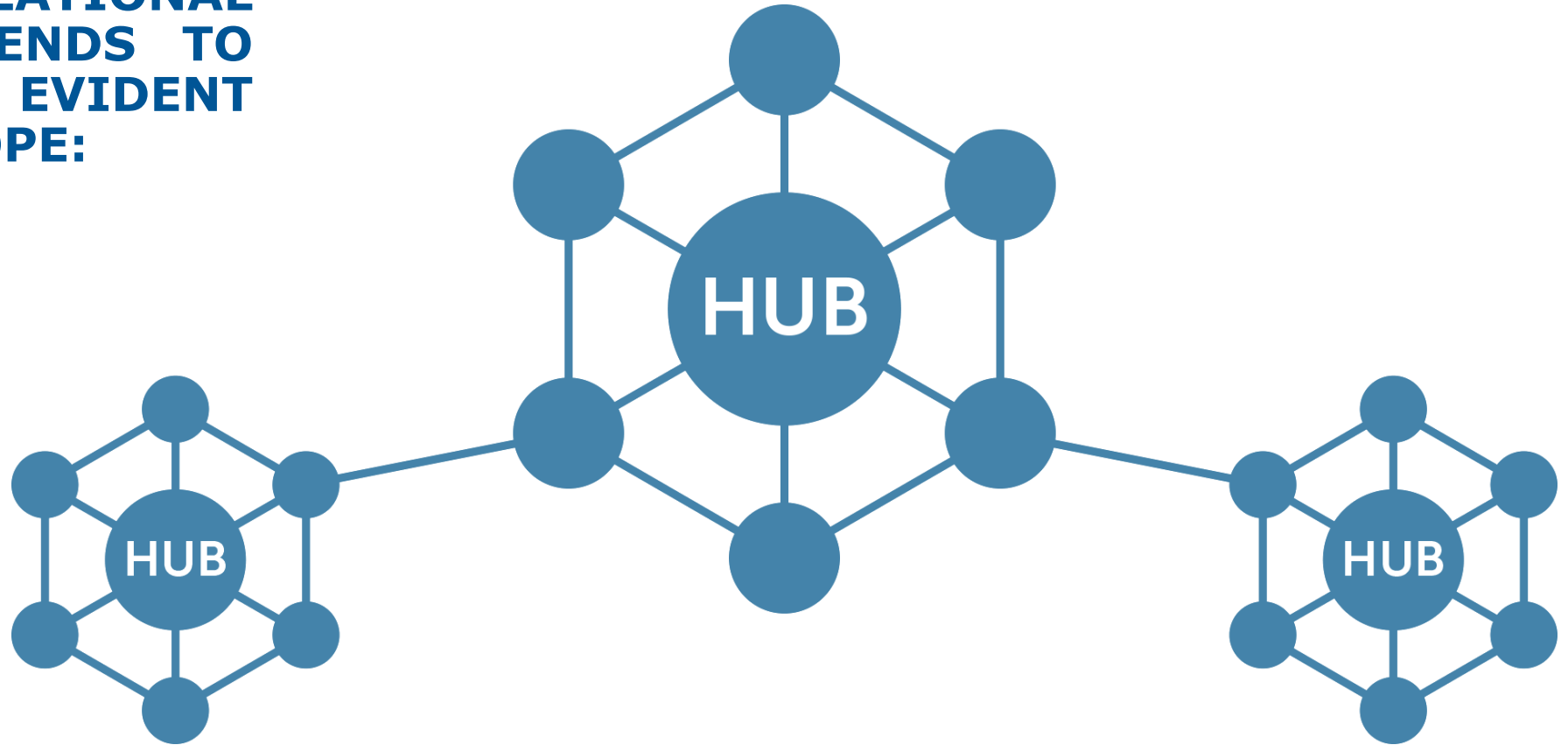
DIAGNOSIS ↔ THERAPY

ONCOLOGY WORKFLOW – NEW VISION



NEW ORGANIZATIONAL MODELS AND TRENDS TO NETWORKING ARE EVIDENT ALL AROUND EUROPE:

- ☐ ITALY
- ☐ SPAIN
- ☐ FRANCE
- ☐ UK
- ☐ SWEDEN



- RISK MANAGEMENT & SECURE PATIENT DATA - **SAFETY**
- MANAGEMENT OF COMPLEX INTEGRATED NETWORKS – **COSTS REDUCTION**
- PROCESS CERTIFICATION AND QUALITY CONTROL – **QUALITY INCREASING**
- CONTINUOUS INFORMATION «AUDIT TRAIL» AND DATA ANALYTICS – **CONTROL AND BENCHMARKING**
- BUILT-IN INTEGRATION MIDDLEWARE TECHNOLOGY – **PUZZLING AND PLUGGABILITY**
- BUILT-IN DEVICE MIDDLEWARE TECHNOLOGY – **INTEGRATION OF GENETICS AND MB**
- MOVING INFO VS. MOVING PEOPLE - **VIRTUALIZATION**

- RISK MANAGEMENT & SECURE PATIENT DATA - **ATHENA**
- MANAGEMENT OF COMPLEX INTEGRATED NETWORKS – **X-VALUE**
- PROCESS CERTIFICATION AND QUALITY CONTROL – **KALILAB**
- CONTINUOUS INFORMATION «AUDIT TRAIL» AND DATA ANALYTICS – **CLIPAD**
- BUILT-IN INTEGRATION MIDDLEWARE TECHNOLOGY – **X-VALUE**
- BUILT-IN DEVICE MIDDLEWARE TECHNOLOGY – **HALIA**
- MOVING INFO VS. MOVING PEOPLE – **DIGITAL PATHOLOGY**



Dedalus **HOT TOPICS IN A MODERN AP LAB - ANSWERS**

HEALTHCARE SYSTEMS GROUP

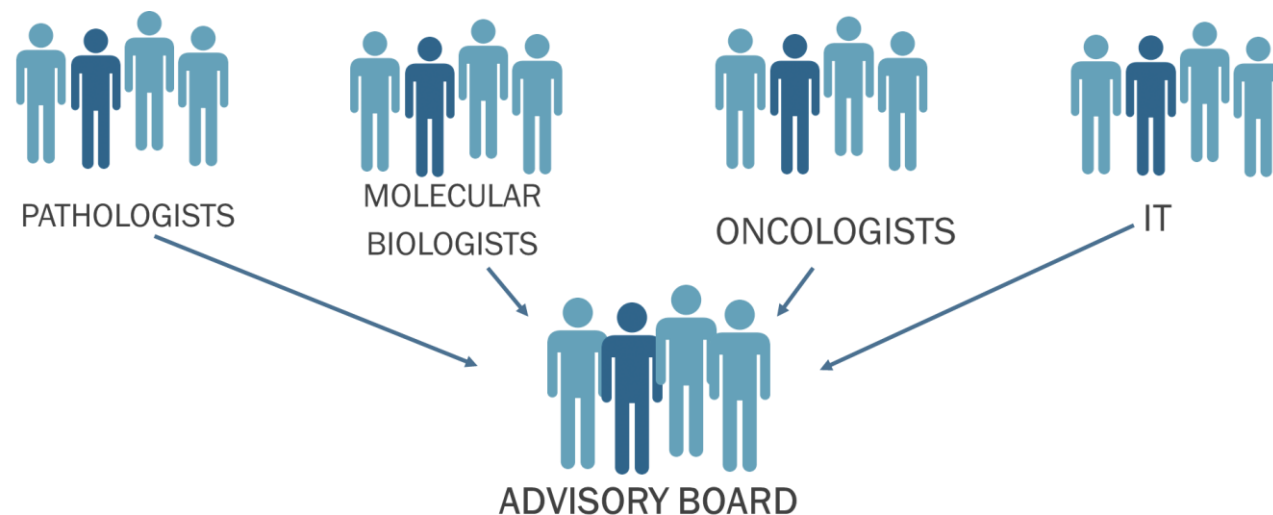


#TOGETHER**FOR**SUCCESS

ATHENA STEMS FROM **DECADES OF EXPERIENCE** ACCRUED BY DEDALUS IN THE DOMAIN OF ANATOMICAL PATHOLOGY, ENRICHED WITH THE CONTRIBUTION OF MANY SPECIALISTS.

SIMPLE AND INTUITIVE, **ATHENA** OFFERS PATHOLOGISTS, TECHNICIANS AND ADMINISTRATIVE STAFF A **COMPLETE AND EFFECTIVE WORKFLOW** MANAGEMENT SYSTEM.

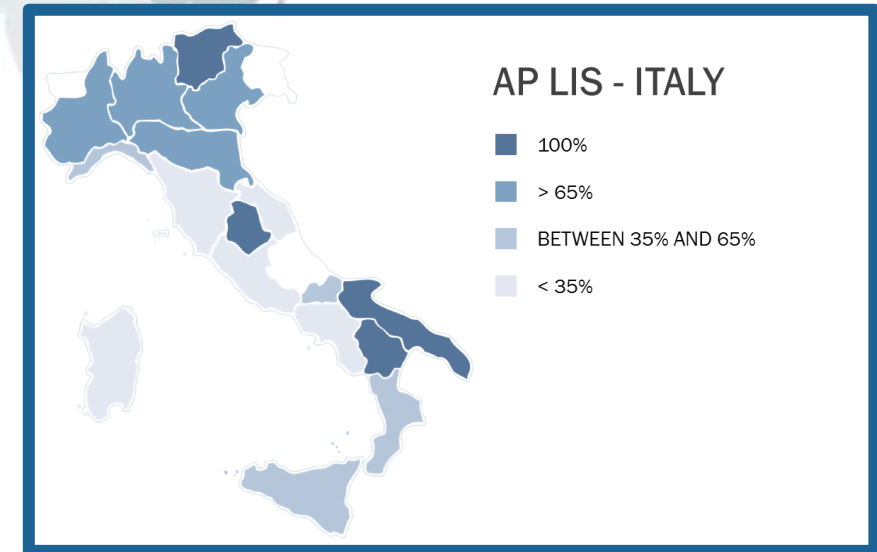
SKILLS AND NEW TECHNOLOGIES ARE COMBINED IN A HIGHLY **INNOVATIVE AND FLEXIBLE** SOLUTION USING NEW ARCHITECTURE, INTEGRATING WITH THE CENTRALISED ANAGRAPHIC DATABASE SYSTEMS, SCREENING, HOSPITAL WARDS AND CLINICAL RECORD MANAGEMENT SYSTEMS.



AP LIS WW CUSTOMER BASE



#TOGETHERFORSUCCESS



- **MULTI-LAB NETWORK**

- AVEC (7 LABS)
- UMBRIA REGION (4 LABS)
- VENEZIA (2 LABS)
- UNILABS (14 LABS)

- **ORDER ENTRY PLATFORM**

- 10 LABS

- **FULLY AUTOMATED LAB**

- 1 LAB

- **TRACKING MODULE**

- 10 LABS

- **DIGITAL PATHOLOGY**

- 3 LABS

- **LAB SEGMENTATION**

- 0 – 10,000 CASES/Y 50 LABS
- 10,000 – 30,000 CASES/Y 100 LABS
- 30,000 – 100,000 CASES/Y 50 LABS

- **TOTAL AMOUNT OF LABS**

- 200

- **TOTAL AMOUNT OF RECORDED CASE/Y**

- 3,500,000

- **TOTAL AMOUNT OF PATHOLOGISTS WORKING**

- 1000

- **AVAILABLE LANGUAGES**

- EN, FR, ES, PT, IT, DE, SE

- ❑ INCREASING ON IMAGE ACQUISITION PERFORMANCES
- ❑ STREAMING TECHNOLOGY ON IMAGE TRANSFER
- ❑ SCANNER COST REDUCTION
- ❑ GLOBAL COSTS REDUCTION AND NEW ORGANIZATIONAL MODELS

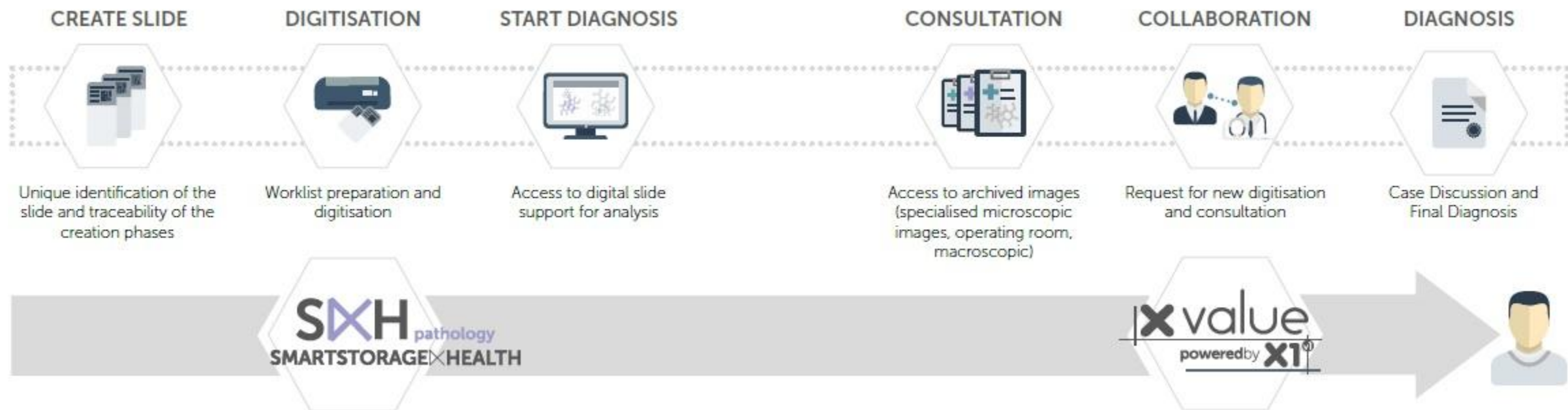
DIGITAL PATHOLOGY IS REAL NOW!!!

DEDALUS STRATEGY IN 3 STEPS:

- 1. VENDOR NEUTRAL INTEGRATION APPROACH: ALREADY AVAILABLE**
- 2. MASSIVE STORAGE PROVIDER: WITHIN 2018**
- 3. ?**

A TOTAL VENDOR NEUTRAL APPROACH THANKS TO A SPECIFIC MODULE ABLE TO MANAGE DIGITAL PATHOLOGY OPERATIONAL ROUTINE DIRECTLY FROM AP LIS:

- ❑ WORKLIST MANAGEMENT
- ❑ INTEGRATION ALREADY AVAILABLE TO:
 - PHILIPS
 - LEICA
 - NIKON
- ❑ BIDIRECTIONAL DATA TRANSFER FROM AP LIS TO DP (TELEPATHOLOGY, SECOND OPINION & MDT)
- ❑ ADVANCED INTEGRATED REPORTING

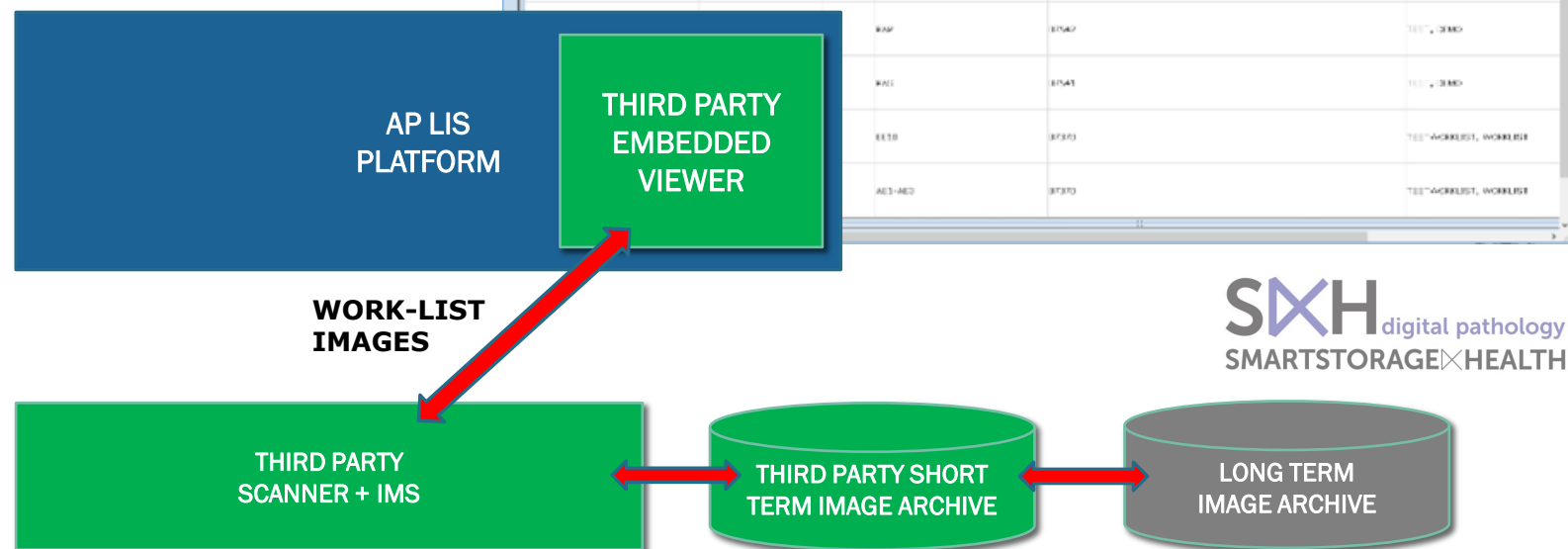


WORKLIST MANAGEMENT

- ❑ DIRECT CONTROL WITHIN AP LIS OF SCANNING ACQUISITION STATUS
- ❑ POSSIBILITY TO ASK FOR A SLIDE RE-SCAN IN CASE OF PROBLEMS DETECTED DURING THE ACQUISITION

The screenshot shows the Athena 3.1.0 software interface. At the top, there are fields for 'Case/Center', 'Level', and 'Worklist'. Below these is a 'Scanning Phase' dropdown menu and a 'Patient Name' field. A table titled 'Transfered elements out of 15' displays the following data:

Label	Scanning Phase	Threshold Status Code	Working List	Patient
CIS-000001-1-1-3	●	PAP	37512	TEST, DEMO
CIS-000001-1-1-4	●	PAP	37512	TEST, DEMO
CIS-000001-1-2-1	●	NGG	37542	TEST, DEMO
CIS-000001-1-2-2	●	PAP	37542	TEST, DEMO
CIS-000001-1-2-3	●	PAP	37542	TEST, DEMO
		PAP	37542	TEST, DEMO
		NGG	37541	TEST, DEMO
		NGG	37373	TEST-WORKLIST, WORKLIST
		NGG-NGG	37373	TEST-WORKLIST, WORKLIST

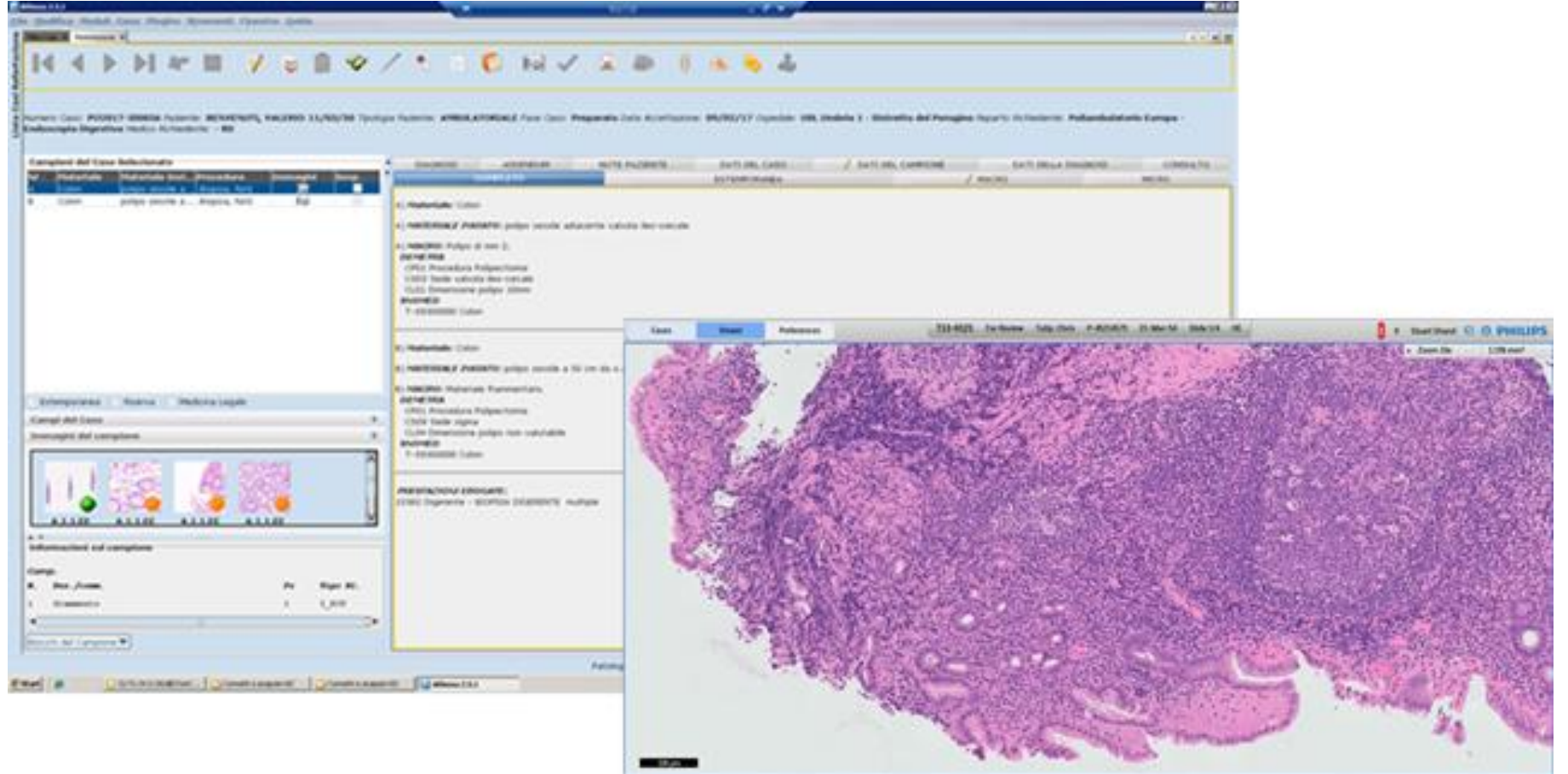


SXH digital pathology
SMARTSTORAGE X HEALTH

#TOGETHERFORSUCCESS

INTEGRATED WORKFLOW

- ❑ DIRECT LINK TO CORRECT IMAGES
- ❑ ROI CAPTURE AND IMPORT IN THE FINAL REPORT
- ❑ VIEWER BLANKING IF CASE IS CHANGED

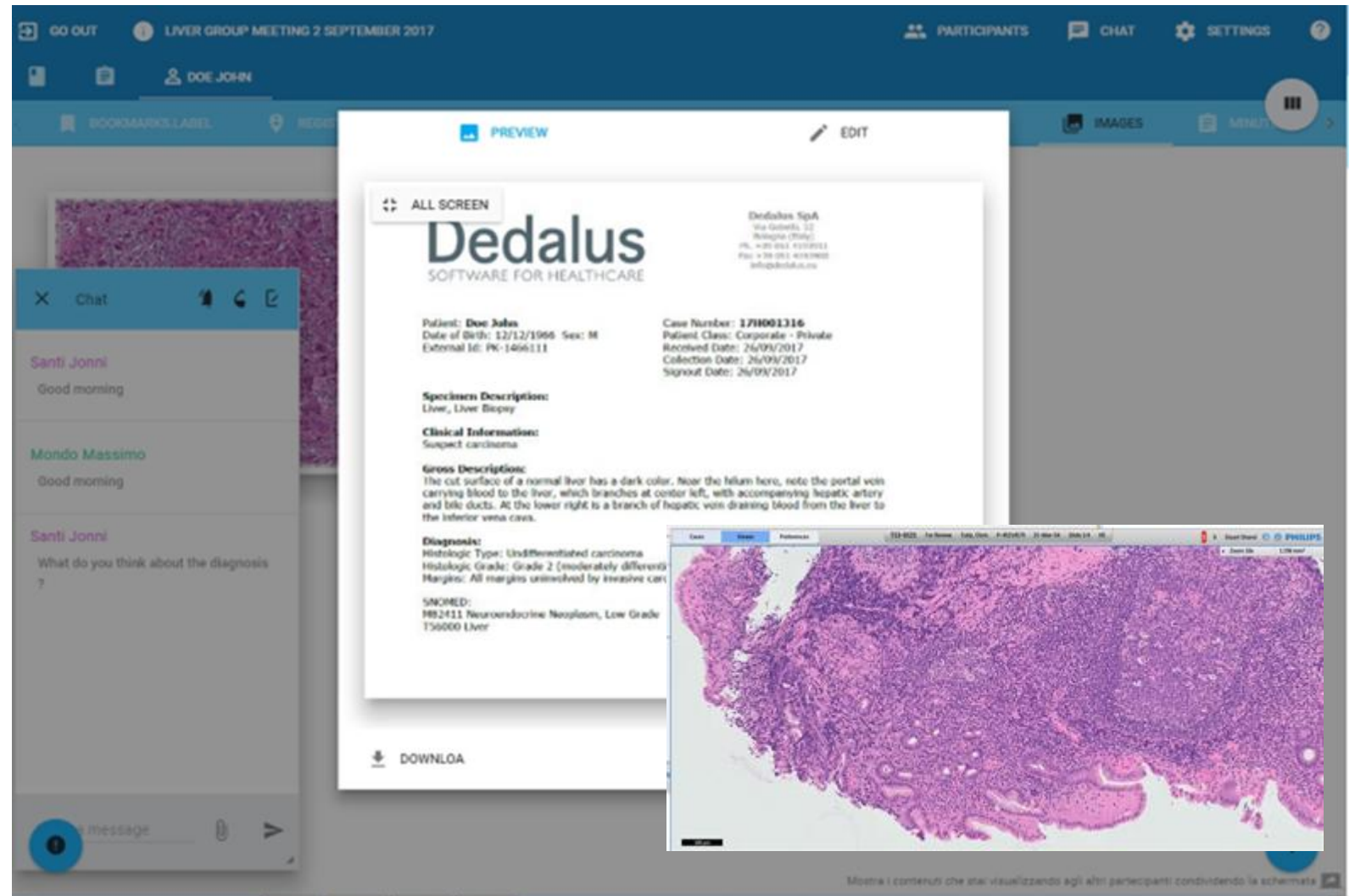


STEP 1 - MDT MEETING MANAGEMENT MODULE

MULTIDISCIPLINARY GROUPS CONTINUE TO INCREASE WITHIN HEALTHCARE ORGANISATIONS.

THE MDT MODULE PROVIDES A MULTIDISCIPLINARY COLLABORATION BY MANAGING MEDICAL MEETINGS THROUGH EASY AND SECURE ACCESS TO RELEVANT INFORMATION SUCH AS **REPORTS, IMAGES AND STRUCTURED DATA** IN COMPLIANCE WITH PRIVACY-SENSITIVE DATA SHARING.

ACTIVITIES AND DECISIONS ARE REPORTED ON A DOCUMENT DIGITALLY SIGNED.



❑ **GO LIVE: SUMMER 2017**

❑ **PHASE 1:**

- DIRECT INTEGRATION TO **LEICA eSM**
- 2 SCANNERS CONNECTED (600 SLIDES/DAY)
- 6 PATHOLOGISTS VIRTUALLY CONNECTED
- INCREASING FROM PILOT PHASE TO WHOLE LAB SLIDE PRODUCTION SCENNING WITHIN 2018 (**150.000 SLIDES/Y**)

❑ **PHASE 2:** INTEGRATION TO POST PROCESSING ALGORITHMS

❑ **PHASE 3:** EXTENTION TO THE WHOLE REGIONAL NETWORK (2018-2019?)

- ❑ GO LIVE: **SPRING 2018**
- ❑ DIRECT INTEGRATION TO **NIKON NDP**
- ❑ 2 SCANNERS HAMMAMATSU CONNECTED (350 SLIDES/DAY)
- ❑ 6 PATHOLOGISTS VIRTUALLY CONNECTED
- ❑ INCREASING FROM PILOT PHASE TO WHOLE LAB SLIDE PRODUCTION SCENNING WITHIN 2018 (**150.000 SLIDES/Y**)



DEDALUS
UNIPATH NETWORK



PHILIPS
DIGITAL PATHOLOGY NETWORK

European integrated network LIS - DIGITAL PATHOLOGY

#TOGETHERFORSUCCESS

❑ **GO LIVE: UK AND SWEDEN WITHIN 2018**

❑ **PHASE 1:**

- DIRECT INTEGRATION TO **PHILIPS INTELLISITE PLATFORM**
- 2 SCANNERS CONNECTED X LAB (600 SLIDES/DAY)
- 50 PATHOLOGISTS
- INCREASING FROM FIRST COUNTRY TO WHOLE NETWORK WITHIN 2020 (**150 PATHOLOGISTS AND 1.500.000 SLIDES/Y**)

❑ **PHASE 2:** INTEGRATION TO POST PROCESSING ALGORITHMS

❑ **PHASE 3:** CROSS INTERACTION AMONG DIFFERENT COUNTRIES (2018 - 2019)

STEP 2- SMART STORAGE

SMARTSTORAGE IS AN INNOVATIVE HARDWARE SOLUTION ABLE TO SUPPORT THE LARGE ARCHIVING REQUIREMENTS OF DIGITAL PATHOLOGY

IN **SMARTSTORAGE** EACH MICROSERVER OPERATES IN AN INDEPENDENT BUT COORDINATED WAY, TO ORGANISE DATA IN THE MOST EFFECTIVE AND EFFICIENT WAY

SMARTSTORAGE HALVES THE ARCHIVING COSTS, ASSURING HIGH SCALABILITY, SERVICE CONTINUITY AND NO MAINTENANCE



SXH digital pathology
SMARTSTORAGE X HEALTH

ARM based
microserver
Architecture

One to one
CPU storage
ratio

High
Scalability

Financial
Sustainability

Energetic
Efficiency

Zero
Maintenance



A microscopic image of a plant tissue section, likely a leaf cross-section. The image shows a dense network of cells. Large, circular cells with thick walls are prominent, particularly on the left side. A central vascular bundle is visible, characterized by a cluster of smaller cells and a distinct structure. The overall color is a mix of light blue and green, with some darker purple/pinkish spots. The text "Thank You" is overlaid in the center in a large, bold, black font.

Thank You