



Digital Pathology Adoption Curve in the U.S. and Globally... What's Coming Next

Joseph Mossel
CEO and Co-Founder

May 1st, 2024

My journey to digital pathology & AI

20+ years

Computer science & enterprise software background



2016

First Visit to a Pathology Lab



IBEX

Founds Ibex to bring AI to DP





Clinical grade, AI-powered platform for cancer diagnostics



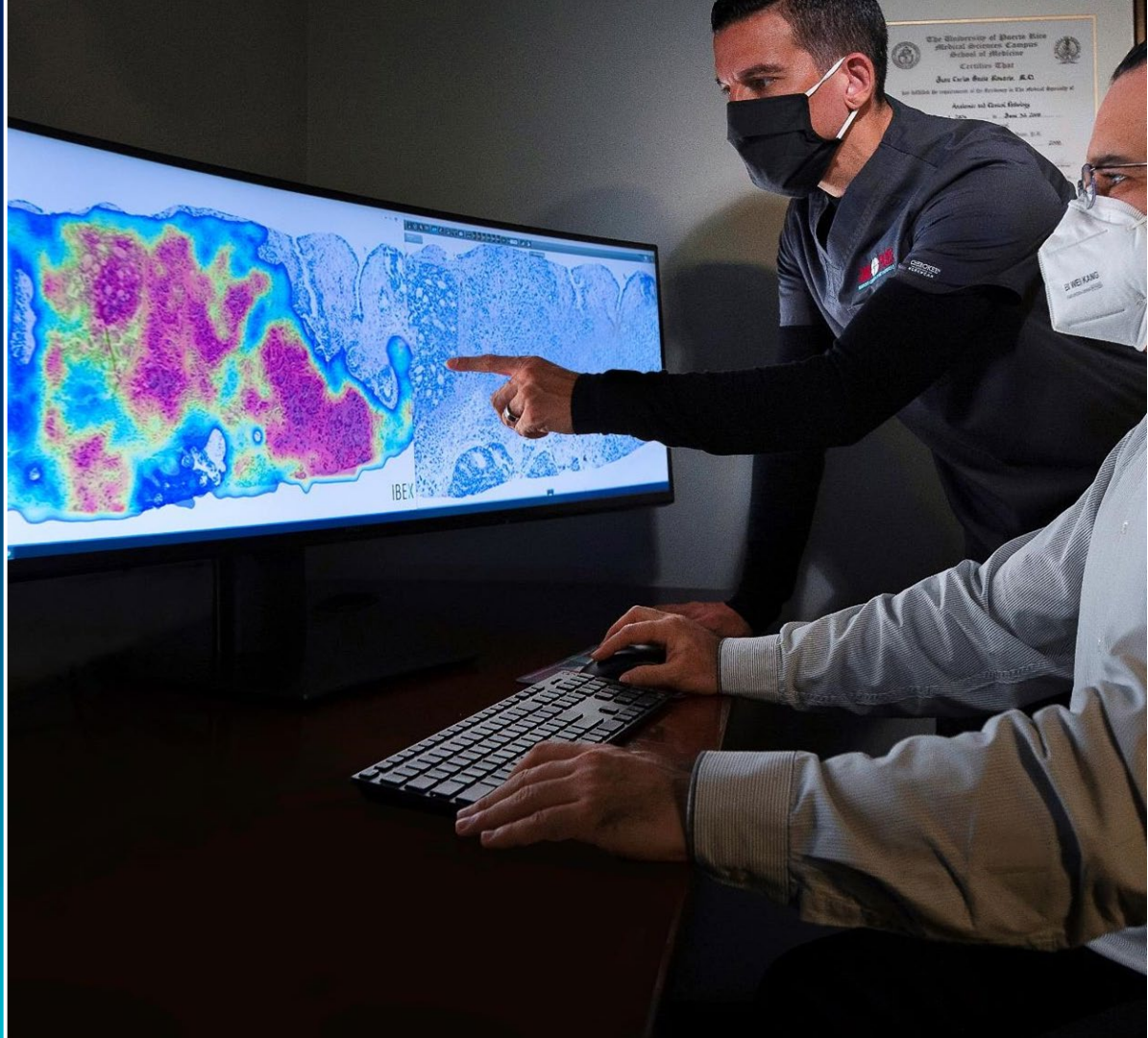
Accuracy



Efficiency



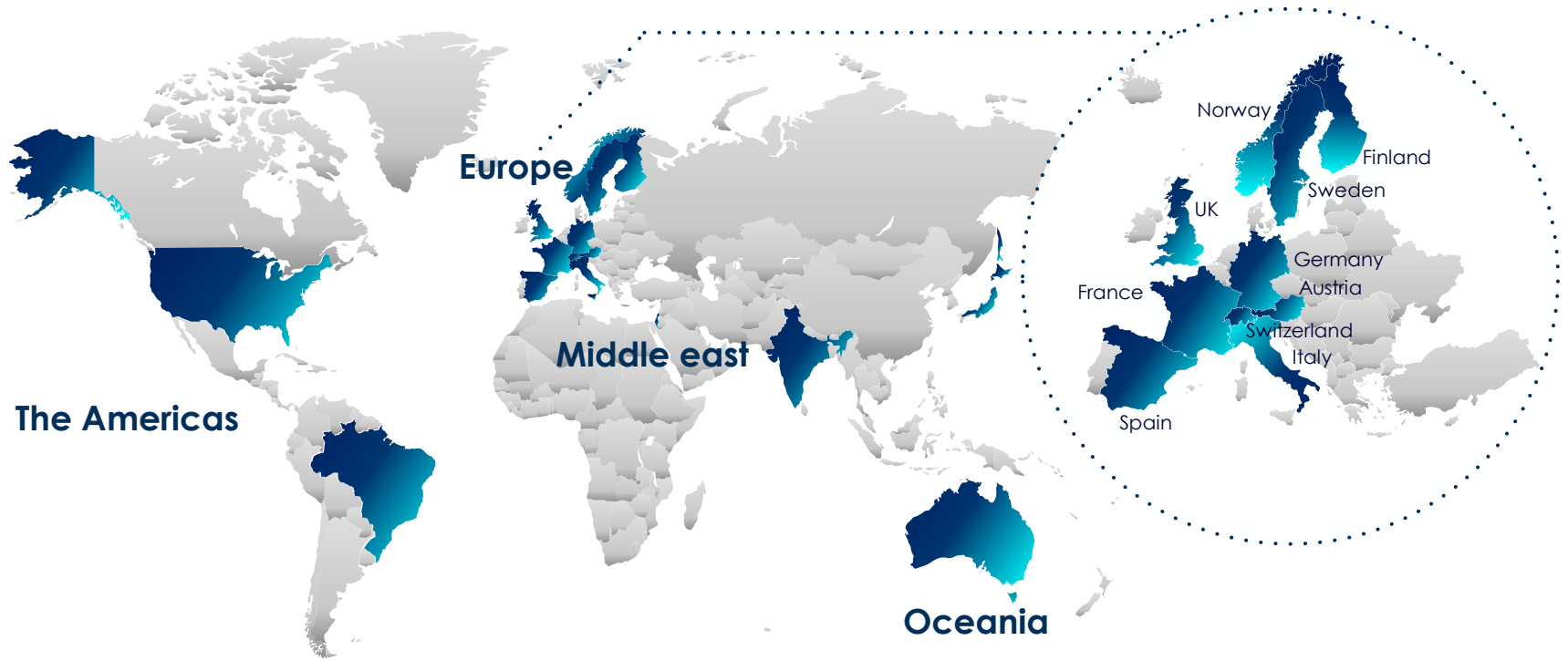
Insights



Prepared to climb insurmountable cliffs

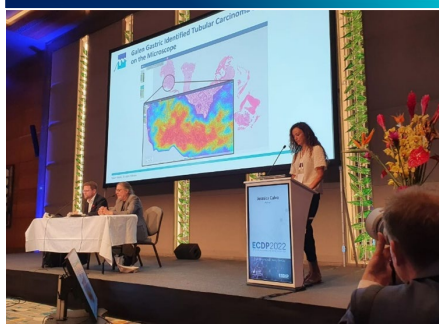


Adoption of Ibex's AI spans across the globe



Pathologists are advocating for Ibex

France: Dr. Calvo, Medipath



Germany: Dr. Niedobitek, Sana



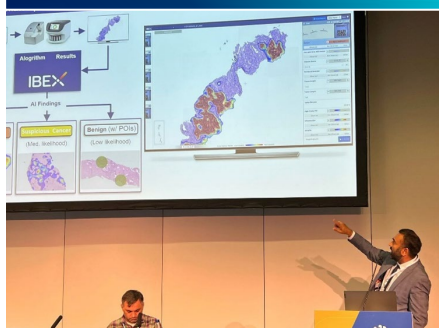
Brigham & Women's: Prof. Schnitt



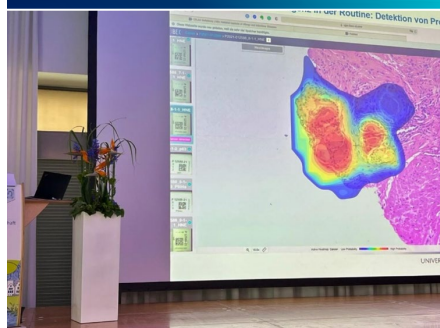
Quest Diagnostics: Dr. Borkowski



UK/NHS Wales: Dr. Aslam



Germany: Prof. Ströbel, UMG



Israel: Dr. Sukmanov, Clalit



UPMC: Dr. Dhir



**“Digital Pathology is the future...
and always will be...”**

The Business Case for Digital Pathology

Aug 11, 2016 | Analytical Software Systems, Cameras, Digital Imaging, Digital Pathology |

Webinar: Making Your Business Case for Digital Pathology Adoption

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Article Text PDF

Thematic management

Future-proofing pathology part 2: building a business case for digital pathology

Bethany Jill Williams^{1, 2}, David Bottoms³, David Clark⁴, Darren Treanor^{1, 2}

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Article info Citation Tools



Developing the real business case for digital pathology

Former Northern Cancer Alliance Pathology programme manager, and now cancer patient, David Bottoms, explains how nine trusts in the North East of England and North Cumbria managed to bring together finance, IT, clinical and other NHS leaders across a region of the case for investment into a single interconnected digital pathology network.

FEBRUARY 22, 2015

Making a Business Case for Digital Pathology

BY DR. KEITH J. KAPLAN

ADVOCACY, ANATOMIC PATHOLOGY, BUSINESS, CLINICAL LABORATORIES, DIGITAL PATHOLOGY NEWS, LABORATORY MANAGEMENT & OPERATIONS, MARKETING, PATHOLOGY NEWS

~~“Digital~~ Pathology is here

~~and always will be...”~~

Europe is leading the way

KLAS reports Europe has the greatest adoption of digital pathology due to COVID-19 forcing the need for remote working options and to combat decreasing number of pathologists.

Govt. funding: UK, Germany, France, Nordics, etc.

Systemic approach:

- Top-down approach to digital transformation in healthcare
- Government funding specifically for digital pathology and AI
- Collaboration between industry and medical community



Digital Pathology journey in the UK

2017 5% of Trusts have access to tech

£32m

2020 20% of Trusts have access to tech

£34m

2021 - 2023

Diagnostic Transformation Fund

£20-30m

Today



~90% of NHS Pathology organizations & networks now have access to DP technology

30%
Use for primary diagnosis



Gov't funding for 3 Centres of Excellence for DP & AI



Further gov't funding to scale up DP across 50 NHS Trusts & initial AI rollout

Funding to 'level up' access to DP technology outside of the Centre's of Excellence

PathLake+ Pathology AI Rollout

Ibex Secures PathLAKE Contracts to Roll Out AI-based Cancer Diagnostics to UK Hospitals



NEWS PROVIDED BY
[Ibex Medical Analytics](#) →
07 Mar, 2023, 16:33 IST

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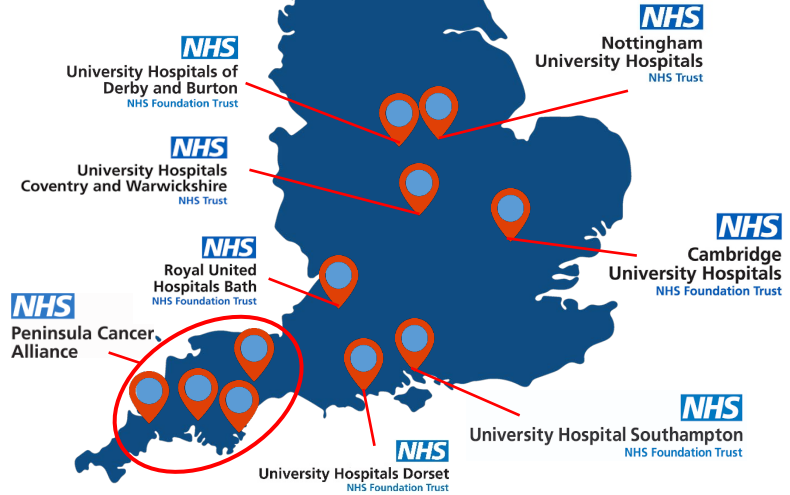


NHS Expands Access to Ibex's Galen™ Breast and Galen™ Prostate Solutions to 25 Trusts Across the UK Following PathLAKE Plus Consortium Bid Wins

TEL AVIV, Israel, March 7, 2023 /PRNewswire/ -- [Ibex Medical Analytics](#) (Ibex), the leader in AI-powered cancer diagnostics, today announced the receipt of multiple contract awards from the PathLAKE consortium to provide Artificial Intelligence (AI) solutions to support cancer diagnosis at 25 NHS Trusts.



PathLAKE
Computational Pathology Excellence



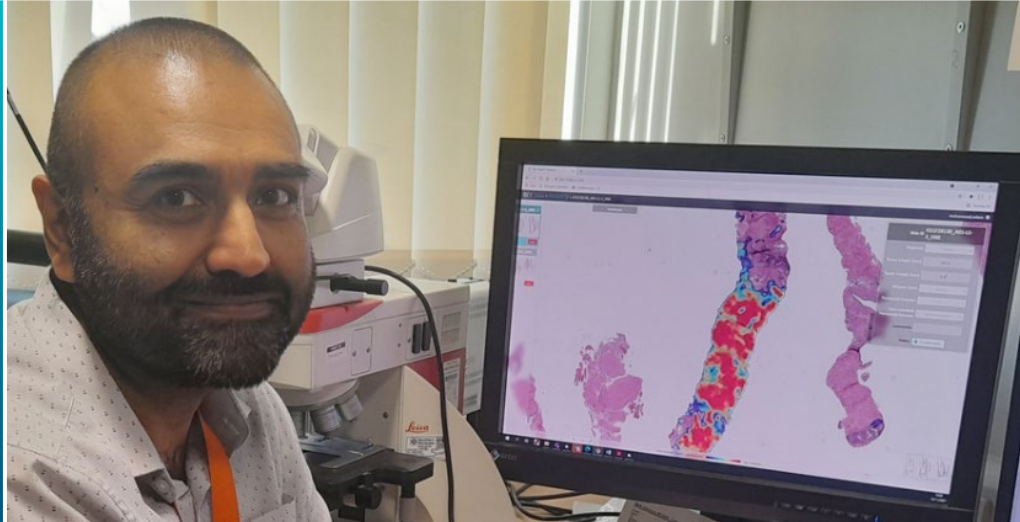
Single procurement process for all 25 PathLAKE member sites, enabling call-off of successfully awarded suppliers

- ✓ Top scoring solutions for Breast Prostate Breast
- ✓ 11 Trusts have selected Ibex Prostate AI

Wales is the first country-wide deployment of DP AI

100%
of prostate
biopsies in Wales
are reviewed
using Ibex's AI

CANOLFAN
RAGORIAETH SBRI
SBRI CENTRE OF
EXCELLENCE

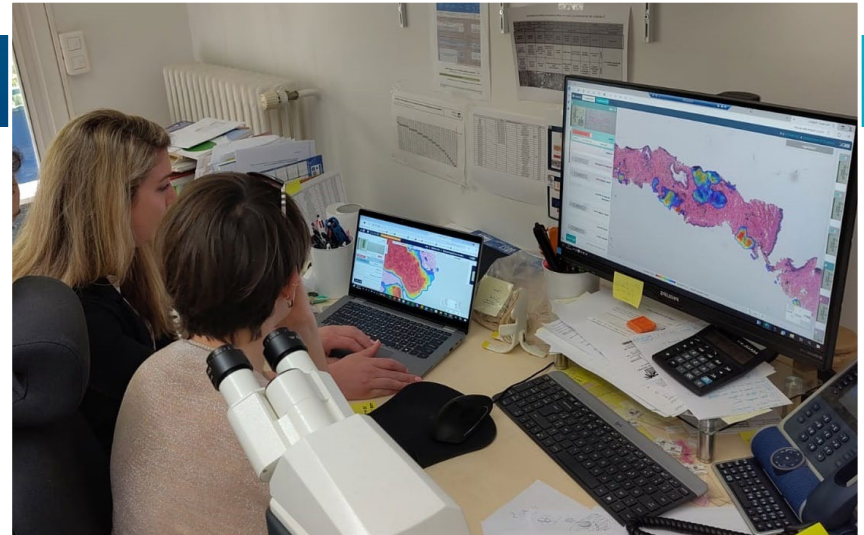


Dr. Muhammed Aslam

Betsi Cadwaladr University Health Board, Wales

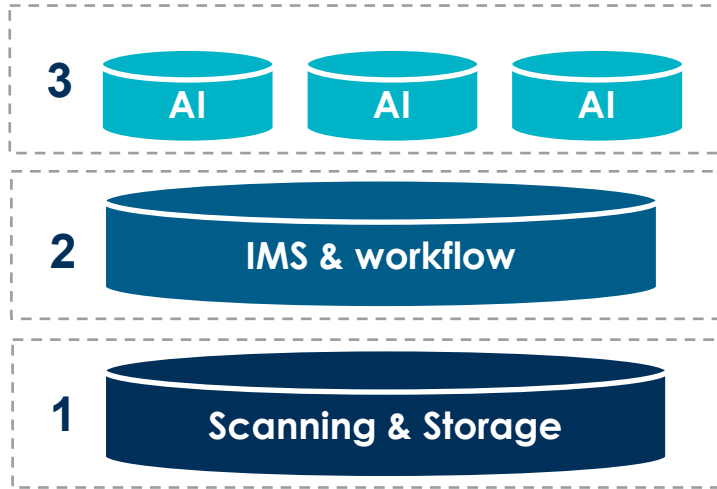
Medipath, France's largest private laboratory network, deployed DP for AI cases

- ✓ 30+ laboratories in France
- ✓ Diagnosing 5,000+ prostate biopsies annually
- ✓ Pathologists were more efficient using Galen Prostate than using a microscope after reviewing only 40 cases

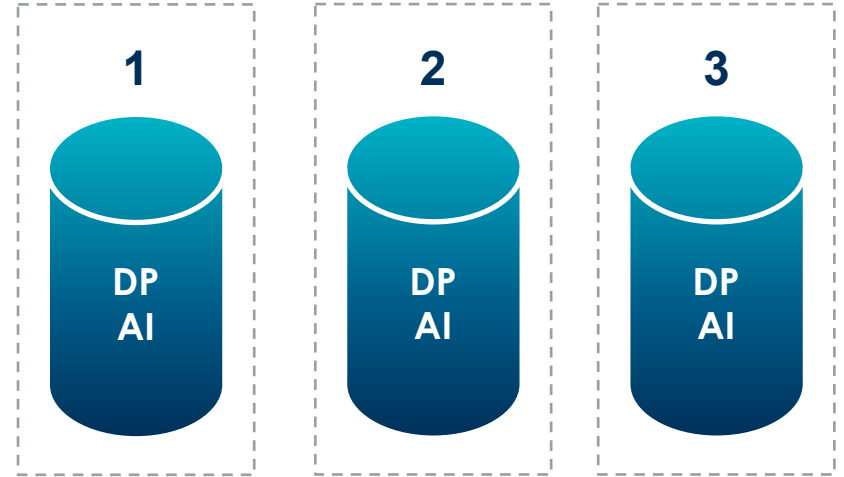


Two approaches to adopting DP AI

**First fully digital, then adopt AI
(all in approach)**



**Adopt digital + AI at same time
(application centric approach)**



U.S. adoption is accelerating

KLAS reports fewer than 10% of US organizations have adopted digital pathology for clinical use, and less than 5% of cases are signed out digitally.

Key forces accelerating adoption

- COVID / remote work
- CPT Codes
- Driven by individual organizations
- Industry and healthcare professionals are collaborating.



DIGITAL
PATHOLOGY



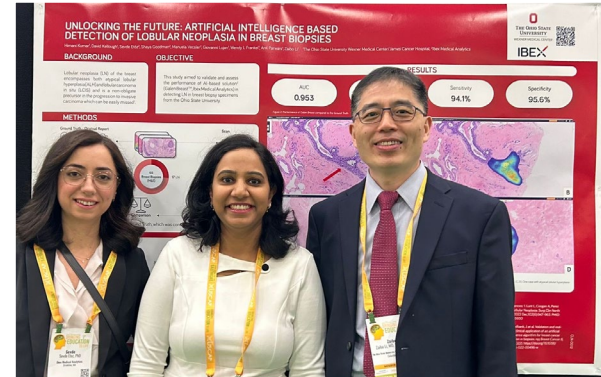
ASSOCIATION



COLLEGE of AMERICAN
PATHOLOGISTS

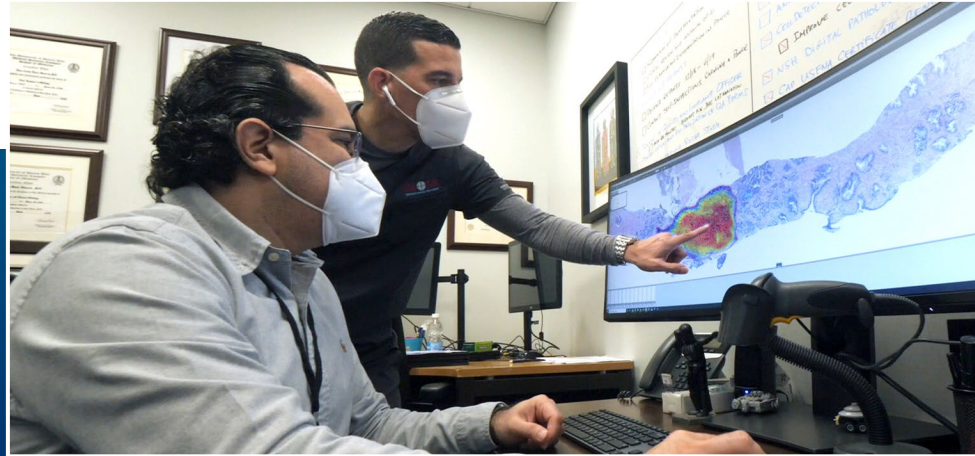
The Ohio State University lead the U.S. in DP adoption and is now focusing on AI

- ✓ Went fully digital in 2020
- ✓ Pathologists have 3-screen “digital cockpit”
- ✓ Now introducing AI technologies





CorePlus deployed complete DP AI workflow and leads the U.S. in AI-powered pathology

- ✓ Private reference lab in Puerto Rico
- ✓ 3,500+ prostate biopsies annually
- ✓ First in the U.S. to use AI in primary diagnosis
- ✓ 10,000+ cases analyzed using Ibex's AI




Learn more about CorePlus tomorrow

Stepwise Introduction of AI and Image Analysis Algorithms into Daily Workflow and Primary Diagnosis

Mariano de Socarraz - CEO, CorePlus

Thursday | May 2nd | Workshop 2



Executive War College
On Diagnostics, Clinical Laboratory,
and Pathology Management

April 30th – May 2nd, 2024
New Orleans, LA



Journal of Pathology Informatics

Available online 30 April 2024, 100378

In Press, Journal Pre-proof [? What's this?](#)



Validation and three years of clinical experience in using an artificial intelligence algorithm as a second read system for prostate cancer diagnosis—real-world experience

[Juan Carlos Santa-Rosario](#)   [Erik A. Gustafson](#), [Dario E. Sanabria Bellassai](#),
[Phillip E. Gustafson](#), [Mariano de Socarraz](#)

“We’re here to impact people’s lives”

- Mariano de Socarraz, CorePlus

~~Misdiagnosis rates are up to 20%~~

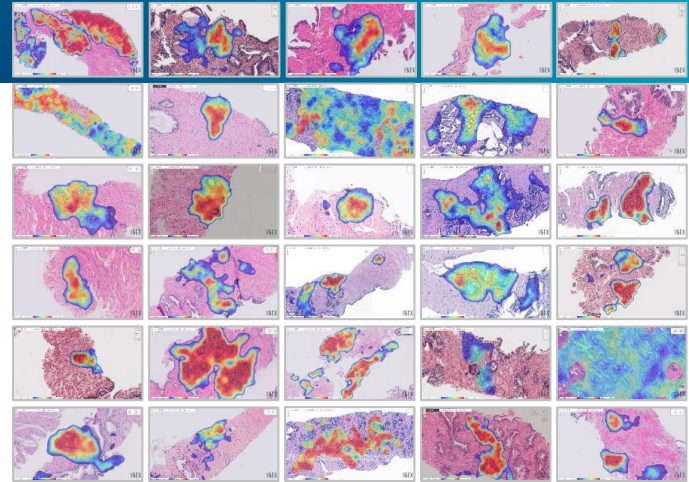
DP AI Impact

THE LANCET
Digital Health

An artificial intelligence algorithm for prostate cancer diagnosis in whole slide images of core needle biopsies: a blinded clinical validation and deployment study

npj | breast cancer

Validation and real-world clinical application of an artificial intelligence algorithm for breast cancer detection in biopsies



The future of DP AI adoption

■ Challenges

- Upfront investment with no reimbursement in place
- Lab transformation requires changes to IT, workflow and medical practice itself

+ Opportunities

- Transform the practice of pathology to give patients more accurate results faster
- Improved patient care can lead to downstream revenue and generate tangible ROI
- Early movers will achieve competitive advantage
- Recognize business value quicker with application centric deployment

We must come together to move forward and improve patient care

IBEX  THANK YOU