

ALLIANCE 1-SLIDE BREAKOUT SUMMARY SLIDE: **PAYOR** SESSION: **1**

Key elements, next steps, timeline

1. Not only through payors, internal benefits for the field
2. TAT, staffing, throughput
3. Build business case around diagnosis: delayed, missed, outside consults

Pros for Patient, Clinical, R&D, and regulatory

1. Decreased administration
2. Increased Quality
3. Same – and potential for better

Breakthrough
Innovation.
Mock
Submission.

Concerns for patients, clinical,
R&D, and regulatory

1. Lack of compelling use case
2. Increased cost
3. Decreased reimbursement
4. Breakthrough device pathway existing (eg. mock submission)

Implications and efforts

1. Not every single use case can go through an individual approval process
2. Cost-containment coming from government

ALLIANCE 1-SLIDE BREAKOUT SUMMARY SLIDE: **PAYOR** SESSION: **2**

Key elements, next steps, timeline

1. Education on value proposition of digital pathology as building blocks
2. Second opinion is a standard of care

Pros for Patient, Clinical, R&D, and regulatory

1. Is digital pathology a marketing tool?
2. Podcasts/ web-session?
3. Patient perspective on digital pathology (eg. do patient like the idea, such as patients like the idea of robotic surgery)

Patient
Preference
Input.
Material release
form.

Concerns for patients, clinical,
R&D, and regulatory

1. Initial cost
2. Misinformation
3. Lack of compelling use case
4. Direct to consumer threat?

Implications and efforts

1. Survey via Patient Advocacy groups
2. What do patients want?
3. Likely: Accuracy, Timeliness, would likely not say “digital path”
4. Studies to demonstrate
5. Material release form