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To our friends and families,

Monday, August 7, 2017

**Slideless** is an early-stage Pathology software startup. We help Anatomic Pathology labs migrate from glass microscopes to Digital Pathology. Slideless' unique [Pathology Imaging Ecosystem](#) streamlines the adoption of computer-aided diagnostics, so Pathologists can get the most out of their investments in slide scanners, storage, and enterprise IT infrastructure.

Slideless hit the road in July, visiting Pathology labs and healthcare systems, working with channel partners and algorithm developers, and connecting at conferences – **here's highlights:**

- Discovery Encounters with Pathologists and hospital administrators helped define our **Digital Pathology Readiness Profile** – a rubric for qualifying leads. All labs are interested in digital imaging applications and workflow implications, but surprisingly few are ready to take the plunge.
- Preliminary agreements with **Channel Partners** are starting to bear fruit, connecting Slideless with our customers' customers. Each project expands the integration and interoperability of the Pathology Imaging Ecosystem, so healthcare systems can combine their imaging hardware and Lab Information Systems with diagnostic algorithms and high-performance telemedicine apps.
- Computer-Aided Diagnostic developers are eager to apply the **Open Algorithm Standard**, giving them access to Slideless' whole slide image viewer, workflow tools, and Cloud-Supercomputer graphics acceleration. One research application will run a batch of 10,000 whole slide images, to validate diagnostic accuracy on the way to production Clinical Applications.
- We also continued consulting with the FDA in July around the Indications for Use of individual components of the Pathology Imaging Ecosystem – a combination of Class-1 Medical Devices, Class-II De Novo and 510(k) regulatory classifications. Certain partners may also pursue the Lab Developed Tests (LDT) compliance pathway, which falls under the Clinical Laboratory Improvement Amendments (CLIA) program.

#### Customer Discovery

*"Pathology labs have a choice. They can do more work for less money, or they can adopt tools to make them more efficient."*

Stephen Schmechel, MD, PhD  
Acting Chief of Pathology  
UW Harborview Medical Center

[Previous newsletters](#) are online at [www.slideless.co](http://www.slideless.co), along with our [free demo app](#).

Cheers,

Bob, Chris, David, Jeff, and Josh

