DIGITAL PATHOLOGY ON DEMAND

Digital Pathology On Demand (DPoD) is a solution which improves the lab's ability to collaborate and function efficiently. It converts physical glass pathology slides that are in storage into digital images, and data about the slide (known as metadata) is captured to link the slide image to the patient's medical record.

DIGITAL PATHOLOGY ON DEMAND PILOT

Extensive customer research done by Iron Mountain's Innovation Team reveals that Digital Pathology On Demand enables quicker slide retrieval, increased access for collaboration anywhere, and improves efficiency while maintaining end-to-end security for time-sensitive retrievals from storage.

We are actively seeking customers who have pathology assets stored at Iron Mountain, are currently performing more than 20 slide case retrievals weekly and who are interested in becoming early adopters of Iron Mountain's Digital Pathology on Demand product.

## HOW CAN DIGITAL PATHOLOGY ON DEMAND CREATE EFFICIENCIES?

Since the DPoD process converts physical glass pathology slides that are in storage into digital images, the solution is a combination of professional services, hardware, and software that improves speed and access to high-value slide images. The data about the slide (known as metadata) is captured to link the slide image to the patient's medical record. This can be done as individual slide requests, requests for specific groups of slides, or in bulk to establish a library of pathology images. This offers a clear advantage to pathologists who work in hospitals, clinics, and clinical laboratories and also to clinical and academic researchers.

HOW CAN DIGITAL PATHOLOGY ON DEMAND HELP LAB MANAGERS?

Digital pathology is a solution which improves collaboration with rapid and secure retrieval and sharing of slide images, while cost-effectively creating backup copies of your slides, managing long-term storage, and maintaining the chain of custody while safeguarding PHI.

These digital slides are requisitioned by you and made available to you electronically through our secure Image Viewer system, saving you the time and hassle of physically managing the slides.

Ultimately, DPoD eliminates the wait for delivery of physical assets from archival storage, enabling management of shared images in a secure and scalable digital environment. You can also search, annotate, and share images to facilitate collaboration and archive them for future use.
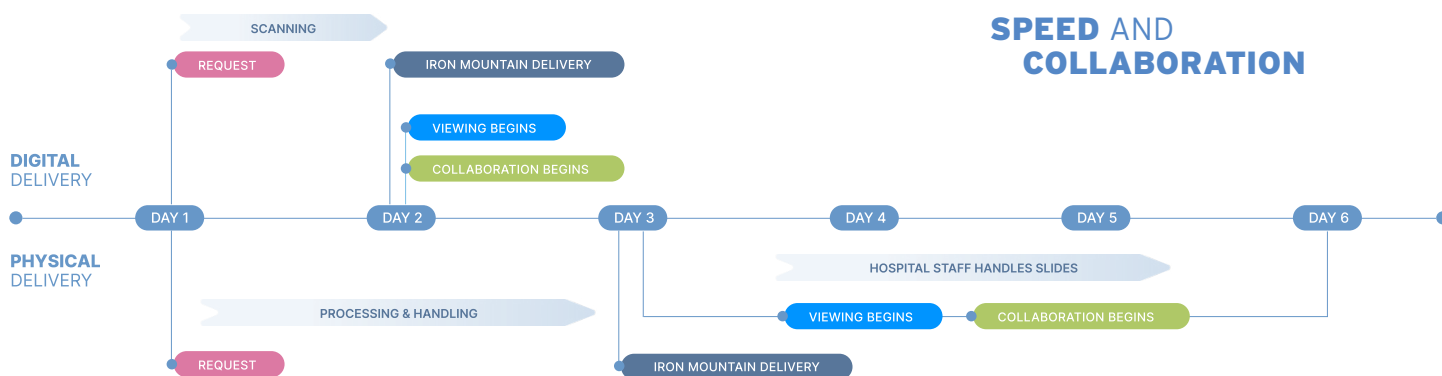
WHY IS IRON MOUNTAIN INVESTING IN THIS CONCEPT?

Iron Mountain holds many types of assets, including more than one billion pathology assets – such as glass slides and paraffin blocks that contain tissue specimens – many of which are held in College of American Pathologists-compliant storage. Our concept will help our customers generate value from these assets while addressing two very real concerns: The critical shortage of pathologists, and the increasing need for research into diseases that affect both individuals and global populations.

With DPoD, we can extend more value to our customers while removing roadblocks that prevent them from focusing on the health problems at hand.

The Iron Mountain DPoD solution also builds on the trust our customers have placed in us for the safe and secure management of their pathology assets. The solution leverages ourworld-class chain of custody processes, our centers of excellence in scanning, and our expertise in secure physical storage and data and image archiving.

IS AN OFFERING AVAILABLE NOW?

Our Innovation team currently has a working prototype with a world-renowned teaching hospital while working with a team of industry experts to refine the ideal solution. We are finalizing the Pilot which will run in two Centers of Excellence and are currently recruiting organizations to participate in this pilot program.
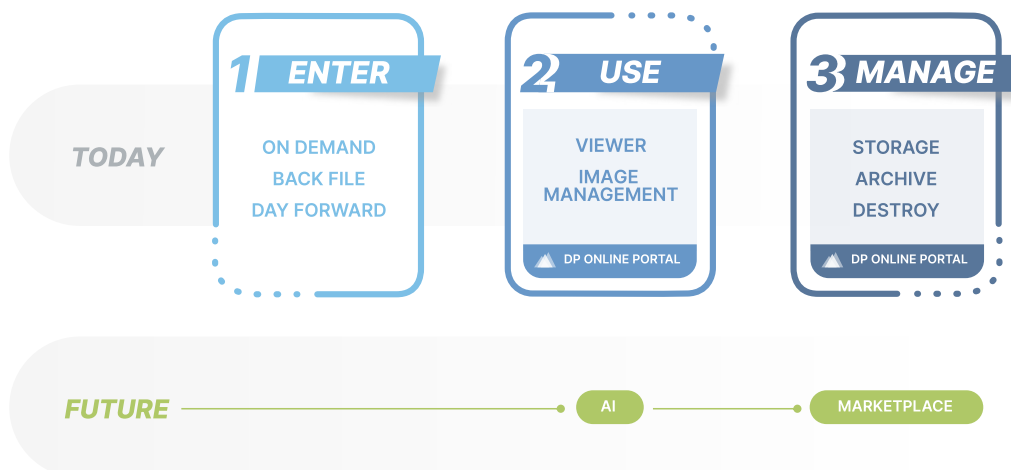
HOW DOES THE PILOT PROGRAM WORK?

In our pilots, the customer will have access to our brand-new pathology slide scanning capabilities, through our on-demand, backfile or day forward ingestion processes.

Pilot customers will receive at-cost pathology slide scanning for bulk and on-demand slides for a period of up to 6 months. The customer will access the digitized slides throughout the pilot through a pre-selected digital pathology viewer. The digital images will be stored in secure Iron Cloud storage for a period of 12 months.

The number of slides which will be scanned will not exceed 25,000 per customer during the pilot phase. Customers wishing for larger scanning can absolutely be accommodated, please contact your sales rep for options outside of the pilot program.

At program's end, the customer can choose to retain the images in Iron Cloud storage at market rate, export the images, or request secure digital image destruction. This will not impact the physical slides stored, those are secure in your existing Iron Mountain location.

Pilot customers are expected to provide usability feedback and feature enhancement requests in at least two 45-minute feedback sessions over the 6-month period. They are requested to provide a quote at the completion of the pilot for use in future marketing materials where allowed.

	1 ENTER	2 USE	3 MANAGE
TODAY	ON DEMAND BACK FILE DAY FORWARD	VIEWER IMAGE MANAGEMENT ▲ DP ONLINE PORTAL	STORAGE ARCHIVE DESTROY ▲ DP ONLINE PORTAL

FUTURE ——————————— AI ——————— MARKETPLACE

HOW DO I QUALIFY AS A PILOT CUSTOMER?

We are looking for US based pilot customers - Ideally Research organizations, veterinary, or hospital locations with more than 20 slide case retrievals per week. The ideal customer will have an existing relationship with Iron Mountain where they are already conducting "On Demand" services such as Image on Demand, X-ray on Demand or Fiche/Microfilm On Demand.

WHEN WILL THIS SOLUTION BE GENERALLY AVAILABLE?

We are gathering input now from customers, experts, and suppliers, and expect to have more information in 2023. Externally, we are encouraging customers to share their needs with us through their customer representatives. Internally, we are taking an aggressive approach toward bringing the right solution to market.

FOR MORE INFORMATION, PLEASE CONTACT YOUR IRON MOUNTAIN SALES REPRESENTATIVE FOR ADDITIONAL DETAILS.

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