

For our customers who prefer “Fee-Per-Use” Business Model :

We will convert your existing Pathology Lab to Digital by deploying our Whole Slide Scanners, our workflow management software, our image management/distribution system and our diagnostics tools as well as storage solutions. Above all, we will commit you “Uptime Warranty” based on the option you selected.

Other WSI vendors recognize %100 of their revenue the first day of clinical use and attach an associated yearly maintenance fee. This model is inherently flawed because, although the system may be correctly specified when the initial contract is signed, specifications may change during the contract period : patient volumes (slide numbers) increase, new sites need to be added, and both hardware and software need to be updated. In this scenario, the customer pays for the product before implementation and is ultimately responsible for the subsequent unknown costs-making it very difficult for hospitals to understand the Total Cost of Ownership (TCO) of the WSI system over the contract period.

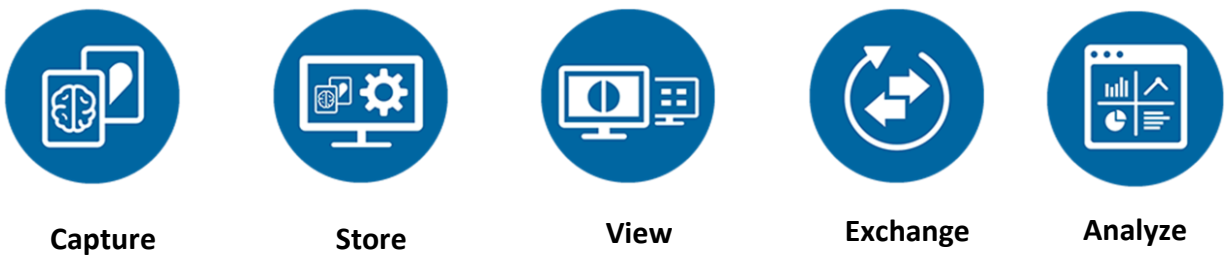
### Pilot Programme

Our “no risk” pilot programme within an agreed-upon period of time allows you to evaluate the technical feasibility and clinical experience of WSI system deployment, giving you a soft copy image management experience before committing to a contract. Our solutions are designed to be implemented within weeks.

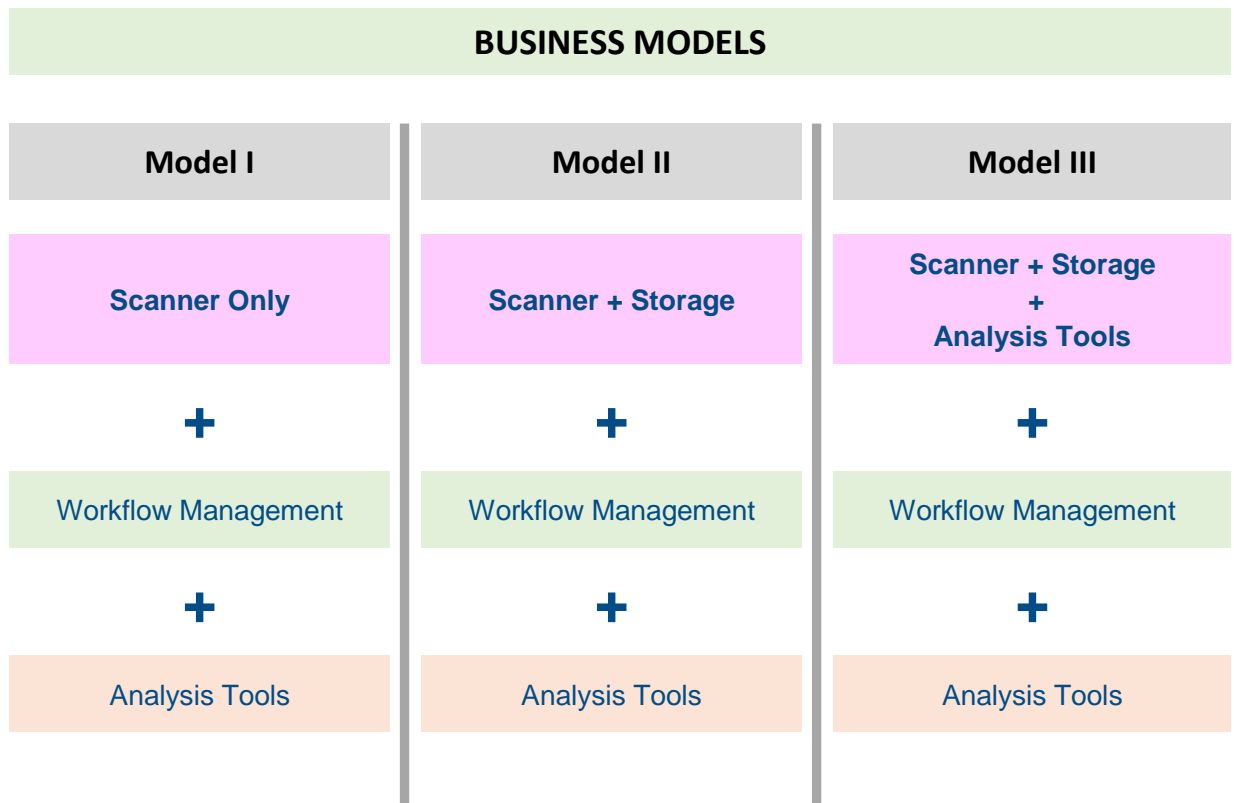


Additionally, we can monitor all systems on a minute-by-minute basis via remote access, to minimize potential downtimes.

Based on your pathology lab business volume, you will provide us a “**guarantee minimum**” defining the minimum number of slide scans that will be performed over the agreement period. In return, **we will offer you a fee per slide scan**. In this business model, you will not need to make any capital investment and instead of making pre-determined payments, **you will be charged according to your usage: the more you earn the more you will pay and vice versa**.



You can prefer any of the following business models according to the needs of your organisation. In addition, you can upgrade your existing service model to higher service level agreement or increase your “Slide Scan” capacity in any time.



## BUSINESS MODELS

### Model I

- Your needs will be analyzed
- Alternative offers that answer best your needs will be prepared.
- The Scanner(s) will be installed in your lab.
- Workflow management software will be installed (optional).
- User trainings will be organized.
- 24 x 7 remote service infrastructure will be established to ensure uninterrupted operation.
- After-Sales Support and remote service support will be provided during the agreement period.
- Version upgrades/updates will be provided free of charge during the agreement period.

### Model II

- In addition** to the services provided within the scope of “Scanner Only” Business Model, we will provide you the following services within the scope of “Scanner + Storage” Business Model.
- Based on your slide scanning capacity per month, we will analyse your storage needs and will provide you high-speed storage solution with enough capacity.
  - According to your preference, we will either install the “Storage Unit” in your own facility (In-House Storage) or in our own facility or in the cloud.
  - In case you have a strategy to keep all of your data in a “Central Storage” located in your institution, we can also integrate our systems to your central storage unit.
  - In case we provide you the “Storage Unit”, we will provide you the same “uptime warranty” as we do for our scanners.

### Model III

- In addition** to the services provided in the scope of “Scanner + Storage” Business Model, we will provide you the following services within the scope of “Scanner + Storage + Analysis Tools” Business Model.
- We will provide you analytics tools that will help analyze the slides.