

# MED TECH

*OUTLOOK*

YEAR END SPECIAL  
EDITION



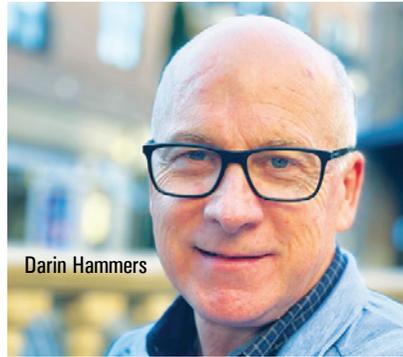
# DYSIS Medical

## The Crafting of Excellence in Colposcopy

Cervical cancer is a common and serious female malignancy in incidence and mortality, with an annual estimation exceeding 500,000 cases globally. Early and accurate diagnosis is key for prevention, and colposcopy plays a crucial role in this by detecting precancerous or cancerous lesions. The limited sensitivity of colposcopy, however, hinders the efficacy of the entire diagnostic chain. The procedure is subjective and strongly dependent on a number of aspects, including the experience of the operators and physicians. While significant advancements have been made in screening by cytology and HPV testing, no innovation or advancements have been made in colposcopy in the last hundred years, leaving the medical science community with no better way of evaluating women with a positive screening test to identify abnormalities. It is this narrative that DYSIS Medical, an innovative medical technology company, intends to change.

Established in 2006, DYSIS Medical has introduced a crucial breakthrough in the space of cervical cancer prevention. This medical device company, based in Greater Boston, develops, manufactures, and markets imaging systems leveraging advanced technology to improve early, non-invasive, in-vivo detection of cancerous and precancerous lesions. The company offers computer-aided cervical mapping, an innovative technology that assists healthcare professionals to perform colposcopy with precision and detect cervical lesions distinctly, thereby revolutionizing the current colposcopic assessment of cervical abnormalities.

What makes DYSIS Medical distinguished is that rather than



Darin Hammers

disrupting or altering traditional colposcopy, the innovative approach stands by the conventional procedures coupled with additional tooling to enhance the abilities of the physicians. “Our technology addresses the gaps of traditional colposcopy that often limit healthcare professionals concerning biopsy selection, documentation, storage, longitudinal tracking, and patient experience,” says Darin Hammers, CEO of DYSIS Medical.

DYSIS Medical is the trailblazer that replaces the outdated optical colposcope with a new advanced digital system that objectively quantifies acetowhitening during colposcopy. The product utilizes software algorithms that take an image every few seconds during acetowhitening, then stacks those images on top of each other and analyses them, generating a color-coded map. The DYSISmap, a detailed overview of cervical acetowhitening, assists physicians in choosing the optimal biopsy option.

The strengthened diagnostic ability when using the DYSIS colposcope in guiding cervical biopsy thereby accelerates cervical cancer prevention. “While the diagnostic sensitivity of traditional colposcopy is 50-60 percent, the largest US-based colposcopy study

to date, the IMPROVE-COLPO study, demonstrated an increased detection of patients with high-grade lesions by 44 percent when the DYSISmap was used for biopsy selection after a thorough visual colposcopic assessment,” explains Hammers.

As an add-on to its solution, DYSIS Medical also provides clinical support to the clients, facilitating the usage of the colposcope and supporting them in their initial cases. “Our team ensures all users are comfortable with how the product integrates into practices and existing processes, its advantages, and utilize it moving ahead,” adds Hammers.

Shedding light on the remarkable advantages of the DYSIS colposcope, Hammers mentions the story of a physician who uses DYSIS. During an initial colposcopic examination, the physician couldn't find any abnormalities pointing toward precancerous or cancerous lesions. However, after reviewing the DYSISmap, he decided to biopsy an area highlighted in the map, finding CIN3, the stage right before cervical cancer, and was taken aback by the fact that without the DYSIS technology, he could have missed that disease.

Forging ahead with steady growth from no sales team to 21 dedicated US sales representatives, the future is bright for DYSIS Medical. The company is set to extend its workforce and infrastructure and mark a substantial position globally in the OB-GYN space. “With the DYSIS colposcope, we believe, a \$500 million OB-GYN market can be raised to a billion-dollar market in the next three years. We are one of the few companies that focus just on colposcopy and its advancements,” Hammers said. 