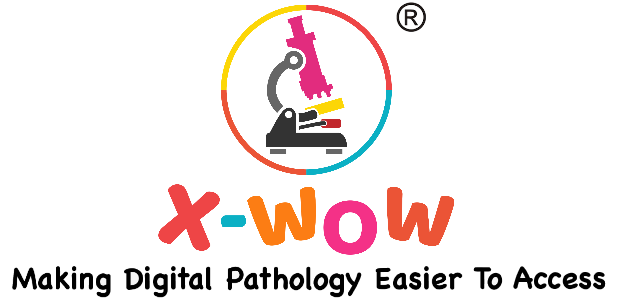
# Receive a Free Whole Slide Scanner/Microscope

# Help to Erase Pathology’s Borders



# Our Goal

X-WOW is a social enterprise aiming to establish a digital diagnostic network to erase pathology’s borders which allows pathologists from all around the world to make diagnostic decisions together digitally, remotely, rapidly and confidently, through 3 easily accessible digital pathology solutions, which are:

1. **“X-WOW Whole Slide Imaging System”:** a smart software and a tiny camera piece that turns your microscope into an intelligent whole slide scanner.
2. **“Digital Diagnostic Platform”:** an online platform thatconnects pathologists in need and global talents who can help for diagnose or second opinion, at an affordable price, or even voluntarily.
3. **“Retired microscope/scanners Back to Shine”:** we rehome retired microscopic equipment to support pathologists in need.

**Currently we are offering numbers of Leica Aperio CS2 scanners (RP) with workstations and microscopes to hospitals/labs for free where there is:**

1. urgent needs for digital remote diagnosis but can’t affordable a whole slide scanner.
2. sufficient IT/human resources to utilise the equipment.
3. commitment for long term collaboration with X-WOW to assist further development of the digital diagnostic platform.

If you believe you are eligible, we are here to help. However, we will need you to justify your reasons, to make sure you are worthy the equipment that worth $90,000 and we can rely on you for future collaboration. Therefore, please make sure to answer all the questions, and please be specific, and be as details as possible, and also be creative. Certainly there are questions we have not considered and provided in this application, so it’s important to tell everything you want us to know.

1. Tell us about your background, why did you choose pathology and what are you doing now?

2. Tell us about your lab in need, history and current, and what/how many slides do you make. Is there a website?

3. Tell us about your patients, what are the most common diseases, and what’s their needs.

4. How much do you know about digital pathology and what experience do you have to use digital pathology for routine clinical diagnosis.

5. There are several low cost whole slide scanners existing in the market that cost £4000~£20000 to serves the same purpose, for example our X-WOW whole slide imaging system (x-wow.com/wsi). Please explain why any of these is not an option for you.

6. If we are providing you a whole slide scanner, what difference/impact will you make with it? What are the achievement that you can bring to life but not the top tier labs in the world.

7. The hospital/lab should have sufficient human resources, IT support, enthusiasm, and a creative mind to make the best use of these machine, so the machine do not collect dust and maximise its potential to help patients. Please also note that once the equipment is setup, we will not be guaranteed to provide further support such as equipment maintenance and repair. Please tell us the IT/human resource you have and explain your solutions to the above potential challenges.

8. Please share photos of the current situation of your lab (the more the better, ideally 10-50). If you are successful, we would request you to share more photos and feedback on the monthly basis to keep us updated. We would also like to use them to write articles, media, publish on websites and social network. Please let us know if you are happy with this.

9. What do you see the potential of digital pathology and artificial intelligent for remote diagnosis? For your organisation, and the rest. And what’s the possibility/requirement for us to gain access to your past cases (at large volume) for developing AI-based tool to benefit your lab and the rest?

10. How do you currently manage the pathology workflow. What information management system do you use at the moment

11. What’s your needs for remote consultation? How is it being done at the moment when 2nd opinion or primary reporting is required from pathologists from a different hospital and how often do you need this. If possible, please share the cost and from where do you receive this service from?

12. If there is any, please provide leads of:

* Other hospitals that might be also eligible for a scanner.
* Funding source (local charity organisation, philanthropists, venture capitals).
* Media support that could help promoting our work.
* Pathologists who are willing to contribute (2nd opinion/primary diagnosis/education)

13. Is there anything else we need to know? For example, potential issue when the shipment entering the custom.

14. Is there a battery back-up system for the scanner to protect it from fluctuations in voltage and black-outs?

15. Do you purely rely on free consultation, or is there any \*paid\* consultation are being done now (or required in the future), if yes, please share the cost and from where do you receive this service from? How much means ‘affordable’ for you?

16. We have so far received quite a number of interests from pathologists in the EU/US/UK/Brazil who are willing to offer remote consultation voluntarily or as a service with discount. What are the requirement and factors that should be considered, e.g. regulation, quality control, laws, insurance for malpractice etc before they can offer services for your lab regularly.

17. If the machine is handled with care it should be able to run for long term, however, in case it breaks unexpectedly or require service, how exactly would you have it repaired or serviced? The equipment is approximately 12.5 inches (W) x 19 inches (H) x 20.5 inches (D) (318 x 465 x 502 mm) and Approx. 55 lbs (25 kg). If you are sending it to a different country for service, how reliable is the local postage service, is there a access to DHL/UPS etc.

18. What is the ONE OTHER equipment that are urgently needed for the pathology lab at your lab?

19. How reliable is the internet connection at the hospital and what’s the speed? Please visit <https://www.speedtest.net/> and provide a screenshot of the test result. How good is your computer and how many are there?

20.How do you currently manage the pathology workflow? Is there an information management system currently being used at the moment?

To briefly introduce our goal at X-WOW: we have previously prototyped a very simple online information management system where you can submit a ‘task’ that include: a link to InstaSlide and clinical information of the case. The concept is for more hospitals in need to submit their request and the pathologists who contacted us previously can offer their support through this platform. At the moment it’s under development and require feedback for improvement. You are very welcome to have a look and play around, please visit <https://x-wow.org/> and login with username: [DEMOuser@x-wow.org](mailto:DEMOuser@x-wow.org) and pw:11111111

21. Do you think a cross-country platform like this is going to be desperately needed and useful for the pathology lab at the hospital? Or only very limited cases may require it.

22. Is there any similar ways/products to achieve the same goal?

23. What are the most important features that you think should be included that we have not considered.

24. How feasible do you think you will be able to use our platform routinely and provide feedback to help to improve the platform until it is ready to be used globally?

25. What are the potential challenges and what’s your suggestion to prevent the challenges, e.g. hospital staff not being able to assist with our request, regulation, patient data protection etc.

26. how do you make sure the equipment is securely stored?

27. What’s the total responsible patient population in the town, %? The situation of the surrounding hospitals, local hospitals (how many, has or does not has this pathology service). Do patients go to other hospitals? What are the potential to expand the service of your lab to serve more patient and more hospital if you are given the scanner and potentially remote assistant from other countries?

28. What’s expected improvement after introducing digital pathology? Please provide estimated statistic (quantitatively), please explain your analysis. For example, average cancer reporting time reduced from xx days to xx days. Diagnostic rate improved for xx %, etc.

29. Are you able to provide international shipping for the scanner (~£1000)? Do you need sponsorship for the shipping as well?

Please sign the application, and return it to [admin@x-wow.com](mailto:admin@x-wow.com)

Once your application is received it will be reviewed by a panel of experts in digital pathology. Please note that we are currently receiving high volume of applications, but we will contact you again by email to let you know whether or not you have been selected to receive a scanner.

Once you are accepted, we will move on to the next stage and prepare the official loan agreement. The scanner will be provided for a fixed period of time and the contract will be renewed every 6 months, depends on your performance.

We look forward to hearing from you!

Sign:\_\_\_\_\_\_\_\_\_\_\_

Date:\_\_\_\_\_\_\_\_\_\_\_