



About SkinView

SkinView is developing a point of care solution for diagnosis of skin cancer and skin lesions which transforms a smartphone into a dermatoscope. This includes a proprietary camera enhancement to capture clinic quality images in the field.



Impact

The ANDHealth program performed a deep third party review of the technology and commercial environment, as well as hardware and AI opportunities, and based on this information, provided the company with a several recommendations. The non-profit, non-equity taking model allowed ANDHealth to remain free of conflicts of interest and for the industry advisory panel to give impartial business assessment and independent business strategy advice. These findings and recommendations suggested that the company was not immediately VC ready. The ANDHealth+ program also supported a piece of regulatory advice to support the companies preferred initial commercialisation pathway, to gain early revenue through device sales. This regulatory work assessed if the dermatoscope is classified as a medical device and, if so, recommend inclusion of the dermatoscope as a medical device on the Australian Register of Therapeutic Goods (ARTG) in Australia in preparation for sale.

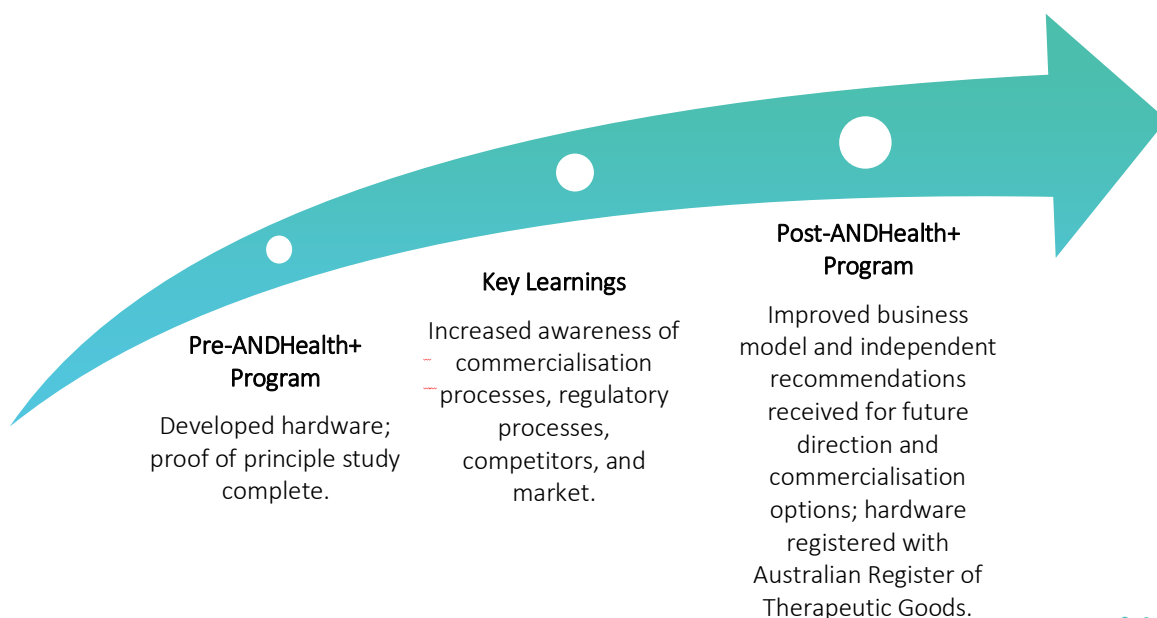
Testimonial



“The advice and recommendations from the ANDHealth+ Program were of high value to SkinView. The non-profit, non-equity taking model allowed ANDHealth to remain free of conflicts of interest and for the industry advisory panel to give impartial business assessment and independent business strategy advice. The third party review of the technology and commercial landscape, both hardware and AI opportunities, provided the company with a suite of recommendations based on this independent information. The feedback that we should not raise capital on the business as it stands today, and that the assets are better suited to a partnering model was incredibly valuable, saving time and focusing the use of existing shareholder funds. ANDHealth+ delivered over \$270,000 of value and saved us time, money and reputation.”

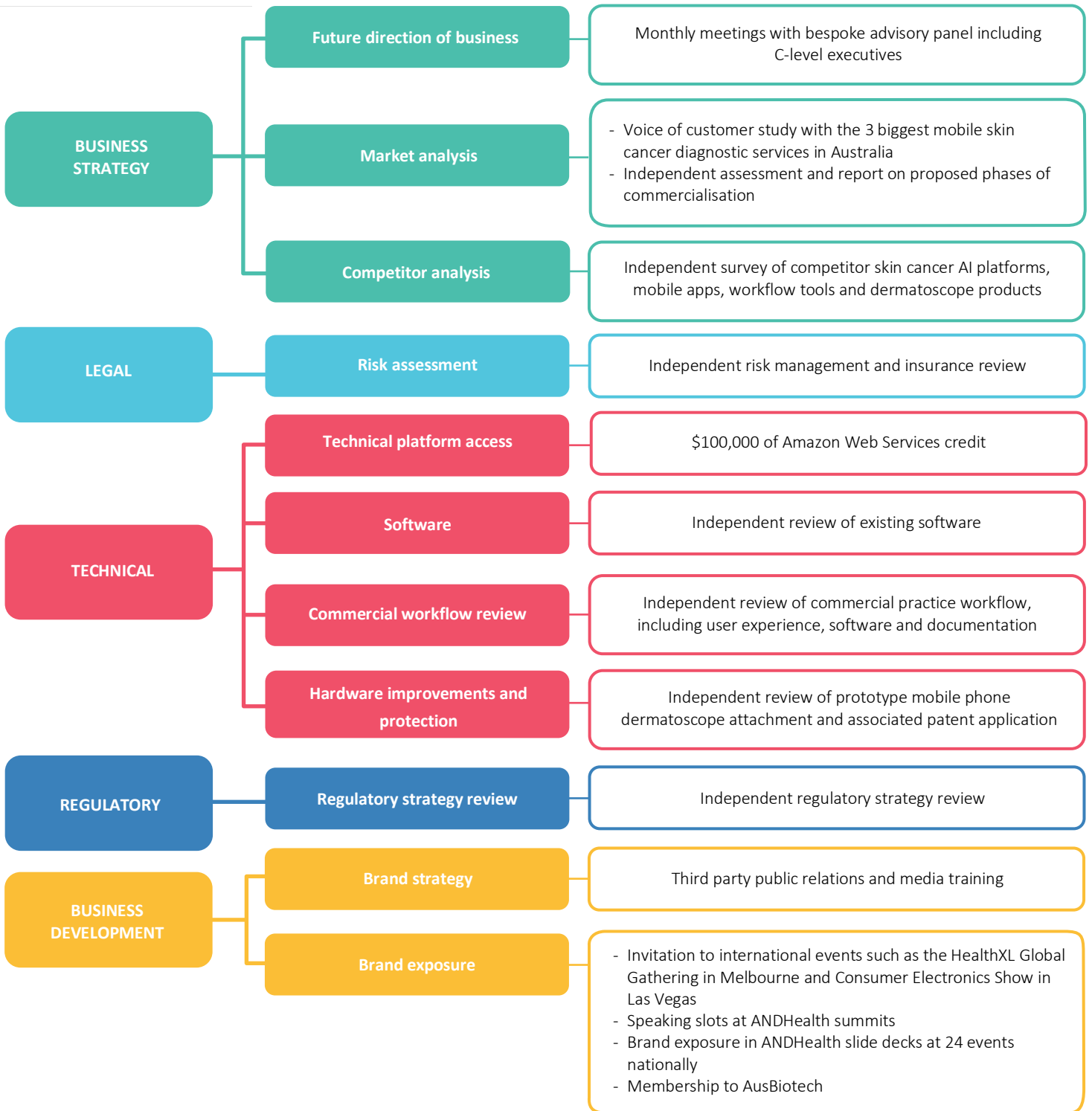
Sarah Richardson, General Manager, GP2U

SkinView Progress



*Note: Content in this case study has been approved by SkinView

Opportunities Delivered by ANDHealth



SkinView and ANDHealth

SkinView was selected from over 50 companies to be part the ANDHealth+ 2017 program. The ANDHealth+ program assists Australian mid-stage digital health companies to meet key investor, partner and customer requirements around clinical and commercial validation. ANDHealth+ requires no equity consideration, provides the company with a bespoke advisory panel, ANDHealth, contributes A\$60,000 to securing relevant third-party expertise and cohort companies also benefit from over \$150,000 worth of in-kind offerings, including technical platform services, media & communications, insurance, human resources, intellectual property and legal support.