



C O R P O R A T E F A C T S H E E T

Overview:

Aperio is digitizing pathology. We provide systems and services for digital pathology, which is a digital environment for the management and interpretation of pathology information that originates with a digital slide. Our ScanScope® scanning systems, Spectrum™ software, and image analysis algorithms improve the efficiency and quality of pathology services for pathologists and other professionals.

Our award-winning ScanScope slide scanning systems are based on a patented (line-scanning) method that delivers unprecedented performance. The ScanScope creates a digital image of an entire microscope slide at giga-pixel resolution in minutes, with inherently superior image quality.

Our Spectrum information management software delivers integrated digital slide creation, viewing, management, and analysis capabilities to pathologists, including software that enables digital slides to be viewed and analyzed on a computer monitor from anywhere in the world. Our image analysis algorithms are fully integrated into the ScanScope system and provide quantitative analysis of entire digital slides.

A leader in digital pathology, our solutions benefit any enterprise faced with increasing workloads, proliferation of new tests, chronic shortages of qualified histology lab staff, and a growing need to service remote areas.

Founded:

1999

Employees:

162

Customers:

Aperio's digital pathology solutions serve a global pathology market, including the hospital, research, education, reference labs, and biopharma segments. Applications include remote viewing, archival and retrieval, tissue microarrays (TMAs), toxicology pathology, telepathology, image analysis, and workflow systems (PACS).

Distribution Channel:

Aperio's products are sold through a direct sales force in North America and Europe, as well as through a network of global distributors and value added resellers.



CORPORATE FACT SHEET

Senior Management:

Dirk G. Soenksen, Founder and Chief Executive Officer

Ole Eichhorn, Chief Technology Officer

Dr. Martin Stuart, Senior Vice President, Sales and Marketing

Anne Brumme, Vice President, Operations

Gregory J. Crandall, Vice President, Engineering

Richard Middelberg, Chief Financial Officer

Kevin Whiteley, Vice President, Customer Relations

Kathy Zirker-Smith, Vice President, Strategic Initiatives

Board of Directors:

Steven P. Novak, Chairman of the Board, Aperio; President, Palladio Capital Management LLC

William Burke, President, Emergent Technologies

Norman Dann, Former Partner, Pathfinder Venture Capital Funds

Martin Felsenthal, Partner, HLM Partners

Mark J. Gergen, J.D., Vice President, Business Development, Amylin Pharmaceuticals, Inc.

Tom Rodgers, Principal, Advanced Technology Ventures

Zubeen Shroff, General Partner, Galen Partners

Stephen Shapiro, Technology Partner, Advanced Technology Ventures and Galen Partners

Dirk G. Soenksen, Founder and CEO, Aperio

Products:

ScanScope Systems

- **ScanScope® Scanners:** ScanScope XT delivers high-throughput, ultra-fast digital slide creation; ScanScope CS combines dynamic telepathology and ultra-fast digital slide creation in a desktop footprint; ScanScope OS is a dedicated, oil immersion scanner; ScanScope FL Aperio's ScanScope FL addresses the growing demand for whole-slide scanning of slides stained with multiple fluorochromes; ScanScope GL is an entry-level scanning system, providing basic scanning functionality with the same superior quality
- **Spectrum™:** Digital pathology software that provides pathologists with the contextual perspective necessary to enable slide-based interpretations in a digital domain. Information, such as gross images, reports, and case histories, is displayed in context, and within the pathology department's existing IT infrastructure
- **ImageScope™:** Freely downloadable viewing software that makes digital slides accessible anywhere, anytime

Image Analysis: Entire-slide image analysis algorithms for specific applications such as nuclear and membrane scoring, micro-metastasis cluster detection, pixel counting, and more

Digital IHC Solution: A complete solution for immunohistochemistry (IHC) on a versatile digital pathology platform

Genie™ Histology Pattern Recognition: Trainable tool that identifies different tissue types across entire sections. Use with our image analysis tools for an automated, whole-slide image analysis solution



C O R P O R A T E F A C T S H E E T

TMALab™: Powerful management of high-density tissue microarray images

Spectrum™ Education: Entry-level software to make teaching with slides more efficient; package includes 50 slide scans

Professional Services: Activities that achieve your particular objectives in three key capability areas, including IT, configuration, and compliance services

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Aperio products are FDA cleared for specific clinical applications, and are intended for research use for other applications. For clearance updates, visit www.aperio.com.

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