DERMiSCAN

The problem
The number of dermatologists is insufficient to manage the demand for cancer vs. non-cancer differential-diagnoses. Therefore, non-specialists perform skin exams; their lack of expertise leads to a high number of biopsies performed, only 1/20 of which test positive for cancer.

Our solution
To reduce the high number of unnecessary biopsies, we have developed a portable device, that can be used by physicians who lack dermatological expertise. DERMiSCAN provides a non-invasive, real-time skin cancer screening with the same level of accuracy as that performed by dermatologists.

Unique value proposition
With the help of DERMiSCAN, any medical practitioner can perform highly accurate skin cancer screening.

“A portable device to screen skin cancer!”

TEAM MEMBERS
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CTI BUSINESS CONCEPT
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Top 3 findings

1. Who are your clients:
   Our primary customers are non-dermatologist physicians most frequently consulted to perform skin cancer screenings: private practice general practitioners and pediatricians, and those providing preventive care in hospitals.

2. How to make money:
   - DERMiSCAN device sales + fixed fee per test
   - Software leasing for R&D purposes

3. What gives you credibility
   DERMiSCAN involves Raman Spectroscopy (RS) technique. Over 1000 publications on RS application in skin cancer diagnosis alone are testament to its power. Our team comprises professionals with diverse expertise (chemistry, neuroscience, cardiology, business, RS), who have developed a great vision and strong approach for marketing this medical device.

Next steps
1. What are you going to do in next 6 month:
   - Fundraising for DERMiSCAN prototype
   - IP strategy: identify possibilities for patenting device and service
   - Clarify insurance / legal issues / regulatory situation required to develop and commercialize DERMiSCAN

2. What kind of support that you are looking for:
   - Coaching, advisor
   - Funding
   - Laboratory for R&D

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