Agilent to co-promote digital precision pathology solutions with Visiopharm

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Agilent Technologies, a global leader in life sciences, diagnostics, and applied chemical markets and Visiopharm, a world leader in AI-driven digital precision pathology software has announced that they have entered a co-marketing agreement.

Based on a joint vision of end-to-end quality and standardization of tissue diagnostics, the partnership will address the currently unmet needs of pathology labs around the world. The companies' shared goal is to provide specific technologies, products, and services that will improve the standardization of pathology labs and accelerate accurate diagnoses.

Agilent and Visiopharm will co-market Visiopharm's portfolio of artificial intelligence-driven pathology solutions.

Simon Østergaard, Agilent vice president and general manager of the company's pathology group said, "This partnership is an exciting step in our shared commitment in the fight against cancer. Agilent's market-leading portfolio of pathology staining management solutions combined with Visiopharm's digital interpretation solutions will help facilitate improved patient care and diagnostic accuracy. Together we will tackle some of the most critical challenges faced by pathology labs and pave the way toward the fully digitalized lab of the future."

Michael Grunkin, CEO of Visiopharm said, "The transformation into next-generation precision pathology is important to realize the full potential of tissue pathology in this dawning era of personalized medicine. This transformation requires a holistic approach to standardization along the entire diagnostic journey from biopsy to diagnosis. We are excited to be working with Agilent on precisely that. With their complementary product portfolio and longstanding legacy of innovation and quality in this field, we see a very strong match."

The co-marketing relationship will result in offerings that will improve the standardization of pathology labs and accelerate accurate diagnoses for their patients. Digital pathology is the future, although many labs have waited to adopt it due to the lack of choices currently available and the expense of adoption. This effort will enable labs to gradually adopt digital

technologies in a flexible and scalable manner.