

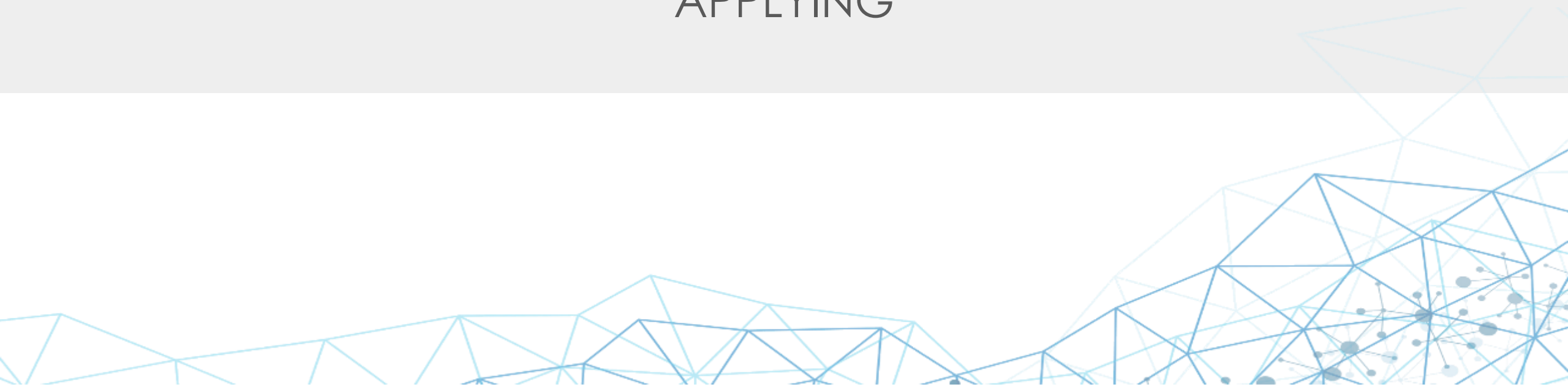


# SOLUTION MATCH

LEO Innovation Lab is looking for a large number of clinically validated images of skin conditions



PLEASE, MAKE SURE YOU HAVE READ CAREFULLY THE FOLLOWING  
DETAILED DESCRIPTION OF LEO INNOVATION LAB NEED BEFORE  
APPLYING





## ABOUT LEO INNOVATION LAB

LEO Innovation Lab is an independent unit, established by LEO Pharma as part of a long-term strategic decision to focus on patient needs. They don't develop medical treatments – instead, they look at all the aspects of everyday life that can affect a person who has a skin condition.

The solutions are focused primarily on e-Health and add-on devices. They have been established as an independent unit to create a smaller, more agile organization, where innovation can thrive and solutions be brought to market and tested faster.

## ABOUT LEO PHARMA

LEO Pharma develops, manufactures and markets pharmaceutical drugs to dermatologic and thrombotic patients in more than 100 countries globally.

To realise their vision of becoming the preferred dermatology care partner improving people's lives around the world, they are expanding into new regions and markets, reaching more patients and societies with drugs and therapies that address unmet medical needs.

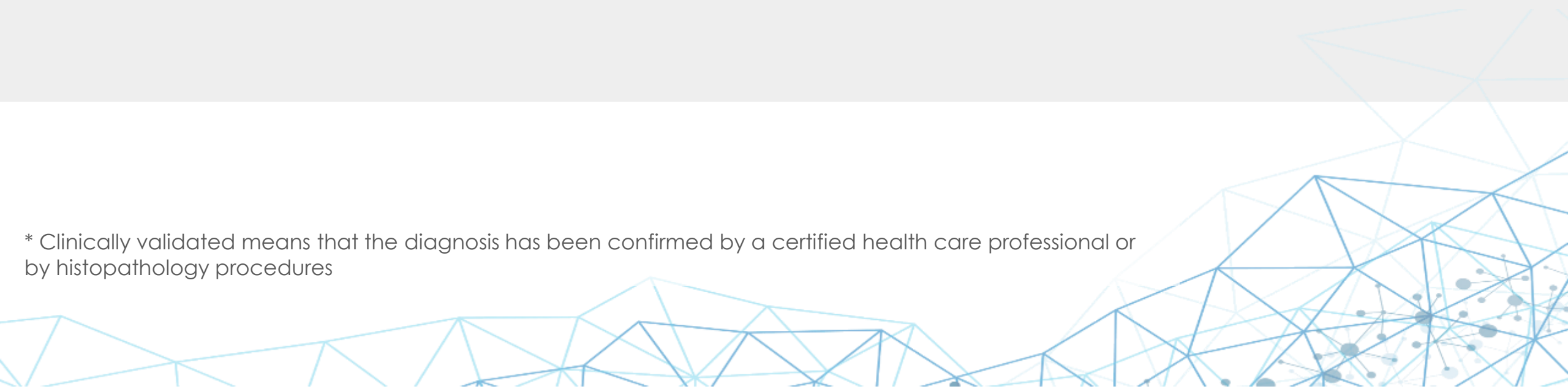
The company is headquartered in Denmark and is wholly owned by the LEO Foundation.



# THE NEED

LEO Innovation Lab is looking for large numbers of clinically validated\* images of skin conditions. The images must be tagged with a diagnosis and if possible with anonymized patient's information. Such images will allow LEO Innovation Lab to do research on the application of imaging technologies to support diagnosis, predictive and tracking solutions applied to skin diseases.

\* Clinically validated means that the diagnosis has been confirmed by a certified health care professional or by histopathology procedures



# IMAGES REQUIREMENTS

## Number of images

Applicants must be in possession of/have access to data sets with the size of > 1,000 data points

## Information required

- Clinically validated (tagged) images of skin conditions with diagnosis
- Ideally additional information related to each image (e.g. severity, disease progression and history, clinical data, patients' profile, etc)
- Device information

## Preferred diseases

Priority 1: Psoriasis, Atopic dermatitis (Eczema)

Priority 2: Acne, Rosacea

Priority 3: Other skin diseases, healthy skin

## Severity of diseases

All severities

## Skin Types

All phototypes (1-6). Pictures of phototype 6 and of patients from Far East Asian Ethnicities will be analysed separately given the different expression of skin diseases in these skin types

## Format of images

Different types of storing format (PNEG, JPG, TIFF, DICOM, etc) and compression ( Lossless, Lossy)

## Sensor / Spectrum

- Different channels (RedGreenBlue, Monochrome)
- Different spectrum captured: Visible, Depth, IR

## Regulatory requirements of data

- Ensurance that disclosure of images to LEO Pharma for secondary use is permitted and not in conflict with third party rights, including the rights of the patients, or applicable laws
- No personally identifiable information (including full facial images, visible distinguishing marks, names, social security numbers/public registration numbers)

# POTENTIAL BUSINESS RELATIONSHIP

LEO considers three different types of collaboration:

## **One time deal:**

LEO agrees to acquire or lease the database of images or a fixed number of data points from one or several applicants. This type of agreement happens only once. This collaboration type is expected to be formalized 2-3 weeks after the finalist companies have been assessed by the LEO team\*.

## **Continuous relationship:**

LEO agrees to acquire or lease the database of images from one or several applicants on an ongoing basis. This type of agreement can be formalized for a "test" period of time with the option to be renewed according to LEO needs and criteria. This collaboration type is expected to be formalized 2-3 weeks after the finalist companies have been assessed by the LEO team\*.

## **Joint Venture for data generation:**

LEO and one or several applicants agree to deploy initiatives with the purpose of data harvesting upon previous acquisition or leasing conditions negotiation with each applicant. This collaboration type is expected to be formalized several weeks after the finalist companies have been assessed by the LEO team and will require work meetings to define the collaboration scheme\*.

\* Upon agreement on the financial compensation for the data

# TIMELINE



**LAUNCH CALL FOR APPLICATION**

**6 Dec 2017**



**APPLICATION PERIOD CLOSING**

**19 Jan 2018**



**REVIEW OF APPLICATIONS BY LEO**

**30 Jan – 30 Mar 2018**



**FINAL FEEDBACKS FROM LEO AND BEGINNING OF  
NEGOTIATIONS**

**30 Mar 2018**





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