

**Business Situation**

- Foster Rosenblatt was engaged to develop a landscape assessment of the tissue journey for patients with Acute Myeloid leukemia (AML), Multiple Myeloma (MM) and Diffuse Large B-Cell Lymphoma (DLBCL)

**Approach & Methodology**

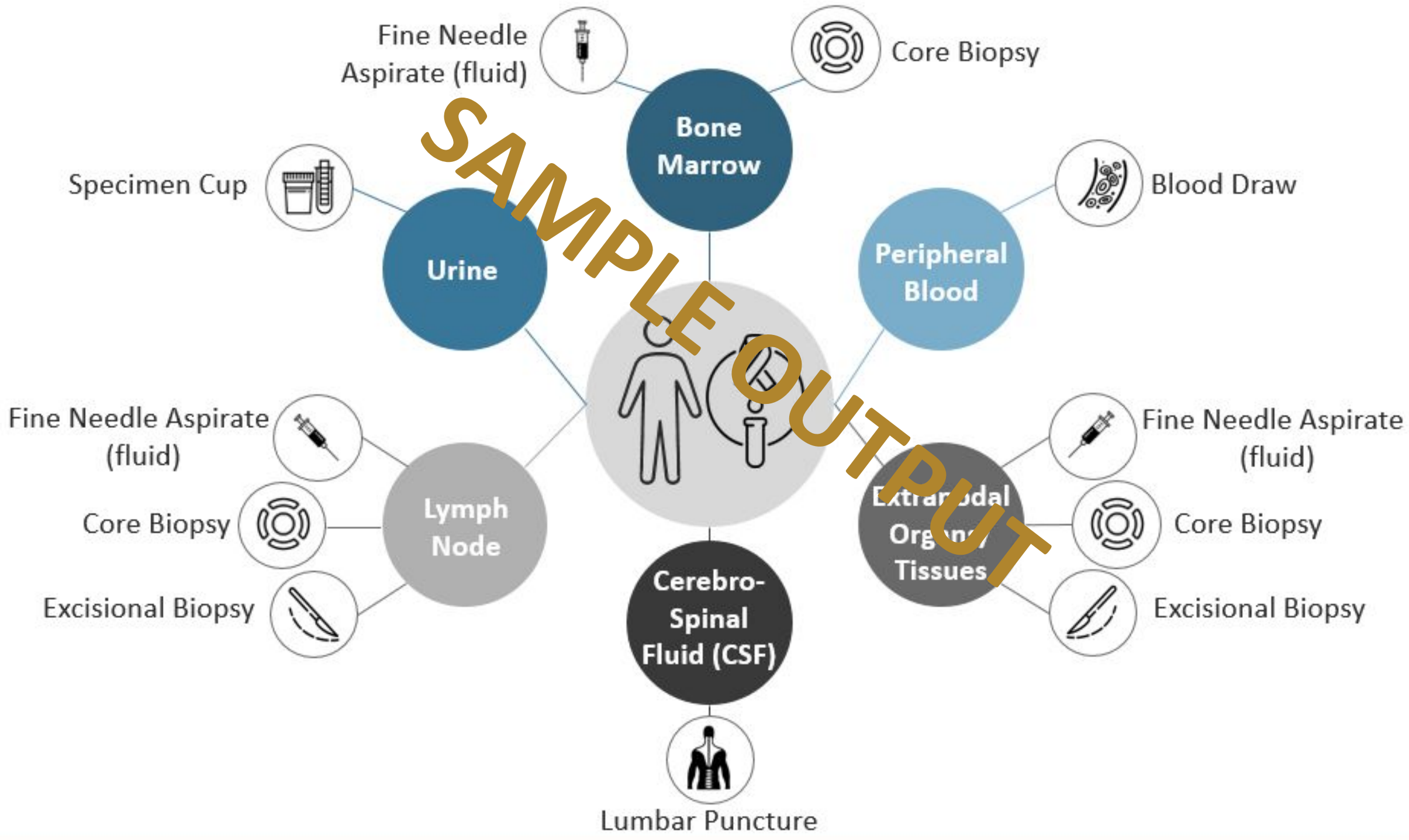
- Conduct a detailed review of all available secondary databases and literature the current and future clinical management practice, existing marketed compounds as well as the current level of unmet medical need, particularly with respect to tissue and fluid sample collection and molecular testing
- Targeted qualitative primary market research was conducted with 7 hematologists and 5 pathologists to provide further insights, beyond the available secondary data available

**Deliverables & Business Outcomes**

- Detailed landscape assessment containing deep market insights and actionable knowledge regarding the AML, MM and DLBCL markets, in order to inform potential molecular testing offerings

**Overview of Sampling and Testing Methodologies**  
Extraction Methods

A variety of extraction methods are used to extract the samples for AML, MM and DLBCL and the method often determines if the sample is a fluid or tissue



**AML Tissue Management**  
Minimal Residual Disease (MRD) Testing

Although MRD testing is not standard for AML, at least half of all haematologists and pathologists test for MRD

- Minimal Residual Disease (MRD) results in eventual growth of residual cells after therapy, and increases risk of disease relapse; MRD testing for AML is done on bone marrow samples for cellular DNA
- X of X hematologists mentioned that they receive Minimal Residual Disease (MRD) results by flow cytometry for AML
- X out X pathologists mentioned that MRD testing was done; however, one did not know much about the details of the process and the other sent their samples for MRD testing to XXXXXX
  - On the other hand, a third pathologist noticed an increasing demand for MRD testing via flow cytometry and NGS



Haematologists do MRD testing



Pathologists do MRD testing

